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# Automate and Improve Planning, Budgeting and Forecasting

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# Agenda

- Understanding planning, budgeting and forecasting
- Traditional challenges
- Automating and improving planning
- Lessons learned from real-life case study

Download the presentation from my blog at  
<https://prologika.com/atlanta-ms-bi-and-power-bi-group-meeting-202212>

# About Teo

- BI consultant, author, and mentor (<https://prologika.com>)
- Helping clients make sense of data
- Microsoft [FastTrack Recognized Solution Architect](#) for Power BI
- Microsoft Data Platform MVP for 15 years
- Founder and leader of [Atlanta MS BI group](#) since 2010



# Understanding Business Performance Management (BPM)



# What's BPM?

- Methodology for predicting company's performance against predefined goals
- Also known as Corporate Performance Management (CPM)
- Key Performance Indicators (KPIs) are tracked for monitoring
- Integral part is systematic **budgeting, planning, and forecasting**
- Typically performed by Finance department

Visit [Business performance management – Wikipedia](#) to learn more about BPM.

# Typical Budgeting Lifecycle

Planning year  
2023

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
<b>B</b>	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget
<b>F1</b>	Actual	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget
<b>F2</b>	Actual	Actual	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget
<b>F3</b>	Actual	Actual	Actual	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget
<b>F4</b>	Actual	Actual	Actual	Actual	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Budget	Budget
<b>F5</b>	Actual	Actual	Actual	Actual	Actual	Forecast	Forecast	Forecast	Forecast	Forecast	Budget	Budget
<b>F6</b>	Actual	Actual	Actual	Actual	Actual	Actual	Forecast	Forecast	Forecast	Forecast	Budget	Budget
<b>F7</b>	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Forecast	Forecast	Forecast	Budget	Budget
<b>F8</b>	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Forecast	Forecast	Budget	Budget
<b>F9</b>	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Forecast	Budget	Budget
<b>F10</b>	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Budget	Budget
<b>F11</b>	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Budget
<b>F12</b>	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Budget

# Traditional Challenges

- Excel-based “hellish” implementations
- Data entry issues
- Manual and tedious data copy and recopy
- Consolidation challenges
- Complex calculations  
(when it comes for Finance, nothing is simple)
- Data security



The “solution” is to buy expensive software (north of \$500K), but a better option might be to implement your own automated budgeting and planning application with tools you already have and probably know: Excel, Analysis Services, SQL Server, SSIS/ADF.

