



# Planning Solutions and Strategies for SAP Customers



**LAS VEGAS**  
NOVEMBER 17-19, 2015

[www.SAPplanning2015.com](http://www.SAPplanning2015.com)



### BY ATTENDING, YOU WILL LEARN TECHNIQUES TO:

- Get platform-specific education on SAP® Business Planning and Consolidation version for SAP NetWeaver®, version for Microsoft, and BPC on SAP HANA®
- More efficiently run SAP Business Planning and Consolidation on SAP HANA
- Derive greater value from BPC with proven reporting techniques
- Develop, save and re-model scenarios in SAP Business Planning and Consolidation
- Roll out a driver-based approach to planning, forecasting, and budgeting
- Improve overall financial performance with proven techniques for integrating strategy management, planning, and profitability and cost management capabilities
- Build your own planning application in SAP Business Planning and Consolidation 10.1
- Transform planning processes using mobile, cloud, and in-memory technologies

### GET UPDATES & NEW TECHNIQUES FOR LEVERAGING:

- SAP Business Planning and Consolidation 10.1
- SAP Cloud for Planning
- SAP HANA planning application kit
- SAP BPC 10.0, version for SAP NetWeaver
- SAP Integrated Business Planning



**This education program has been approved  
for 19.5 CPE Credits**

**Advance your career and keep your certification current.**  
Earn credits by attending the sessions at SAPinsider's  
Planning Solutions and Strategies for SAP Customers event.



## DAY ONE

**7:30am - 8:15am:**  
*Registration and morning coffee*

**8:15AM - 9:30AM**

### NAVIGATING SAP'S FINANCIAL PLANNING SOLUTION PORTFOLIO: HOW TO SELECT THE RIGHT SAP SOLUTION FOR YOUR FINANCIAL PLANNING AND ANALYSIS NEEDS

*Pras Chatterjee, SAP*

Recent innovations such as in-memory technology and the cloud have transformed financial planning. This session will provide:

- A complete overview of the available financial planning and analysis tools from SAP, including SAP Business Planning and Consolidation; integrated business planning for finance, as part of SAP S/4HANA and SAP Simple Finance; and SAP Cloud for Planning
- A comparison of the financial planning and analysis capabilities within each tool, including use cases for each
- A deeper understanding of each solution and how each is designed as well as available deployment options

**9:30am - 9:45am: Networking Break**

**9:45AM - 11:00AM**

### WHAT'S NEW IN SAP BUSINESS PLANNING AND CONSOLIDATION 10.1: SOLUTION PORTFOLIO AND ROADMAP

*Pras Chatterjee, SAP*

Attend this session for a thorough understanding of what's new in the latest release (10.1) of SAP Business Planning and Consolidation. Throughout this session, you will examine:

- The latest features and functions of SAP Business Planning and Consolidation 10.1, including how leveraging SAP HANA can transform planning and budgeting processes
- Key differences between the embedded and standard models of SAP Business Planning and Consolidation
- The new and improved HTML5 web interface that is now available and how it incorporates an SAP Fiori®-like experience

- The impact that jointly leveraging SAP Business Planning and Consolidation 10.1 with SAP HANA has on key design decisions within your implementations
- How SAP Business Planning and Consolidation is the strategic planning tool with SAP S/4HANA
- What new functionality is available to help support more integrated business planning, dynamic modeling, and simulation

**11:00AM - 12:15PM**

### CRITICAL ADVICE TO FAST-TRACK YOUR SAP BUSINESS PLANNING AND CONSOLIDATION IMPLEMENTATION OR MIGRATION PROJECT

*Greg Wright, VantagePoint Solutions*

Are you in the midst of an SAP Business Planning and Consolidation implementation or upgrade project? Attend this session for expert advice and practical tips to help guarantee high ROI and a successful deployment of the latest version of SAP Business Planning and Consolidation. By attending, you will:

- Learn how to determine the sequence of installation, upgrade, or integration steps for SAP Business Planning and Consolidation while taking into account your existing SAP environment
- Obtain lessons to properly identify any outstanding issues in all areas of your current production environment so you can fix them before the implementation or upgrade
- Examine the data integration implications of the different implementation upgrade options and get tips to ensure data integrity
- Understand SAP's support strategy for all releases of SAP Business Planning and Consolidation

