



# Adaptive Insights vs Excel: Return on Investment

This simple example is based upon a company of:

- 3 Sales Channels
- 25 Cost Centers
- 2 Divisions, and a
- Corporate Consolidation

The company has an Annual Budget process and prepares:

- 3 Quarterly Forecasts totalling 4 planning cycles
- Each planning cycle has 4 iterations
- Involved in the process are:
  - 2 Finance personnel
  - 30 Executives and
  - Line of Business Managers

Phase	Time	Total Time	Unit Cost*	Extended Cost
<b>Preparation:</b> Finance time for spreadsheet preparation and maintenance for new assumptions, new business rules, import/key in updated actuals and roll ups from detail through to consolidated Financial Statements.	<ul style="list-style-type: none"> <li>• 5 hours per Sales Channel</li> <li>• 1 hour per Cost Center</li> <li>• 8 hours per Division</li> <li>• 15 hours for Corporate</li> <li>• 10 hours for Reports</li> </ul>	81 hours x 4 planning cycles	\$36.06	\$11,683
<b>Process Management:</b> Finance time for spreadsheet distribution to department Managers. Includes each iteration and consolidation process. Reconcile to prior iteration. Update for new assumptions, business rules, structures and roll ups as needed during planning cycle.	<ul style="list-style-type: none"> <li>• 3 hours per Sales Channel</li> <li>• 1 hour per Cost Center</li> <li>• 4 hours for each consolidation process to Division</li> <li>• 6 hours for each consolidation process to Corporate</li> <li>• 2 hours reconciliation to Actual and/or Prior Version</li> </ul>	50 hours x 4 planning cycles x 4 iterations	\$36.06	\$28,846
<b>Reporting and Analysis:</b> Finance time for updating spreadsheets month to month for latest actuals and new analysis	<ul style="list-style-type: none"> <li>• 20 hours per month importing/rekeying and reconciling actuals</li> <li>• 20 hours per month manually maintaining existing spreadsheets and meeting new reporting needs with new spreadsheets</li> </ul>	480 hours	\$36.06	\$17,308
<b>Executive and Management Time:</b> Access, viewing and using the spreadsheet based system. Participation in the Budget and Forecast processes.	<ul style="list-style-type: none"> <li>• 15 hours per Manager per cycle participating in spreadsheet distribution and data entry process</li> <li>• 10 hours per Manager per month using spreadsheet system for business analysis and decision making</li> </ul>	5,400 hours	\$36.06	\$194,712
<b>TOTAL COST OF CURRENT PROCESS</b>				<b>\$252,548</b>
<b>ESTIMATED ANNUAL SAVING</b>	<ul style="list-style-type: none"> <li>• Finance Time</li> <li>• Executive and Management Time</li> </ul>	67%		\$38,558
<b>TOTAL ANNUAL SAVING*</b>		15%		\$29,207
				<b>\$67,764</b>
<b>ADAPTIVE PLANNING ANNUAL COST**</b>				<b>\$19,970</b>
<b>ESTIMATED 3-YEAR RETURN ON INVESTMENT*</b>				<b>239%</b>
<b>ESTIMATED PAYBACK PERIOD</b>				<b>11 months</b>
<b>ESTIMATED ANNUAL SAVING AFTER IMPLMENTATION</b>				<b>\$52,754</b>

\* Annual cost of Staff including benefits and other costs = \$75,000 (\$36.06 per hour using 2,080 hours per year). Excludes "hidden costs" such as Excel storage, network impact of distributing large spreadsheets, opportunity cost of time, value of single source of planning/reporting information, value of accuracy, value of improved decision making, etc.

\*\* Assumes 3-Year Subscription and Average Professional Services Cost