

# Do you really need xP&A?

Use this quick guide to see.

## We're huge advocates of Extended Planning and Analytics (xP&A for short).

xP&A extends traditional planning, which focuses solely on finance, into other parts of the business such as workforce, sales, operations and marketing. You may know the term as “integrated planning” or “FP&A” — so why has it evolved to “xP&A”?

The ‘x’ is “Extended” for the traditional inter-company silos to finally be broken down. So you can now forecast, plan and budget seamlessly, taking into account ALL relevant data points across the business, regardless of which system it resides in.

That’s powerful stuff. It means you can assess the impact that all kinds of decisions or events will have on your entire operation. And plan accordingly.

Gartner is predicting that by 2024, 70% of new FP&A projects will become xP&A projects — extending the scope beyond Finance. These are exciting times!

But just quietly, not every business should invest in an xP&A solution.

The more complex your business is, and the more it needs to be able to respond to changing circumstances, the more likely xP&A will be needed.

## Here’s a quick guide to help you see where your business fits and if xP&A may be useful for you.



### Small & simple

- Limited range of calculations
- Few integration requirements
- Simple workflows
- If an operation fails, may still work
- Little that can break down or fail

**Excel meets business needs well. No requirement for xP&A.**



### Larger & getting complex

- Growing number of calculations
- Multiple integrations required
- Some workflows are quite complex
- Interaction of multiple calculations is critical to correct output

**Excel for basic business functions. xP&A for functions that drive performance.**

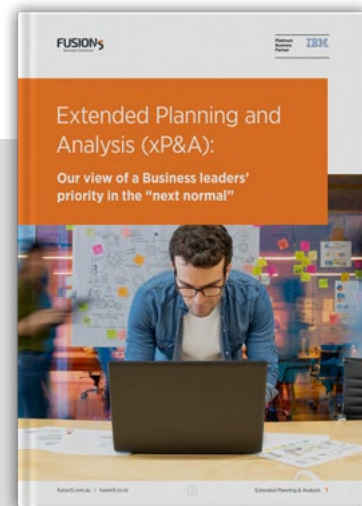


### Large & highly complex

- Huge number of calculations
- Significant integrations required
- Many workflows are highly complex
- Interaction of calculations are both complex & critical to performance
- Required to change direction at short notice
- Anticipate multiple what-if scenarios
- Ability to collaborate across systems & components

**xP&A central to entire business operation.**

**If you're ready to find out more about how xP&A can change your game for the better in the 'next normal', this whitepaper is your go-to resource!**



### **Why forward-looking organisations should take a closer look at Extended Planning and Analytics (xP&A)**

Now, the concept of xP&A isn't new.

You've probably heard of it under the guise of organisation-wide planning, or integrated planning, noting that there is a strong case for interconnected planning, not just planning on a financial account level. This ensures planning takes into account the requirements for Sales, Operations, HR, and provides one, holistic business plan.

### **To automate your planning and forecasting or not to automate...**

In all the discussions about MS Excel versus automation tools (also called Planning & Analytics), it's easy to fall into the trap of assuming it's an all-or-nothing proposition. Either a business uses Excel, or it uses automation tools — but it's unlikely to do both.

Obviously, however, that view doesn't make a lot of sense. Surely even the most ardent automation business will still use Excel for a host of tasks.

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Working with global technology leaders such as Microsoft, Oracle, IBM, and Workday, we partner with our customers to help increase operational efficiency, create people-centric cultures, strengthen customer relationships, and plan better for the future. By modernising and optimising the tools, systems, and processes your company uses, we can help you thrive.

When we work with you, we don't recommend technology for technology's sake. What drives us is delivering outcomes that genuinely improve your

business. Our business experience and insights from multiple industry sectors, advanced understanding of the solutions we offer, together with innovative technology that can be wrapped around them, means we can offer 'fit for you' solutions that deliver tangible results for your business.

We realise adopting new technology is not just a one-off activity — it requires change management, support, and continuous improvement to ensure your digital journey evolves with your business. We're here to partner with you through all aspects of the journey.

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