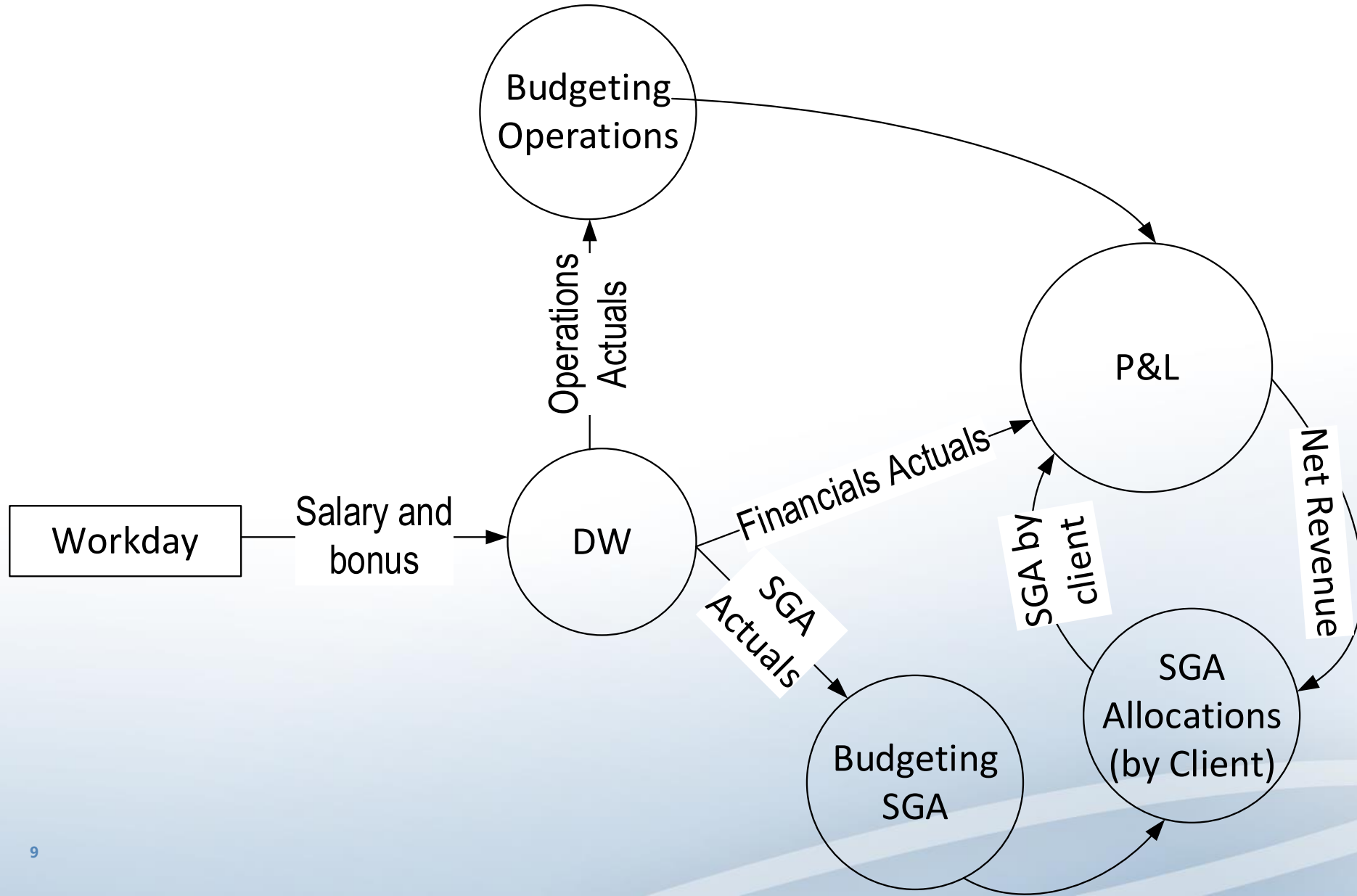
# Case Study

<https://prologika.com/recipe/brightstar-bpm/>





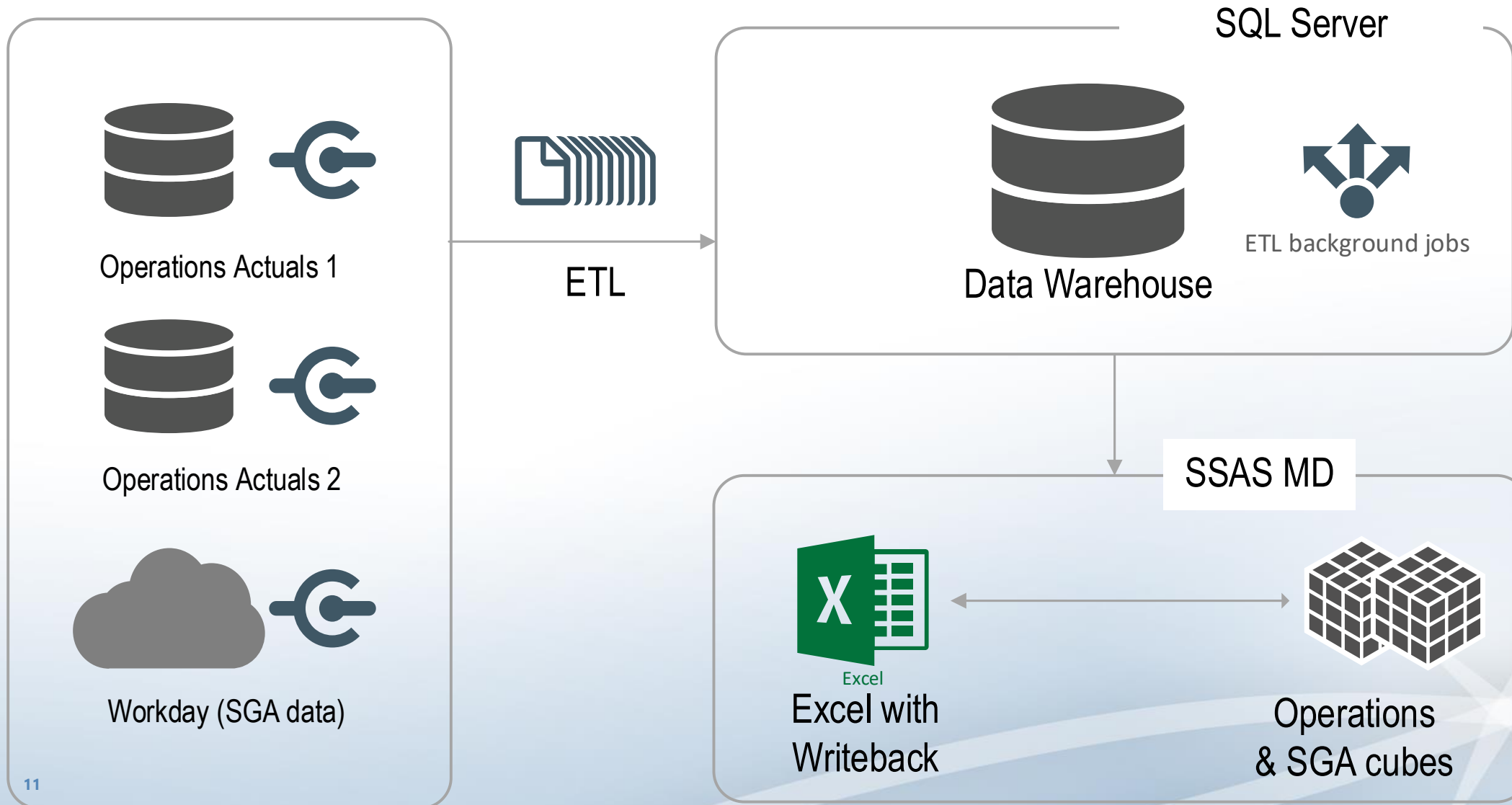
# Automation Flow



# Demo



# Architecture



# Benefits

- Automated retrieval of actuals from the company's data warehouse (also designed and implemented by Prologika)
- A highly-customized solution that meets complex business needs
- Elimination of manual entry and data errors
- Automated consolidation
- Management has immediate access to actuals, budget, and forecast
- Ability to analyze company's performance by various perspectives (customer, service plan, time, chart of accounts)

# Lessons Learned

- Performance was the biggest challenge
  - Avoid too granular forecasting (keep it at high-level: product category, customer)
  - Recursive calculations are expensive
  - Write back at lowest level
  - Make multiple writeback changes before publishing

# Summary

- You can do better than using Excel for planning and budgeting
- You can create your own “Essbase” with tools you already have
- Need help?
  - Email: [teo.lachev@prologika.com](mailto:teo.lachev@prologika.com)
  - Blog: <https://prologika.com/blog>
  - Training: <https://prologika.com/training>
  - Books: <https://prologika.com/books>

thank you!

