



Planning and Data Collection

The convenient entry of plan data and the elegant collection of decentralized data are of critical significance for the acceptance of a planning and consolidation system not just for internationally active companies.

TN Planning offers all functionalities that are required for the convenient entry and collection of data. These include, for example:

Data entry

- **Flexible user interface:** Custom design of complex entry screens in the form of line reports, cell reports or free reports (see also Fact Sheet Reporting & Analysis).
- **Planning premises:** Detection and communication of central premises and basic conditions.
- **Suggested values:** Automatic generation of system suggestions.
- **Variable detailing:** Optional entry on various consolidation levels (summary entries) with optional break-down or consolidation in various dimensions (e.g. time, key figures, organizational structure).
- **"Break-back" with alternative entry:** Optional entry of absolute values, deviations or calculated values - the other values are back-calculated.
- **Fixing of target values:** Values fixed by the planner are excluded from back-calculation or break-down.
- **Validation:** Rules for the assurance of data quality have a direct effect on recording (e.g. balance sheet total check or matching of intercompany relationships).
- **Real time calculation:** Immediate calculations and simulations on report level.
- **Commenting:** Storage of background information and file attachments on cell and report level with history function.
- **Approval function:** Before approval, data is not visible to the central office.

Structure planning

- **Local sub-items:** During the planning process, planning items can be expanded to include local sub-items, which optionally result in total the planning position or do not explain this exhaustively ("thereof" items).
- **Planning of new structure nodes:** Many functions of the **Custom Tailor** (see also Fact Sheet Custom Tailor) can also be incorporated into the planning application for the end user. Thus, for example, it is possible to adapt the structures of the planning model during the planning process with decentralized responsibility.

Management

- **Status-dependent blocking and approval of input fields:** Depending on the workflow status, fields can be blocked or released for input.
- **Authorization-dependent access:** Automatic control of access and optional control of visibility for screen positions and menu entries depending on a user's authorization.
- **Versioning:** Management of public and private plan versions.
- **Historization:** Traceable reporting of the planning process.

Technology

- **Web compatibility:** Decentralized recording online on the Web.
- **Central data pool:** Storage of the recorded data in a central data pool.
- **Performance:** High-performance incorporation of more than 100 planners simultaneously (concurrent users).
- **Offline planning:** Optional replication of plan data for offline processing.
- **Data exchange:** Standard interfaces and tools for the configuration of individual interfaces and support for the exchange of plan and actual data with ERP and data warehouse systems.
- **Excel:** Excel data can be loaded automatically, TN Planning data can be made available in Excel at the touch of a button.

Example for break-back with optional fixing of target values

In contrast to other planning systems or Excel, TN Planning allows for entering plan targets in those cells that already contain formulas. TN Planning then calculates all formulas in reverse and adjusts the data so that your target specifications are reached. Any manager who has to align sub-plans from various areas with the top-down planning or has to transfer complex multi-dimensional budgets into a budgeted balance sheet will appreciate such a function. The following example should illustrate the break-back and fixing of target values:

Break-back

In the course of a plan break-even analysis, the following key figure is calculated:

$$\text{Variable costs (plan)} = \text{Cost per unit (plan)} * \text{Quantity (plan)}$$

With TN Planning, the planner has the following options:

1. He enters "Quantity = 200" and "Cost per unit = 10", the "Variable costs = 2,000" are calculated.
2. He enters the "Variable costs = 1,800" and, based on a stored rule, the "Quantity = 180" is back-calculated.

This unique break-back function also works for more complex planning and multi-stage calculations. Assuming that in the example, the following additional values are calculated:

$$\begin{aligned} \text{Change var. costs} &= \text{Var. costs (plan)} - \text{var. costs (previous year)} \\ \text{Change var. costs in \%} &= \text{Change var. costs} / \text{var. costs (previous year)} \\ \text{Var. costs in \% of sales} &= \text{Variable costs} / \text{sales} \end{aligned}$$

For given "Var. costs (previous year) = 1,500" and "Sales (plan) = 4,000" the planner has the following additional options with TN Planning:

3. He enters the "Change var. costs = 200", the "Var. costs (plan) = 1,700" are calculated from this and the "Quantity = 170" derived.
4. He enters the "Change var. costs in \% = 10%", the "Change var. costs = 150" and the "Var. costs (plan) = 1,650" are calculated from this and the "Quantity = 165" derived.
5. He enters the "Var. costs as a \% of sales = 50%", the "Var. costs (plan) = 2,000" are calculated from this and the "Quantity = 200" and all other values derived.

Fixing of target values

To further improve planning convenience, TN Planning offers still more: thus you can temporarily factor out the break-back function for particular cells.

Let's assume that the break-back function would be used in order to enter the annual value for a sales forecast as an alternative to entering the monthly values and breaking it down across the months. If now due to contracts concluded in advance the sales for the first month of the planning period are already fixed, then this value should not be adjusted by the automatic distribution of the annual values across the individual months. It

is therefore "fixed." You can fix several target values on a planning screen. TN Planning adjusts the remaining "free" values iteratively if necessary.