

# Forecasting in times of extreme uncertainty

## A focused approach, enabling faster, more accurate financial forecasts

The COVID-19 crisis is forcing many companies to revise or retract their financial forecasts. Even after the crisis abates, the challenges for many financial planning and analysis (FP&A) teams will likely never return to normal.

Extreme economic and market volatility—driven in part by the evolving nature of the pandemic, as well as the diverse government and business responses to it—make it virtually impossible for FP&A teams to produce accurate forecasts and budgets. And the challenge is only amplified by common capability gaps that currently exist, including inefficient forecasting processes, lack of transparency into underlying business drivers, capacity and talent constraints, and limited analytics capabilities.

## A path forward

To help improve the accuracy and reliability of financial plans and forecasts, Deloitte has developed **PrecisionView™**, a finance transformation accelerator that uses advanced analytics and machine learning to deliver enhanced capabilities and forward-looking insights across the entire FP&A lifecycle. PrecisionView sits on top of existing enterprise performance management (EPM) solutions and helps the FP&A team shift its efforts from data aggregation and manual calculations to value-added business collaboration.

Key features:

- **Integrated solution** for data load, analysis, and visualization
- **Econometric and driver-based (internal & external)** models
- **Self-learning** to constantly evolve its own capabilities
- **Dynamic scenario planning** with “what-if” scenario analysis
- **Measurable quality** of aggregated forecasts
- **Visual analytics** and **CFO dashboards**

PrecisionView is available as a service, in the cloud, or on-premise, and it can dovetail with existing ERP investments. Leveraging the SAP ecosystem to deliver a consistent user experience, it was developed using SAP HANA®, SAP Fiori®, SAP HANA Predictive Analytics Library, SAP® Business Planning and Consolidation, and SAP Analytics Cloud. Typical implementation time from start to finish can be as little as six weeks.



## Potential benefits

- Improved financial insights to support business and investment decision-making in rapidly changing market conditions
- Clearer linkage between financial statements and key business drivers
- More accurate guidance to maintain or re-establish credibility and trust with investors and other key stakeholders
- Statistically grounded insights with clear solution sets to drive confident action in real time
- Improved forecasts and faster time-to-insight with scenario analysis without adding FP&A headcount



## How we can help

Implementing PrecisionView to address business challenges during the COVID-19 crisis and prepare for the “new normal” in financial forecasting will likely require industry-specific guidance and a spectrum of skills that extend across business and technology needs. Here are a few specific ways Deloitte can help.

- Conduct workshops to understand your existing EPM solution
- Identify and understand external/internal drivers
- Design and implement a new forecasting process
- Integrate the solution with your existing EPM and technology environment to collect, aggregate, and analyze data
- Develop an integrated dashboard with analytical capabilities



## The Deloitte difference

Deloitte brings a tested methodology for creating value with the “built to evolve” Kinetiic Enterprise™—an intelligent, responsive, cloud-enabled organization powered by a clean core and an inclusive ecosystem of capabilities. When you work with our team to implement PrecisionView, you get access to Deloitte’s deep industry-specific experience—which grows daily as we help enterprise leaders across the globe reimagine *everything* and use SAP solutions to help solve complex business challenges.

# Deloitte.

## Let’s talk

If getting ahead of the forecasting challenge is a priority for your organization, we should talk. Contact us to learn how we can help you take financial forecasting to the next level with PrecisionView—so you can effectively address COVID-19-related challenges as well as future waves of disruption. We can provide a demo of PrecisionView in action, share additional insights on building the Kinetiic Enterprise, or discuss other specific challenges your organization is facing as you navigate the COVID-19 crisis.

## Contacts

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