**12:15pm - 1:30pm: Lunch**

*Day One continued next page*



## DAY ONE (CONT)

**1:30PM - 2:45PM**

### **GUIDED INSTRUCTION TO BUILD YOUR OWN PLANNING APPLICATION IN SAP BUSINESS PLANNING AND CONSOLIDATION 10.1**

*David Dixon, TruQua Enterprises*

Attend this session for an end-to-end understanding of SAP Business Planning and Consolidation 10.1, version for SAP NetWeaver, with instruction for building your own cost center planning application. Through step-by-step exercises, you will learn to:

- Create models and dimensions for overhead planning in SAP Business Planning and Consolidation
- Load SAP data into SAP Business Planning and Consolidation via the data manager
- Efficiently map data to your planning scenarios via transformation and conversion files
- Write Script Logic for allocations and execute via the data manager
- Build your own reports and input forms in SAP Business Planning and Consolidation 10.1

**2:45pm - 3:15pm: Networking Break**

**3:15PM - 4:30PM**

### **INTEGRATED BUSINESS PLANNING FOR FINANCE WITH SAP BUSINESS PLANNING AND CONSOLIDATION AND SAP S/4HANA**

*Pras Chaterjee, SAP*

This session demonstrates how SAP Integrated Business Planning for finance enables the financial planning capabilities provided by SAP Business Planning and Consolidation, version for SAP NetWeaver, to be seamlessly integrated in SAP S/4HANA user interfaces and workflows. Attend and learn how to:

- Leverage the financials document database and SAP HANA views for real-time access to actual transactional data and SAP ERP master data
- Use SAP Business Planning and Consolidation optimized for SAP S/4HANA/SAP Simple Finance (Integrated Business Planning for finance model) to read actuals in real time as transactions update the FI and CO document tables within SAP ERP
- Aggregate actual data on the fly leveraging SAP HANA views
- Speed the analysis of financial data and model results

**4:30pm - 5:30pm: Exhibitor meet and greet**

**5:30pm: Day One concludes**



## DAY TWO

**8:30AM - 9:45AM**

### INTRODUCING SAP CLOUD FOR PLANNING

*Pras Chatterjee, SAP*

SAP Cloud for Planning is an exciting new public cloud solution, built on the SAP HANA Cloud platform, designed around user experience to simplify planning processes with embedded analytics and collaboration. Attend this session to:

- Get tips to leverage SAP Cloud for Planning to simplify financial planning and analysis and eliminate complexities around your planning processes
- Understand what capabilities exist to analyze, plan, collaborate, and consume information through both the web and on mobile devices
- Learn how to perform native integration with SAP Business Planning and Consolidation for hybrid scenarios

**9:45am - 10:30am: Networking break**

**10:30 AM - 11:45 AM**

### FIELD-TESTED TIPS FOR MODELING PLANNING SCENARIOS IN SAP BUSINESS PLANNING AND CONSOLIDATION

*Paul Davis, VantagePoint Solutions*

Finance organizations are always looking for a better, more accurate view of what the future might look like. This session provides leading practices, tips, and options with real-life examples of how to build and compare multiple planning scenarios and simulations in SAP Business Planning and Consolidation without interfering with the main application and models. By attending, you will:

- Gain a deeper understanding of the basic concepts surrounding scenario building in SAP Business Planning and Consolidation
- See firsthand how SAP's cutting-edge technologies — including mobile, predictive, and EPM capabilities — can be used to perform the type of scenario modeling necessary to stay on top of rapidly changing business conditions
- See a live demo that illustrates how to visualize simulation models using the EPM add-in

**11:45am - 12:45pm: lunch**

**12:45PM - 2:00PM**

### PLANNING IN REAL TIME: USING SAP INTEGRATED BUSINESS PLANNING FOR MORE ACCURATE AND ON-THE-FLY FORECASTS AND BUDGETS

*Scott Cairncross, TruQua Enterprises*

SAP Integrated Business Planning in SAP Simple Finance now allows companies to merge their financial processes by deploying SAP Accounting and SAP Business Planning and Consolidation on the same SAP HANA platform. This session will:

- Educate attendees on how to leverage SAP Business Planning and Consolidation, version for SAP NetWeaver, and SAP Simple Finance to integrate your business plans in a real-time manner
- Detail how SAP Integrated Business Planning for finance impacts your SAP Business Planning and Consolidation investment, as well as investment in other SAP planning solutions
- Give tips for increasing the speed and frequency of your planning and reporting cycles using an integrated planning platform
- Provide a detailed outline of the key differences between the standard and embedded versions of SAP Business Planning and Consolidation and which one you'll need to run SAP Integrated Business Planning in SAP Simple Finance

Walk away with a solid understanding for how SAP Accounting and SAP Integrated Business Planning are deployed and integrated through master data, transaction data, and the SAP technology platform.

