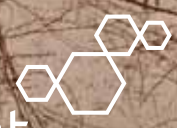


Blueprint for Financial Planning & Budgeting



blueprint

making Data work for you

In brief

Blueprint helps organisations tap into the power that's hidden in data. We create information systems that allow our clients to visualise and control the processes that directly affect their success. We understand the issues facing our clients and offer insight into the needs of people in their businesses.

We're partners of leading software companies, including Business Objects and IBM. We work closely with our clients' IT teams and their internal customers, building bridges between the people who implement and support information systems and those who use them. Blueprint specialises in the creation of business intelligence, performance management and financial planning & budgeting systems. We provide strategic and technical consultancy, project implementation and systems support. We also provide accredited training services that serve thousands of people every year.

Blueprint:
visualise and control processes that
directly affect success



Our services

In business, as in life, what we want is not always what we need. If we're prepared to question our preconceptions and habitual ways of working, we open the way to change and innovation. So at Blueprint we listen carefully to our clients, but we also challenge them. We closely scrutinise the relationship between our clients' objectives and the business processes they employ. We look at the details and the 'big picture'; we ask ourselves what's not there, as well as what is; we test the logic of established processes; we reveal the power that's hidden in data. Our desire to look beyond the obvious is what makes Blueprint's approach to the creation of financial planning and budgeting systems different from everybody else's.

Financial planning and budgeting systems that really work are led by business needs: they're business life-support systems, not repositories of dead data. They make it possible for those who support the business to visualise and control its heartbeat: the processes that directly affect its success. Blueprint provides an integrated platform for financial reporting, planning, budgeting and forecasting that will make these tasks easier and simpler.

Blueprint:

tap into the power hidden in data



Streamline and improve budgeting

We know you want to spend more time on strategic planning, reviewing and analysing the figures, not just compiling them. But that's not possible if you're tied up in lengthy, arduous budgeting processes. We know that for many financial professionals, the annual budgeting process is a necessary evil that adds little value, diverts skilled people whose time could be better used and, what's worse, is frequently out of date before it's even completed.

How can you free yourself and your team from this trap? The first step is to standardise and simplify the process. Blueprint can help you to speed up the process of creating a new budget, from inception to sign-off. You will benefit from a controlled, automated workflow that allows you to see the position of every cost centre during the submission process. And there are other financial reporting basics we can tackle; for example, by providing you with automated continual budget monitoring against actual spend by department, function, product and any other perspective that's key to controlling your business.



See what's really happening

Once we have made the financial basics easier to undertake and given you more control, we can look at further improvements – perhaps bi-annual, quarterly or even monthly forecasts. Your new streamlined budgeting and reporting process will make the business more agile, allowing people to respond flexibly to changing circumstances.

Many business managers and finance teams rely heavily on an annually agreed budget simply because it's so difficult to change or refocus it. That imposes undue limitations on the business. And crude measures of profit or cost can often mask underlying variations in performance

and difficulties with organisational processes. In fact, for many financial professionals, it's impossible to understand profit or cost in sufficient depth to improve performance using their existing budgeting and financial analysis systems.

An integrated financial reporting system and an improved budgeting process will allow you to perform more penetrating analysis. It will reveal aspects of performance that would otherwise remain hidden, and allow you to see whether factors that are believed to contribute to the bottom line are actually depleting resources.

Our information systems are designed to make use of your existing financial systems, like Oracle Financials, SAP, Aggresso or Sage, perhaps combining their information with data from the systems supporting your key business processes, and making it easier to create valuable insights into your income and expenditure processes.

Link forecasting to planning

We can help you make further progress by streamlining the way you generate industry KPIs and financial KPIs, and by giving you advice on the way other KPIs may be able to improve performance and control costs. We can help you reveal hidden truths within your data through the creation of scorecards, strategic and operational reporting, budgeting and forecasting and 'what if' planning tools, providing penetrating analysis from one central data-hub.

