

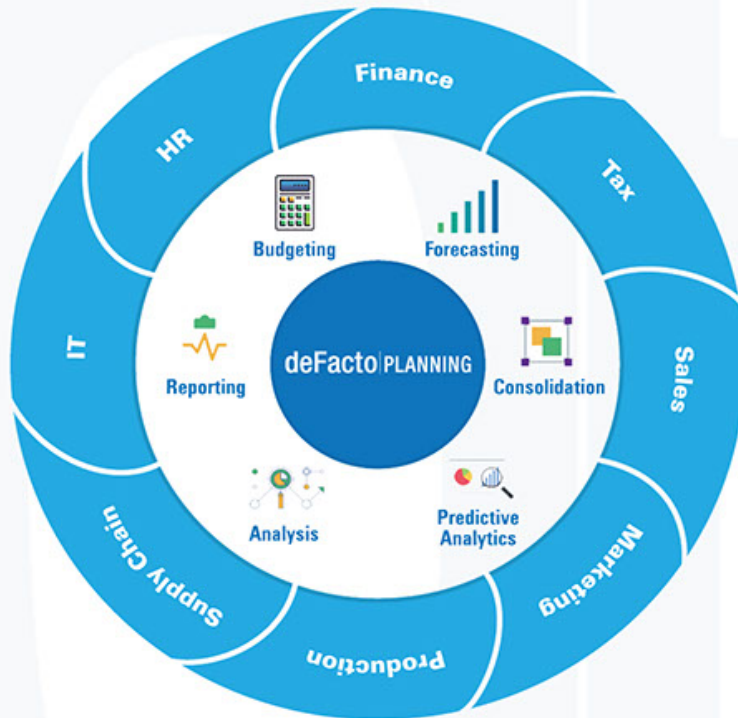
deFacto | PLANNING

**BUDGETING | FORECASTING | CONSOLIDATION
ANALYSIS | REPORTING | PREDICTIVE ANALYTICS**

deFactoGlobal.com

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**SYNCHRONIZED CROSS-ENTERPRISE
CORPORATE PLANNING**

deFacto Planning

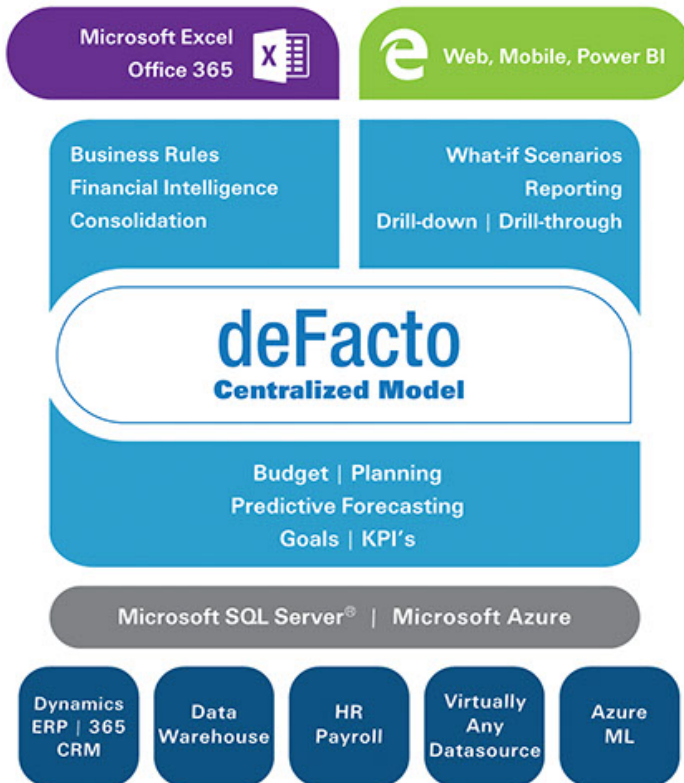
A fully unified, cross-enterprise corporate planning product that is powerful, affordable, and easy to use, learn and implement.

