Connected Operational Planning

∧naplan

Epic: Revenue / COGS Planning

User Story Title: Baseline Revenue / COGS Forecast

Who? Finance Manager, Revenue

What? Establish a baseline forecast from demand plan that we can adjust

Why? To ensure the expected margin results for your operational plan

How? Apply cost and price assumptions against forecasted demand, with an ability to override

Description:

As a finance revenue manager, I need the ability to establish a baseline forecast from demand plan that we can adjust. I also need to know how new products are forecasted, as well as any upcoming trade promotion plans.

I need to import final demand forecast and have the ability to do the following:

- Override unit sales
- Apply pricing assumptions by key dimensions (e.g. region, product, channel, etc.) in order to calculate gross revenue forecast
- Apply cost assumptions (e.g. manufacturing, production cost, shipping, selling cost, etc.)
- Allocate other operating costs based on proportional unit sales for each product

The above will result in gross margin and operating margin.

I will know it's achieved when demand has been monetized, I have a calculated view of the gross margin along with its quarterly trend, and gross margin is reasonable based on assumptions I've chosen compared to the historic trends.

Complexity Estimate: Medium

Sprint Cycle: Sprint 1

Level of Effort Estimate: Medium

Sprint Points Assigned: TBD

Connected Operational Planning

Anaplan

Epic: Headcount Planning

User Story Title: Payroll Tax Calculations

Who? Financial analyst

What? Refresh data from our HRIS system and see broken out calculations for Social Security, Medicare, FUTA, SUTA.

Why? Calculate total payroll tax costs to push to the P&L.

How? Employee details loaded in for each employee. Calculate payroll taxes with formulas based off of each employees pay and high level assumptions.

Description:

As a financial analyst, I can refresh data from our HRIS system and see broken out calculations for Social Security, Medicare, FUTA, SUTA, so that I can calculate total payroll costs to push to the P&L.

I will know it's achieved when I see updated HRIS information in Anaplan and validate that total payroll expenses are calculating correctly.

Data Inputs:

• Social Security Tax Cap assumptions

• Medicare Rate assumptions

• SUTA Cap assumptions

• FUTA Cap assumptions

Complexity Estimate: Low

Level of Effort Estimate: Low

Sprint Cycle: Sprint 2

Sprint Points Assigned: TBD

Connected Operational Planning

Anaplan

Epic: Cost Calculations (non headcount)

User Story Title: IT Expense Calculations Forecast

Who? Finance Associate

What? Enter software maintenance and SaaS expense forecast

Why? To accurately forecast IT expenses as it is one of the largest non-headcount expense categories

How? Apply assumed growth rate for renewals on deferred software expenses

Description:

As a finance associate, I need an ability to enter software maintenance and SaaS expenses to forecast IT software expense, because it is one of the largest non-headcount expense categories of my organization. It directly impacts cash flow and payment timing.

I will know it's achieved when I can import deferred software expenses and contract values and apply renewal growth rates, to see the calculated forecast of my IT software expenses in a particular time period (e.g. quarterly, monthly, etc.).

Complexity Estimate: Low

Level of Effort Estimate: Low

Sprint Cycle: Sprint 3

Sprint Points Assigned: TBD