

CHALLENGE — The pressure is on — from senior management, boards of directors, shareholders, and regulators — for organizations to produce more accurate plans, budgets, and forecasts; to manage expectations; and to quickly explain any variances. There is increased demand for financial reports to be made more transparent, and for Finance to partner with operating units in the business planning process. But the administrative aspects of budgeting can consume a Finance organization, distracting it from higher-value analytical activity.

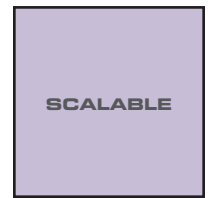
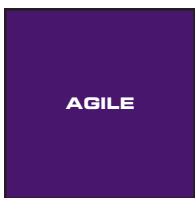
Planning, budgeting, and forecasting processes in legacy systems are time-consuming and cumbersome. Maintaining spreadsheets, manually consolidating the information in those spreadsheets, and trying

to leverage the data from ERP systems in a meaningful way, are difficult challenges that can thwart the objective of developing agile, continuous plans and rolling forecasts that are both dynamic and flexible.

Business units need a simple process, where they are planning, budgeting, and forecasting from a single repository of real-time enterprise-wide information. Planning, budgeting, and forecasting must link performance to strategic vision. Ultimately a company with the right planning, budgeting, and forecasting process can accurately drive its business based on enterprise-wide, real-time truth.

PLANNING, BUDGETING, FORECASTING

by Longview Solutions



SOLUTION — Longview Planning, Budgeting, and Forecasting is a comprehensive, integrated, Web-based solution that drives Finance processes as well as a wide range of operational planning processes, from a single repository of accurate information throughout the enterprise. Powerful workflow functionality empowers users to track and communicate the progress of their plans and budgets, supported by the use of email notifications and alerts. Flexible rolling forecasts, using real-time information, provide greater visibility into future operating performance. Longview's solution tracks business plans, budgets, and forecasts to strategic objectives, operational goals, and targets.

Longview Planning, Budgeting, and Forecasting provides the following advantages:

- Highly sophisticated modeling capabilities allow you to create, analyze, and assess

business rules and what-if scenarios within your planning process to help drive your strategic goals.

- An innovative, highly scalable and secure technology architecture supports tens of thousands of users throughout an organization with virtually no impact on software performance.
- All data, business rules, and key drivers are integrated into a single repository of accurate information that can be accessed easily by all employees involved in the process.
- Finance employees can shift their focus from data collection to meaningful data analysis.
- A single repository of financial truth gives users a unified, consistent view of plans, budgets, and forecasts, empowering debates on business decisions rather than data accuracy.

Longview's proven technology platform enables you to plan collaboratively and to anticipate and drive results.



Integrated Workflow Functionality

Longview's solution simplifies collaboration by tracking information as it flows through your organization, empowering administrators to monitor and report on the status of the plan, and enabling users in departments across a global organization to participate in the planning and budgeting process. Longview's workflow easily identifies and corrects process bottlenecks, issuing email alerts to stakeholders throughout the process, reducing the overall planning cycle time, and providing more accountability, ownership, and control.

Patterns, Spreads, and Allocations

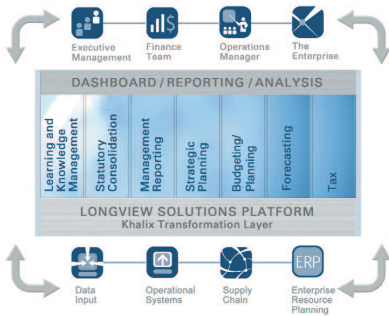
Longview expedites and simplifies the planning process by providing easy-to-use capabilities for creating your plan, budget, or forecast. Defining information based on different time periods, calculating percentage or dollar increases or decreases,

The Strategic Plan

Longview's technology platform enables organizations to establish a strategic plan and use it to drive an integrated and collaborative planning, budgeting, and forecasting process across the enterprise, supporting more accurate and forward-looking business decisions. You can define your key performance indicators, and measure performance against long-range plans on a dynamic and continuous basis.

Salary Planning

Salaries and benefits, often a significant organizational expense, can be effectively managed and optimized with a direct and positive impact to your bottom line. With Longview's salary planning capability, your organization is able to plan salaries by employee, position, or FTE, at any level of detail. Model the impact of such factors such as collective bargaining agreements or changes to pay scales, ultimately increasing the effectiveness and accuracy of your planning process.



Longview's technology platform **creates a single repository of financially accurate information, enterprise wide.** One set of numbers eliminates redundancy, empowers financial integrity and provides assurance that business decisions are being made on a basis of financial truth.

Longview's solution has **deeply embedded financial intelligence** designed to meet the critical needs of the complex finance organization. Many of the world's most respected businesses rely on Longview's technology platform to perform their mission critical business processes annually, quarterly, monthly, daily, and even hourly.

Within one company, hundreds to thousands to tens of thousands of Longview users can concurrently rely on the **proven performance and scalability** of our solution for Consolidation, Reporting, Budgeting, Planning, Forecasting, Modeling, Tax Analysis, and Finance related Learning and Knowledge Management.

es, allocating values based on seasonal patterns, and entering commentary at any level of detail are just a few of the features that Longview provides to assist you in the process. These capabilities, in one single integrated application, dramatically speed up your planning process on a foundation of financial integrity.

Complex Modeling

An essential element of your planning process is the ability to model the business rules that will drive you to achieve your strategic goals. Longview delivers the ability to define your unique business rules and calculations, from the simple to the complex. For example, users may specify the desired goal for virtually any aspect of your plan, and run an iterative process to determine what will need to happen to ensure that goal is reached. Longview makes it simple to determine essential data, such as the number of units that must be sold to reach a revenue target or the best debt vehicle for financing a cash shortfall. It is the unique modeling engine that allows complex calculations and what-if scenarios to be an integrated part of your planning process.

Capital Planning

Effectively managing capital investments in areas such as real estate, equipment, and vehicles is critical. Longview enables your organization to plan for and manage these expenses, and to calculate depreciation by various methods, ensuring the appropriate accounting treatment is applied and integrated with the financial statements.

Project Planning

The ability to strategically allocate funds to the numerous projects or initiatives your organization has underway or is evaluating is an integral part of the complete plan. With Longview, your organization can determine the impact of these initiatives on your financials, using methods such as Net Present Value (NPV) and Discounted Cash Flow (DCF), enabling decisions on which projects can and should be undertaken, and which discontinued.

CONTACT US

USA: 610.325.3295 - CANADA: 905.940.1510
UK: 44(0)20 8780 2886 - SPAIN: 34 91 806 2670
www.longview.com

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