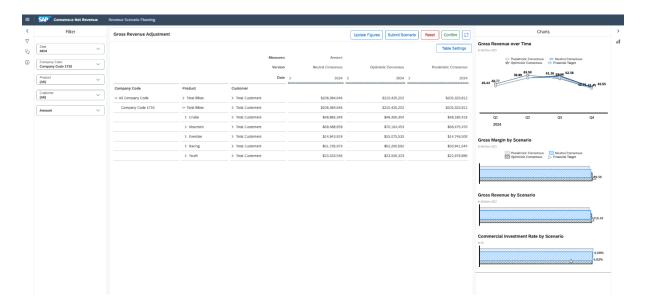
Consensus Net Revenue Planning

Facilitating Cross Functional Revenue Planning

Arriving to a consensus on planned revenues is a critical step in the Extended Integrated Business Planning process. Finance, Supply Chain, and Commercial functions must align on the unconstrained demand that will be used in the subsequent supply chain planning activities.



Revenue Scenario Planning

The ability to compare multiple scenarios of planned revenues, as well as their impact on profitability, is crucial to the process. This content provides a story to adjust the gross revenue on 3 distinct scenarios, calculate the adjusted gross margin and analyze the variances between the scenarios.

Revenue and Margin Analysis

The different functions involved in the process must have a way to easily view the variances between their own functional plan and the consensus scenarios. This content provides a story for each function to compare the consensus scenarios to their own functional plans and financial targets.



Data Connectivity

SAP S/4HANA (Actuals)

SAP Integrated Business Planning (Supply Chain planned volumes)

SAC Commercial Planning (Sales and Marketing plans)

SAC Rapid Financial Planning & Analysis for S/4HANA (SAP Best Practices) (Finance plans and targets)

SAC Integrated Financial Planning for S/4HANA (Finance plans and targets)

*Prerequisite: Import Commercial Planning, Integrated Financial Planning for SAP S/4HANA, Rapid Financial Planning Analysis Suite for SAP S/4HANA (Best Practices) for all the integrations.