**2:00pm - 2:30pm: Networking break**

*Day Two continued next page*





## DAY TWO (CONT)

**2:30PM - 3:45PM**

### **IMPROVE PLAN ACCURACY, RESPONSE TIMES, AND THE END USER EXPERIENCE WITH THE SAP HANA PLANNING APPLICATION KIT FOR SAP BW**

*Paul Davis, VantagePoint Solutions*

Attend this session for an in-depth review of the SAP HANA planning application kit for SAP BW. During this session:

- Learn how the planning application kit addresses pain points of classical integrated business planning
- Walk through a standard path for getting starting with the planning application kit and how to enhance this with BPC in the future
- Understand how to use SQL scripts for most data intensive tasks within the planning engine to achieve highest possible performance
- Get tips for reporting integration with SAP BW

**3:45pm - 4:15pm: Exhibitor Meet & Greet**

**4:15PM - 5:30PM**

### **PLANNING IN THE CLOUD: LEADING PRACTICES FOR FAST AND ROBUST DELIVERY OF FINANCIAL PLANNING AND ANALYSIS TOOLS WITH SAP CLOUD FOR PLANNING**

*Greg Wright, VantagePoint Solutions*

SAP Cloud for Planning is the game-changing hosted solution for financial planning and analysis from SAP. With advanced analytic capabilities and new options for spreadsheet collaboration, this session provides first adopter insights on how to successfully deploy and integrate SAP Cloud for Planning into your existing landscape. Attend to:

- Develop a deeper understanding of the business cases for SAP Cloud for Planning, as well its place in the broader SAP EPM and Analytics portfolio
- Walk through a proven implementation approach based on the experiences of early projects
- Learn how to successfully integrate SAP Cloud for Planning into your financial landscape
- Get an understanding of the application architecture and see a demo of the solution
- Explore real-world use cases and customer benefits to consider to make a stronger business case for SAP Cloud for Planning

**5:30pm: Day Two concludes**



## DAY THREE

**8:30AM - 9:45AM**

### **ACHIEVING NEAR REAL-TIME BUDGETING AND FORECASTING THROUGH A DRIVER-BASED PLANNING MODEL**

*David Dixon, TruQua Enterprises*

Attend this session and learn how to leverage a driver-based approach in SAP Business Planning and Consolidation to drastically improve financial planning accuracy and enable near real-time results, without the need for SAP HANA. You will:

- Learn what steps need to be taken to accurately define your financial planning drivers and guidelines
- View an example that illustrates how to implement a driver-based model that supports rolling reforecasts
- Step through an integration framework that examines how to push planning results out in near real-time to other finance applications, and how this enables a more unified organization that can proactively prepare for and respond to change

**9:45am - 10:15am: Networking Break**

**10:15AM - 11:30AM**

### **INTEGRATING SAP BUSINESSOBJECTS BI WITH SAP BUSINESS PLANNING AND CONSOLIDATION TO CREATE MORE MULTI-DIMENSIONAL PLANS AND REPORTS**

*Paul Davis, VantagePoint Solutions*

This session offers expert guidance on how to integrate SAP Business Planning and Consolidation with SAP BusinessObjects BI solutions and SAP HANA to create visually appealing, unified, and comprehensive views of your organization's strategic, financial, and operational information. During this session:

- Step through real-world integration scenarios for creating multi-dimensional profit and loss statements, profitability- and driver-based reporting capabilities, and "what-if" analysis
- Learn what steps you can take to drastically accelerate planning, budgeting, and forecasting activities through an integrated SAP HANA and EPM model
- Get tips for leveraging SAP Business Planning and Consolidation in conjunction with SAP BusinessObjects™ Dashboards and SAP BusinessObjects Web Intelligence® to better analyze actual, budget, and forecast data at all levels of granularity

**11:30am: Seminar concludes**



# MEET YOUR SPEAKERS

**Scott Cairncross**

*Partner Principal, TruQua Enterprises*

Scott Cairncross is a Principal and co-founder of TruQua Enterprises, a Software Development and SAP Services Company. TruQua specializes in building Mobile, EPM and SAP HANA applications for strategic customers. Prior to starting TruQua, Scott was a Senior Director in the Enterprise Performance Management RIG and Head of the EPM RIG Americas. Scott has a deep knowledge in a broad cross-section of SAP Productions, including but not limited to SAP HANA, SAP NetWeaver Gateway, SAP NetWeaver BW, SAP BusinessObjects and the EPM suite. Scott focuses on helping customers successfully implement SAP BusinessObjects, EPM solutions, and SAP NetWeaver BW. Scott is also heavily focused on bringing SAP data into Rich Internet Applications, leveraging HTML5, Cocoa and Rich Java Tools, such as Google Web Toolkit, on both PCs and devices. Scott has participated in numerous SAP go-lives and has spoken at SAP TechEd, SAPinsider, ASUG and SAPHIRE events.