Built from the ground up by the experts behind world class planning products from Oracle/Hyperion and SAP®/ OutlookSoft, deFacto delivers the best-of-the- best planning capabilities in a single, fully unified product.

deFacto Planning supports division-level to cross-enterprise planning and analysis for any industry and functional area. Applications include strategy, finance, tax, profitability, human resources, capital planning sales, production, supply chain and many others.

deFacto Planning is a critical component of any Analytics, Business Intelligence or Corporate Planning Strategy.

deFacto - Features and Functionality



EXCEL ADD-IN:

- Input forms
- Reports
- Alternate hierarchies
- Properties/attributes query-ability
- Maintains native Excel formulas and formatting
- Book publication wizard
- Offline support
- Advanced zero-suppression
- Formula-based or matrix-based reporting
- Drill-through to relational data
- Send and receive text comments

SCORECARD/DASHBOARD INTEGRATION:

- Native Power BI integration complements overall BI strategy
- Can also integrate with any other visualization tools such as Tableau and Qlik
- Web-based reporting and data entry

ENHANCED FINANCIAL INTELLIGENCE:

- Budgeting/planning/forecasting • Consolidation
- Intercompany eliminations
- Reporting
- Foreign Currency • Allocations
- Unit x Rate

WORKFLOW:

- Simple out of the box approval structure for contributor, data entry, reviewer, approver
- Ability to completely customize the approval structure
- Based on multiple time periods/entities/categories/scenarios

CUBE BUILDER/OPTIMIZER:

- Create/maintain dimensions and attributes
- Create/maintain sets of cubes
- Create alternate hierarchies
- Make copies of cubes and sets of cubes
- Can be managed by non-technical business users

SCRIPT LOGIC:

- MDX formulas
- Foreign currency conversion
- Customized logic for specialized business processes
- Inter-model logic



Case study

Global Telco

deFacto Planning Outperformed SAP BPC

One of the world largest, most recognized, mobile telephone service providers in the world was suffering several crippling problems with their planning system software. Large volumes of data from an increasing variety of data sources were pushing the limits of the tools they were using, rendering their data less reliable - resulting in the loss of productive work time and the inability to accurately forecast data to refine their overall planning processes.

Business Situation:

• Problem:

The customer was experiencing increasing levels of performance and scalability problems with SAP BPC

• Solution:

Replace their current solution with **deFacto Planning**, starting with a pilot group then a full replacement based on success

HOW WE HELPED

After researching potential alternative solutions, the company chose deFacto because of its unique ability to provide scalability, interoperability, accuracy, reliability, data management capabilities, and an Excel interface.

Application/Administration:

- 400+ users
- 14 dimensions with total of 20 hierarchies
- 50,000 members in application
- 200 million records in Fact Table

Resulting User Experience:

- Powerful Reporting - easily create reports and schedules
- Love the Ribbon driven approach to reports in deFacto
- Input schedules are very easy to create and use
- Performance and scalability enables levels of analysis unattainable with previous product

Overall Results

- Gains in performance and scalability beyond expectations
- Processing times from prior technology decreased from several hours to under 5 minutes
- Previous application and logic migrated easily to deFacto Planning in a matter of a few weeks
- Client rollout much simpler - nothing to install, no need for admin rights, rolled out to over 300 users in one weekend
- Savings on maintenance and support costs for one year alone greatly exceeded the total cost of the new implementation
- Significant reduction in overall, on-going system and end-user support
- Adoption of a new planning platform that can support the rapidly growing needs of the organization

Financial group's overall performance improved by 1000% while systems became much more stable.

Ability to access applications more quickly, calculations processed in a fraction of the time.

Reports are generated significantly faster than with their old system.

"In looking for a solution, deFacto Planning stood out for its scalability, reliability, accuracy, Excel front end, and its ability to accept and manipulate data from disparate sources."

—Financial Group Manager

What is deFacto Planning?

deFacto Planning is a unified planning product that enables any business, regardless of size, to operate like the world's top performers: By measuring and managing financial and operational performance accurately, simply, and quickly.

