

Software solution for integrated corporate planning



**NEW**  
Exclusive at smartpm:  
Power BI writes directly into FP&A tool

## Efficient Integrated Corporate Planning

Holistic management. Decide safely and with foresight.

## Implement integrated corporate planning quickly and reliably in your company

You want to link all departments, ACTUAL and PLAN data in a single point of truth? Do you want all your sub-plans to interlock logically and ensure prudent, flexible and secure corporate management? This is exactly what the proven corporate planning solution from smartpm.solutions supports.

Ensure rapid success through predefined best-practice content from 25 years of experience, which can be flexibly adapted to your requirements. Use a fully integrated system for planning, analysis, forecasting, reporting, budgeting and consolidation. **Now available:** smartpm Visuals connect Power BI as the familiar front end directly - and in real time - to your performance management software, delivering high performance, intuitive operation, and strong user adoption. Power BI becomes the central hub for planning, reporting, and steering.

In this factsheet we show you:

- ✓ The benefits of integrated planning for your company
- ✓ All functionalities and dashboards of the smartpm business planning solution
- ✓ How you can implement planning quickly and efficiently in your company

These are the improvements you can expect as a user of the smartpm solution:

- Up to 95% efficiency gains through integration, automation and standardization
- Transparent decision-making through up-to-date, reliable data & scenario simulations
- Simplified risk management and efficient reporting
- Linking strategic and operational planning including effective action tracking

Opinion from the field:

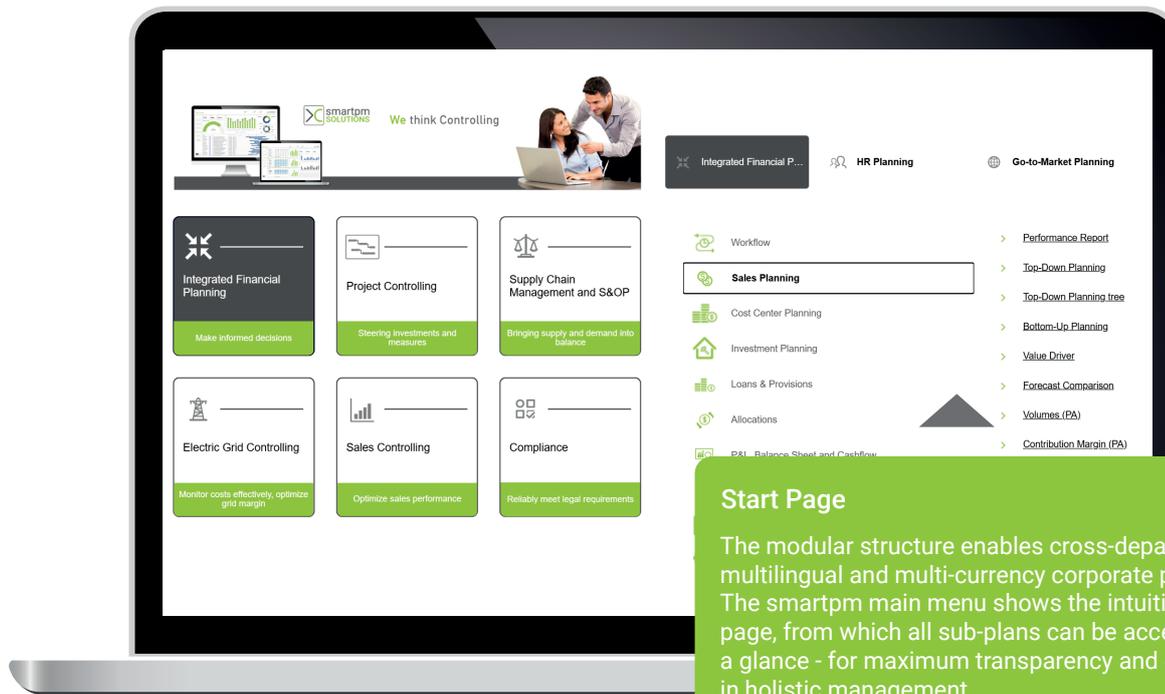
"Since the introduction of our integrated planning solution including project portfolio management, we have achieved an improvement in results of € 450,000 per project and year. And that's not even taking into account the simplifications in the process and in quality. We no longer need to talk about the ROI. From a certain company size, Excel simply no longer works."