**David Dixon**

*Partner Principal, TruQua Enterprises*

David Dixon is a featured worldwide speaker for the SAPinsider seminar series including "BPC Bootcamp". He was also the only third-party expert featured at SAP's "BPC MEGA Elite" training on EPM 10.0 as well as the upcoming SAPHIRE full-day deep dive on SAP BPC (including HANA). He co-authored the book "Mastering the SAP Business Information Warehouse" written with Bill Inmon, the "father of data warehousing," as well as white papers sponsored by Business Objects and SAP on Business Intelligence (BI) and Enterprise Performance Management (EPM). David is not only an executive and practicing consultant but a hands-on developer since his earliest days with SAP. His skills cross functional and technical domains as well as SAP and non-SAP. He has worked with SAP's development team in Walldorf and Palo Alto on numerous occasions in support of applications and initiatives in the EPM and BI space. He continues to have active and personal ties with SAP's product and solution organizations. He has extensive project experience in implementing complicated global solutions for Fortune 100 companies and is an internationally recognized speaker at various SAP forums and conferences.

**Paul Davis**

*VantagePoint Solutions*

Paul is the Vice President of Client Solutions for VantagePoint, based in Chicago. For more than 20 years, Paul has been architecting and delivering EPM solutions around Budgeting, Forecasting, Consolidations, Reporting, Analytics, and Profitability. During that time, he has been involved with the design and implementation of more than 200 EPM solutions across a variety of functionalities and industry verticals. During the last 8 years, Paul has been focused on the SAP EPM space and its integration with the broader SAP platform. It is from this background that Paul draws upon in his many presentations at national / international conferences and users groups on the subject of EPM road mapping and best practices.

**Pras Chatterjee**

*SAP*

Pras Chatterjee is a Director of Product Marketing for Enterprise Performance Management specializing in Planning solutions. Prior to joining Product Marketing, Pras was a Practice Manager for SAP Business Analytics Services in North America as a leader in the EPM practice. He has also served as a Solution Architect for SAP Business Planning and Consolidation version for the Microsoft platform and SAP NetWeaver focusing on Planning and Consolidations around the globe. Pras is a Certified Management Accountant and has worked with various software firms in the EPM space as well has had a career in Finance with various Fortune 500 organizations.





## MEET YOUR SPEAKERS (CON'T)



### **Greg Wright**

*VantagePoint Solutions*

Mr. Wright is a founder of VantagePoint Business Solutions. As CEO, Mr. Wright develops corporate vision and strategic direction for VantagePoint, oversees management and periodically leads consulting engagements to keep himself in touch with products and customers. Under Greg's leadership VantagePoint has experienced tremendous growth and established key alliances with SAP and many of the world's largest consulting organizations.

## WHO ATTENDS:

### **Executives and strategy teams who are responsible for:**

- Driving financial transformation initiatives
- Advancing financial and business planning strategies
- Building and proving a business case for and calculating ROI on SAP Business Planning and Consolidation implementation, upgrade, and roll-out initiatives
- Reducing the burden of closes, consolidations, and reports on IT teams

### **Financial reporting, planning, and consolidation teams who are responsible for:**

- Creating a more effective, and streamlined, end-to-end budgeting process
- Performing sales and operations planning
- Performing fast and accurate period-end closes
- Generating accurate and compliant consolidated reports

### **IT managers and technical teams who are responsible for:**

- Sizing the system landscape to support SAP Business Planning and Consolidation
- Optimizing BPC performance
- Migrating source system data to BPC
- Integrating BPC with SAP NetWeaver BW and SAP BusinessObjects BI and SAP HANA
- Developing reports



## COMPANIES THAT HAVE ATTENDED SAPinsider's FINANCIAL EVENTS IN THE PAST INCLUDE:

The Hershey Company  
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Sony  
Lockheed Martin  
Mars Inc.  
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Waters Corporation  
Intel

Target  
Palo Alto Networks  
Schindler Elevator  
AOL  
Coca-Cola Bottling Co.  
Zurich North America  
Dairy Farmers of America

## CONFERENCE RATES

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Pay by September 11	<del>\$1,999</del>	<del>SAVE \$300</del>
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Pay by November 15	\$2,199	SAVE \$100
Register and Pay Onsite	\$2,299	



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