Harnessing the Knowledge by the FP&A Team for Effective Decision Support

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Super Mega Data Generation
Data Surrounds Our Life
If data has always been available...

...what has changed?
C-Suite is moving from the 50s to the 60s babies

EIS, DSS, BI has aged

MBA data driven management

Big data generators with Oracle Sun and SAP

Pads and tablets at the executive level

Detailed data in the front office, back office, and customer

Instant gratification generated by the internet
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What Hurts FP&A Teams?

Inconsistency & Errors
Inconsistency and Errors

Precision and Accuracy

Which would you trust??
Required Foundation

Precision
The ability of a measurement to be consistently reproduced.

Accuracy
Correctness: the correctness or truthfulness of something
Expectation in 24 Months
24 Months

C-Level will expect

With current tools available on the market -

FP&A professionals will become the company’s Decision Support Superheroes
Amazon Impact:

With predictive analytics....

the technology astute C-Suite will expect to know...
What competitors will do before they do it.

What markets will price before they price it.

What customers will buy before they buy it.

What inputs will cost for you and your competitors before the period arrives.
Are you ready?
Q&A