

How to Transition to a Rolling Forecast with Revelwood and IBM Cognos TM1

TESTIMONIALS

"I have worked with Revelwood since their inception over a decade ago and never hesitate to introduce them into new organizations that could benefit from their innovative solutions. They are professional, responsive, accommodating and bona fide experts in the design, development and implementation of planning, reporting and analysis applications."

—Larry Ding, CBS

"Not only did Revelwood deliver the shortest implementation cycle, but they also offered a number of pre-packaged implementation accelerators including templates, reports and data management tools in the Revelwood BPM Suite. Revelwood's experience and pre-packaged BPM modules played a significant role in meeting our aggressive implementation schedule. The finance team was using TM1 the day after we went live. The install went very smoothly, with the entire project coming in on time and under budget."

—Ben Murray, Pinnacle Airlines

"Working with Revelwood has been a great success story for us. In revamping the entire financial reporting and consolidation process, we've gone from 'class-less' to 'world class' overnight. Everyone who has used the new BPM system loves it."

—Rob Bonatakis, Aquilex

In a world where business conditions are volatile and changing rapidly, the ability to respond quickly to external market changes is vital to companies who want to remain profitable and continue to grow. Traditional annual budgeting consists of setting targets, aligning incentives, developing action plans, allocating resources and monitoring and controlling finances. The inherent inflexibility in this approach does not lend itself well to reacting to changing business conditions. That's why adaptive organizations focus less on annual budgets or long-term views and more on continuous planning or rolling forecasts.

Rolling forecasts, if well prepared, form the backbone of a new and much more useful information system that connects all the pieces of the organization and gives senior management a continuous picture of both the current position and the short-term outlook. More importantly, rolling forecasts can facilitate 'what-if' scenario planning and predictive modeling, allowing organizations to keep a finger on the pulse of changing business conditions so they can quickly refocus the business accordingly.

Revelwood's BPM Suite and Rolling Forecasts

Revelwood's BPM Suite™ is an out-of-the-box implementation accelerator for enterprise financial planning and reporting running on the IBM Cognos TM1 platform that can help you transition to a rolling forecast quickly and easily. The BPM Suite is comprised of pre-built models, templates, processes, calculations and reports that streamline the implementation process. It has the built-in intelligence needed to support common financial requirements such as driver-based revenue and expense modeling, staff modeling, capital modeling, cost allocations, flexible forecast timelines, automated version controls and more.

In addition to combining IBM Cognos TM1 software with Revelwood's BPM Suite, we can provide you expertise in implementing a rolling forecast solution regardless of your current forecasting environment. We can:

- Provide best practices for a seamless transition from a traditional annual budgeting process to a full-scale rolling forecast.
- Provide an implementation plan that addresses the challenges of rethinking the forecasting process and changing the culture of forecasting.
- Create a process that integrates your current forecasting method with the benefits of a rolling forecast process.

We will also ensure that you implement the critical foundations of a dynamic rolling forecast that other corporations have successfully employed. We will help you:

- Choose the correct forecast timeline.
- Identify the events and drivers that impact your business.
- Determine the correct forecast level.
- Align incentives based on business strategy.
- Leverage the proper technology.

"With Revelwood's BPM Suite, TM1 was active in just 10 weeks and our first budget was completed just a few weeks after that."

—Barry Ferguson, *Cbeyond*

"Revelwood fit the bill perfectly. They have dozens of successful TM1 implementations under their belt, stellar references, and what I like to call their 'bag of tricks' – the pre-built models, templates and reports that dramatically reduced the overall implementation time and quickly improved our reporting efficiency."

—Brian Jones, *Cellular South*

"Revelwood was able to effectively translate our business requirements and preliminary model design into fully functional TM1 cubes, including automated interfaces with the ERP system and dynamic alerts as new products, customers, G/L accounts, and departments were added to the business. With TM1 and Revelwood, we have reduced financial reporting cycles, gained efficiencies and the time savings enables us to focus on strategic analysis by a number of differing factors."

—Pete Marshall, *Cumberland Packing*

"The Revelwood team was very adept at picking up on our business and our requirements. We relied on them not just to give us what we wanted, but to figure out what we really needed."

—Mike Briscoe, *Colonial Properties*

"I can't say enough about how happy we are with Revelwood. Whether they are building new applications or teaching us how to build our own applications, Revelwood supports us in every way possible to ensure we are getting the most out of our BPM system."

—Dina Bank, *Media Planning Group*

IBM Cognos TM1 Software

A fast, easy-to-use and highly scalable analytics engine for financial planning and reporting applications, IBM Cognos TM1 software provides the only true, real-time solution for collecting, aggregating, analyzing and modeling financial and operational data. IBM Cognos TM1 has transformed the financial operations of companies and inspired legions of passionate users worldwide for more than 25 years.

The "real time" nature of IBM Cognos TM1 is ideally suited to implementing rolling forecasts as the removal of batch processing promotes the collaborative approach that is so important to the process. IBM Cognos TM1 solutions:

- Offer the familiar Excel® front-end, with tight Excel integration for power spreadsheet users.
- Enable 'what-if' scenario modeling for improved business optimization.
- Allow users to quickly navigate data and easily generate interactive reports to respond to ad hoc management requests.
- Use a 64-bit, in-memory multidimensional OLAP server to provide real-time, on-the-fly calculations.
- Streamline your financial processes so you can focus on running and growing your business.

IBM Cognos TM1 has received the industry's highest ratings for fastest implementation times, most business benefits achieved and lower IT costs.

Free Rolling Forecast Needs Analysis!

Revelwood can lead you through a comprehensive need analysis session that will identify your specific objectives and help you understand what a rolling forecast solution can do for your company. In our rolling forecast needs analysis session, we will:

- Examine your planning and reporting processes as they currently exist.
- Explore your 'desired state' or goals for these activities.
- Discuss your current technology tools and sources of planning and reporting data.
- Identify any shortcomings inherent in your current processes.
- Learn ways in which a Revelwood rolling forecast solution maps itself to your unique business needs.
- Discuss practical next steps that can help begin to address any challenges identified.

It's easy to participate!

- Fill out our online Free Offers Form at <http://www.revelwood.com/freeoffers>
- Email marketing@revelwood.com with your contact information
- Call **Lisa Minneci at 201.984.3024** and we'll take the information over the phone

Get to know us. You'll find our stellar reputation is due to our ability to truly provide world-class solutions.

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