

BUDGETING, PLANNING and FORECASTING for TELCO & COMMUNICATIONS



Say “Hello” To An Uncertain Future

OTT players have changed the face of communications. With smartphones came waning consumer interest in the home phone, SMS, and roaming. The result? Steep declines in revenue and tightening margins. Now more than ever, telco companies need in-depth insights into profitability and performance that legacy planning systems cannot deliver.

CCH Tagetik provides telco planners with greater visibility into operations at a more granular level, while unifying corporate performance data, financial processes, sales and operations. With deeper analysis and a 360* view of the performance, reduce the time and effort of budgeting, planning and forecasting, while getting the insight you need to plan and adapt to an uncertain future.

CCH TAGETIK PLANNING FOR TELCO & COMMUNICATIONS

Improve Confidence with Unified Business Planning

Increase accuracy and confidence in your numbers when budgets, plans, forecasts and models across your company are created using a single version of the truth in a single system. With automated real-time and historical data, CCH Tagetik aligns strategic, financial and operational planning enterprise-wide, so the cycle is completed faster and with a 360* view of your business.

Reduce Cycle Time, Improve Accuracy

With a single source of data that dynamically populates, CCH Tagetik shaves days off the planning cycle and drastically improves data accuracy. Managers can catch bottlenecks before they happen with live-status updates on an administrative dashboard and planners work smarter with task lists, data entry forms, pre-packaged templates and automatically validated figures.

Plan for the Future

CCH Tagetik gives you the power to evaluate the 360* impact of initiatives around the organization. Perform what-if scenarios with sales, expense, departmental, and seasonality assumptions and see the impacts on the bottom line. Weigh the impacts on KPIs and net income projections as you alter your assumptions. With scenario modeling, you can see the future impacts on operations.

Align Revenue Plans with Strategic Objectives

See how product lines and customers impact sales and your bottom line. Assign target sales. Plan using zero-based inputs. Test different pricing scenarios, and discount models to see the impact on revenue and adjust targets accordingly. Play-out what-if scenarios by unit sales to ensure sales goals that are in line with sales goals. Monitor all revenue sources in real-time. Drill deep into the associated expenses and costs. Automatically get the latest data to get a real-time view of true revenue.

Customer-Level Profitability

Identify the business drivers that impact customer profitability and make more informed, data-based decisions. CCH Tagetik allows you to perform granular-level profitability analysis to determine which customers, accounts, services and portfolios are meeting performance expectations and those that are not.

Optimize Human Resources

CCH Tagetik aligns finance, HR and operations so you can optimize your human power by enabling insights into how workforce changes, turnover, overtime, contract and employee-level variables, like salary, sick leave and benefits, affect the strategic plan, P&L, cash position and productivity.

“Thanks to CCH Tagetik, we can quickly respond to the growing ad hoc requests for rich, highly detailed and timely information. The solution is extremely scalable and flexible enough to fit our individual requirements. From a technical standpoint, the solution easily integrated into our group IT architecture and all levels of the group can access new functionality.”

Head of Financial Planning, TELECOM

Key Benefits

- ✓ Reduce Planning Cycle Time (by days)
- ✓ Optimize Resources
- ✓ Align Finance & Operations
- ✓ Modernize Finance Technology
- ✓ Increase Accuracy, Efficiency & Control
- ✓ Lower Risk
- ✓ Lower TCO

Why CCH Tagetik?

Finance Owned: Purpose built to be maintained by Finance, empowering finance and reducing dependency on IT.

Unified CPM Solution: Consolidation, Planning and Reporting in one solution provide confidence in your data.

Reliability: Our implementors and partners consistently deliver.

Cloud without Compromise: On premise. On cloud. One solution. The choice is yours!

Key Capabilities for Telco & Communications

Top Down or Bottom Up: Create plans your way based on unique business drivers, products, divisions or LoBs. Choose from a library of industry specific drivers and templates..

Built-in Financial Intelligence: Improve insights with double-entry logic, currency translation, management, legal and regulatory roll-ups, unlimited multi-currency and interest support.

Modelling and What-if Analysis: Project future plans and play out what-if scenarios - like product launches or acquisitions - to see impacts on the P&L, cash flow or balance sheet.

Scenarios, Snapshots & Versions: Easily create snapshots to compare multiple scenarios and adjust drivers and assumptions to determine the best business outcome.

Drill Down into Details: Set materiality thresholds and drilldown into variances in real-time, even down to the transaction level.

Allocation Engine: See driver-based and waterfall allocations across multiple levels. Assign indirect, direct and activity based costs while using financial, statistical, historical or custom drivers.

Cash Flow Planning & Forecasting: Built-in functionality allows you to monitor the cash-in/cash-out and the impact on financial and Sales & Operating plans (S&OP).

Rolling Forecasts: Quickly build periodic (including 13 month or 53 week) and rolling forecasts that combine data from plans, budgets and actuals automatically to quickly respond to market conditions as they emerge.

Long Range Planning: Develop long-term, top-down corporate strategies - that include large expenditures, capital investments or acquisitions - to set targets that drive short-term, bottom-up tactical budgets.

Advanced Hierarchy Management: Create unlimited hierarchies and rollups, for any timeframe. Adjust charts of accounts, modify business rules, and update hierarchies without IT intervention

Key Features

All Types of Planning: Balance Sheet, Capital, Expense (CAPEX/OPEX/etc), HR & Workforce, Integrated Business, Production & Capacity, Profitability, Sales & Operational (S&OP), Strategic, Cash Flow Planning & Allocations

Self-Service Reporting & Analytics: Produce reports, visual analytics and dashboards without IT. Complete complex calculations, reports and dynamically pivot data for analysis without delay.

Microsoft Office Integration: CCH Tagetik natively integrates with Word, PowerPoint and Excel and supports multiple output formats including PDF, PPT, HTML and XML.

Audit Trail & Workflow: Capture detailed audit logs of all changes, by who and when. Collaborate across the organization with task lists, status and approval process.

Integration: CCH Tagetik has prebuilt integration and built-in ETL to fit seamlessly into an existing Microsoft, SAP or mixed technology environment.

Unified CPM: Create an agile planning process that unifies budgeting, modeling, forecasting, consolidation and financial reporting within a single corporate performance management solution.

Learn more about CCH Tagetik Planning for Telco & Communications

Sign up for a personalized demo at:

www.tagetik.com/en/solutions/industry/telco-communications

About Wolters Kluwer | CCH Tagetik

Wolters Kluwer enables finance, legal, tax, and healthcare professionals to be more effective and efficient. We provide information, software, and services that deliver vital insights, intelligent tools, and the guidance of subject-matter experts. We understand the complex challenges that face the Office of the CFO and translate that knowledge into intuitive, enterprise-scale CCH® Tagetik performance management software solutions that drive business results. With over 180 years’ experience in the markets we serve, Wolters Kluwer is lifting the standard in software, knowledge, tools and education.