

# Creating the confidence to build quickly with a common focus on business value

## 1. Create a comprehensive 'Blueprint'

- Unifying the planning, budgeting and forecasting processes in one model differentiated by the level of granularity
- Integrating the Performance Reporting and P/B/F data to monitor performance and perform analytics
- Integrating data structures to create alignment across the models facilitating customer, product, LOB/ BU profitability to drive insight
- Defining the models in enough detail to provide the guiderails/confidence that the build can take place in rapid sprints knowing they will integrate

## 2. Define the Value Drivers and Profitability frameworks

- Applying the driver based approach to create a common focus across P/B/F and Performance Reporting
- Ensuring completeness of value drivers to allow the creation of P/B/F financial reporting outputs
- Creating a value driver tree with the line of site from high level drivers through into function/department drivers
- Designing the PBF and Performance Reporting outcomes to deliver the dashboards and profitability reporting splits that drive insight

## 3. Develop an Implementation plan and pre requisites for success

- Comprehensive in covering process (adoption of good practices) , technology (systems build), data (dimensions and granularity), behaviors (purpose, focus, accountability, ownership, collaboration)
- Developing an implementation plan that sets clear expectations of outcomes and timescales
- Detailing the interdependencies and accountabilities for delivery
- Defining what must go right to implement the plan