For us at Blueprint, financial planning and budgeting systems should focus your people's attention on getting better results for customers and winning in the marketplace, as well as meeting internal targets. By making planning a continuous process, not just an annual event, you can help them adapt and react more successfully.



Reporting from your ERP & Finance Applications

Reporting from finance applications is something most people have covered – to a degree. So we help them take it further by enabling them to view data held in the finance systems through additional hierarchies of interest and from non-financial angles to help cover all their requirements.

Management Reporting

Do you want to free yourself from the preparation of monthly management reports, so you can focus on more value-adding activities? We can provide automated consolidation reports that take multiple dynamic structures into account. They can be run at the click of a mouse or even overnight, so they are ready and waiting for you by morning.

Budgeting

Blueprint can help you streamline the budgeting process and automate monitoring of departmental performance in terms of 'actual' versus 'budget'. You can fully exploit the potential of a decentralised approach for submission to individual departments whilst retaining full visibility. Built-in process control enables you to review, amend and accept submitted budgets, or push them back down the chain for re-submission.

Forecasting

How do you forecast? Many people find budgeting hard enough in its own right, and at three months plus, it can be a real effort. You may be one of those who end up departing from the original budget, often due to external factors. If you find that keeping the budget relevant by updating the forecast in line with the changes experienced during the year is difficult, then forecasting is likely to be a higher priority than simply streamlining your budgeting process.

Strategic Planning

Do you find it difficult to create strategic scenarios for your business, or to perform sensitivity analysis on strategic variables? This can be a particular problem if you want to feed in the latest budget or forecasts. Our approach enables multiple initiatives or proposals to be created and grouped within different scenarios, based on either high-level assumptions and detailed budgets, or up-to-date forecasts.

Capital Planning

If your organisation is capital intensive, requiring many complex spreadsheets for capital planning, we can help you prepare capital budgets from the bottom up, using completely configurable and locked down capital templates. You'll be able to model and compare the impact of different mixes of the capital projects you're contemplating.

Payroll Planning

For most organisations, payroll is a major cost element. But if yours is a 'people' business in which teamwork is important, payroll planning and scenario analysis can give you insights that will help you plan ahead and structure teams more effectively. As in all elements of our financial planning and budgeting framework, finance teams can adjust crucial assumptions - such as salary rates, National Insurance and pension rates - on a local and international basis.

Cash Flow Forecasting

Up-to-date information on your company's cash flow ensures that funds are available to support daily operations and long-term investment. Now, Blueprint can help you combine your budgeting and forecasting models with centrally controlled assumptions on cash inflow and outflow. Profit and loss expenses, balance sheet cash items - such as capital expenditure and taxation - and commonly recurring items will be included, enabling you to create truly comprehensive cash flow forecasts.

Blueprint for Financial Planning & Budgeting framework





Blueprint:
seeing the detail and the big picture

Our approach

We're specialists

Blueprint specialises in finding out what makes businesses tick. The only way we can make a real difference for our clients is by looking closely at their objectives and business processes. This takes us to the heart of organisations, and the specialist knowledge of financial planning and budgeting we acquire benefits every organisation we work with.