What are the advantages of a unified product?

Many planning products are a collection of products (i.e. integrated, not unified), each designed to focus on a single function like budgeting or reporting or consolidation, etc. Since most businesses need all of these functions, it makes sense to purchase one product that does it all. deFacto is a unified product that offers significant cost savings, faster implementation times, higher data integrity (all applications use the same base of data; a single version of the truth) and higher utility.

What type of applications can deFacto be used to support?

deFacto Planning is designed for organizations looking to support a wide-range of sophisticated planning and analysis capabilities for division-level and enterprise-wide applications, such as financial, human resource, supply chain, capital planning, sales, profitability, and many others.

How does deFacto Planning work with Excel?

The deFacto Planning end-user interface is an Excel add-in that utilizes 100% of the native capabilities of Excel. It is a true Excel interface.

Does deFacto Planning have a web interface?

Yes, besides Excel, deFacto Planning has its own Web and Mobile interfaces where you can run reports, enter and submit data, drill down, etc. deFacto Planning also has a native connection to Power BI for dashboards and scorecards and can work with Office 365 as well.

What type of built-in financial intelligence does deFacto Planning have?

deFacto Planning has the range of built-in financial intelligence you would expect from an enterprise-level planning tool. It supports foreign currency conversion, allocations, intercompany eliminations, and so forth. deFacto Planning also allows the customization of any business rule or formula that needs to be applied to financial data to support your business needs.

How scalable is deFacto Planning and what level of performance can be expected?

deFacto Planning utilizes 'intelligent caching' to support very high processing speeds. Clients have realized reduction in processing times from hours to minutes using deFacto Planning instead of other advanced Corporate Planning or Corporate Performance Management (CPM) tools. In addition, deFacto Planning can scale to support thousands of users with exceptional performance.

Can deFacto leverage all security defined in Active Directory?

Yes. Active Directory can interact with an Analysis Services database at the security level. It can be used like NT Groups to control user access within an Analysis Services database. deFacto preserves this security structure.

What products have customers replaced with deFacto Planning?

We have found that many OutlookSoft/SAP Business Planning and Consolidation (BPC) customers are attracted to deFacto Planning because of its superior performance, scalability, and affordability. Both products share a similar vision and heritage, so the migration is very straightforward, fast, and cost-effective. Other customers have transitioned from Hyperion and Cognos to get the benefits of a single, fully unified CPM product rather than just a collection of integrated products. These customers realize meaningful improvements in performance and significant cost savings. Clients have seen that the cost of a deFacto Planning replacement is actually significantly lower than the cost of maintaining their existing BPC, Hyperion or Cognos implementation.

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Can deFacto Planning store text comments, collection, collaboration, and reporting, in addition to financial data?

Yes, deFacto Planning allows the end-user to enter comments as part of the Excel add-in, typically in a budget/forecast process. Users can also report on those comments either through the Excel add-in or via the web.

deFacto Planning is a cross-enterprise planning solution that utilizes business-logic models that represent a wide-range of financial and operational functions across industries.

deFacto Planning empowers business users throughout an organization with the ability to perform real-time analysis and planning to make the best decisions possible.

deFacto Planning uses the full functionality of Excel to provide powerful, but easy to use reporting to business users who want to analyze, organize and use important data. It goes far beyond the usual slicing-and-dicing of data to allow nearly instant flash reporting of user-specific financial or operational data.

deFacto Planning complements Microsoft's Power BI and other BI tools with powerful capabilities such as cube building, user security, advanced logic, web-based data submission, and what-if analysis, all of which can be managed by business and finance users.

deFacto Planning enables any organization to structure and manage data using sophisticated OLAP cubes in a highly efficient, flexible, and easy-to-use manner. Its business rules engine extends deFacto's Excel-based modeling capabilities to support the structure of any business by allowing seamless customization to meet specific needs. deFacto Planning manages ETL and administrative functions, including role-based user security.

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