We get to grips with the business issues

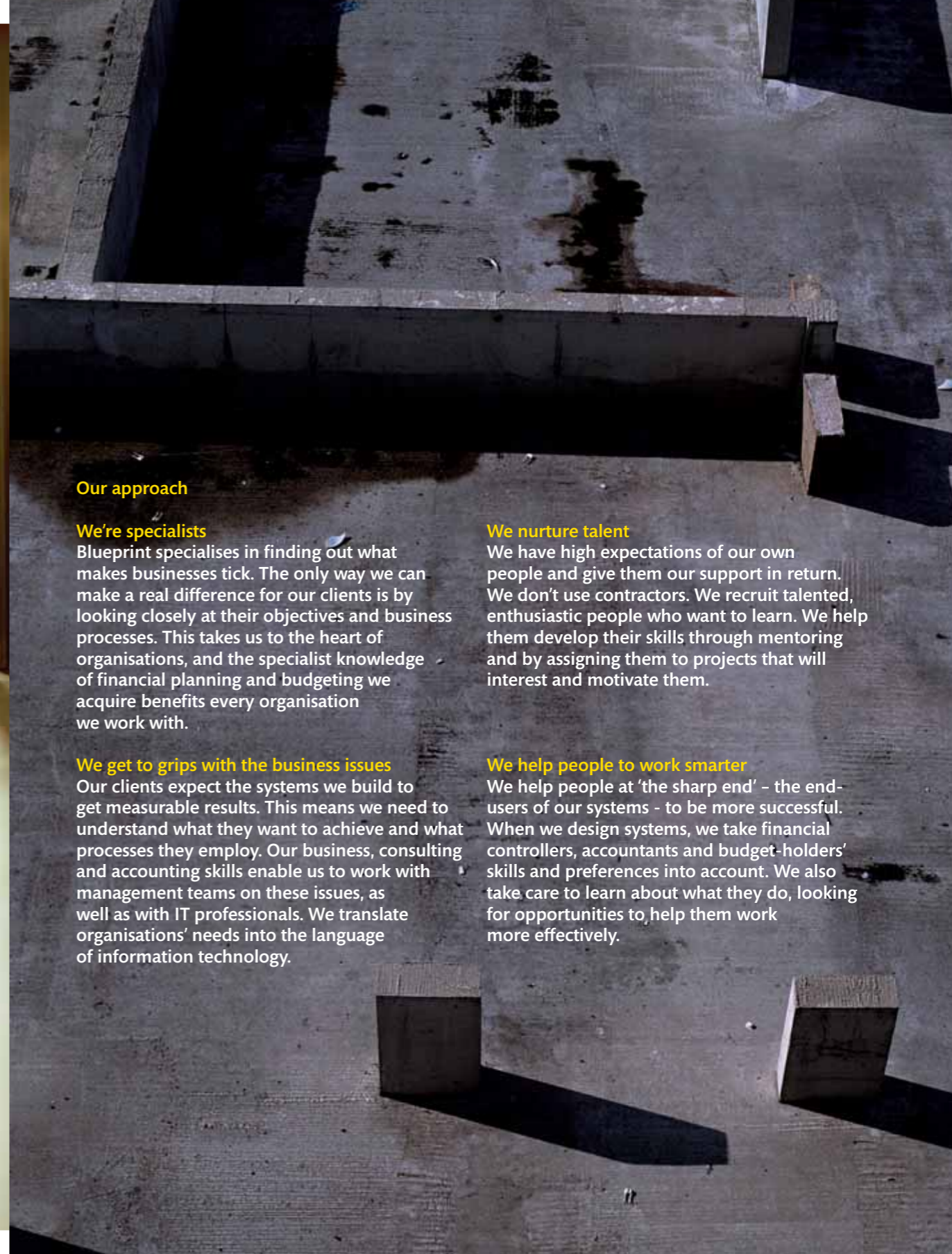
Our clients expect the systems we build to get measurable results. This means we need to understand what they want to achieve and what processes they employ. Our business, consulting and accounting skills enable us to work with management teams on these issues, as well as with IT professionals. We translate organisations' needs into the language of information technology.

We nurture talent

We have high expectations of our own people and give them our support in return. We don't use contractors. We recruit talented, enthusiastic people who want to learn. We help them develop their skills through mentoring and by assigning them to projects that will interest and motivate them.

We help people to work smarter

We help people at 'the sharp end' - the end-users of our systems - to be more successful. When we design systems, we take financial controllers, accountants and budget-holders' skills and preferences into account. We also take care to learn about what they do, looking for opportunities to help them work more effectively.



To discover more visit us at www.bpms.co.uk
or contact us on 020 7832 1800

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