Arbi Araks, Head of Performance Management & Finance, LIST GC



## Fully integrated planning with smartpm - all on one platform

smartpm's planning solution combines actual, budget and forecast data in a central platform and offers in-depth analysis and control in real time thanks to integrated BI functionalities. Automated reports with user-friendly, informative dashboards are available for different roles and increase efficiency in collaboration. Precise AI-supported forecasts and scenario-based simulations increase planning reliability.



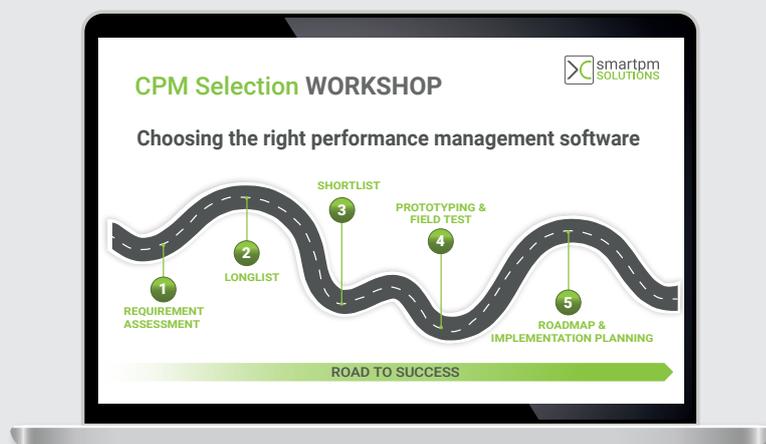
**Start Page**  
The modular structure enables cross-departmental, multilingual and multi-currency corporate planning. The smartpm main menu shows the intuitive start page, from which all sub-plans can be accessed at a glance - for maximum transparency and efficiency in holistic management.

Integrated planning as it should be: flexible, open to technology, well thought-out from a business management perspective. smartpm works with top platforms such as MS Power BI, IBM Planning Analytics, Jedox and SAP SAC - for solutions that really create added value. Find out more in smartpm's CPM software Selection Workshop.

## Choose the right performance management software

**The smartpm CPM Selection Workshop**  
Would you like to find the right performance management solution for your company? In the smartpm CPM Selection Workshop, we analyze your requirements, identify optimization potential and work with you to select the right technology - neutral, efficient, tried and tested. So you make the right decision. Right from the start.

<https://smartpm.solutions/cpm-software-selection>



# Keep an eye on everything with the Performance Dashboard - transparent, integrated, collaborative

Maintain an overview of targets, forecasts and tasks at all times - ideal for coordinated planning across teams and departments. Thanks to seamless integration, the Performance Dashboard promotes collaboration between controllers and specialist departments: All planning processes, progress and deviations are mapped transparently, data-supported and collaboratively.



**Performance dashboard - management cockpit**  
 Get a compact overview of all relevant key financial figures. Comments can be added and edited directly in the system - without any time-consuming reconciliations. Answer questions quickly and accurately - e.g. "What impact would a fluctuation in demand of x% have on our result?" or "How can we increase efficiencies in the supply chain and capacity utilization?"

Tasks can be planned, visualized and timed using a Gantt chart view. Always keep an eye on the current degree of target achievement of your top-down targets using actual and forecast values. Planning and ad-hoc analyses are multidimensional - for example by products, product groups, regions, periods, key figures or sales managers.

### Opinion from the field:

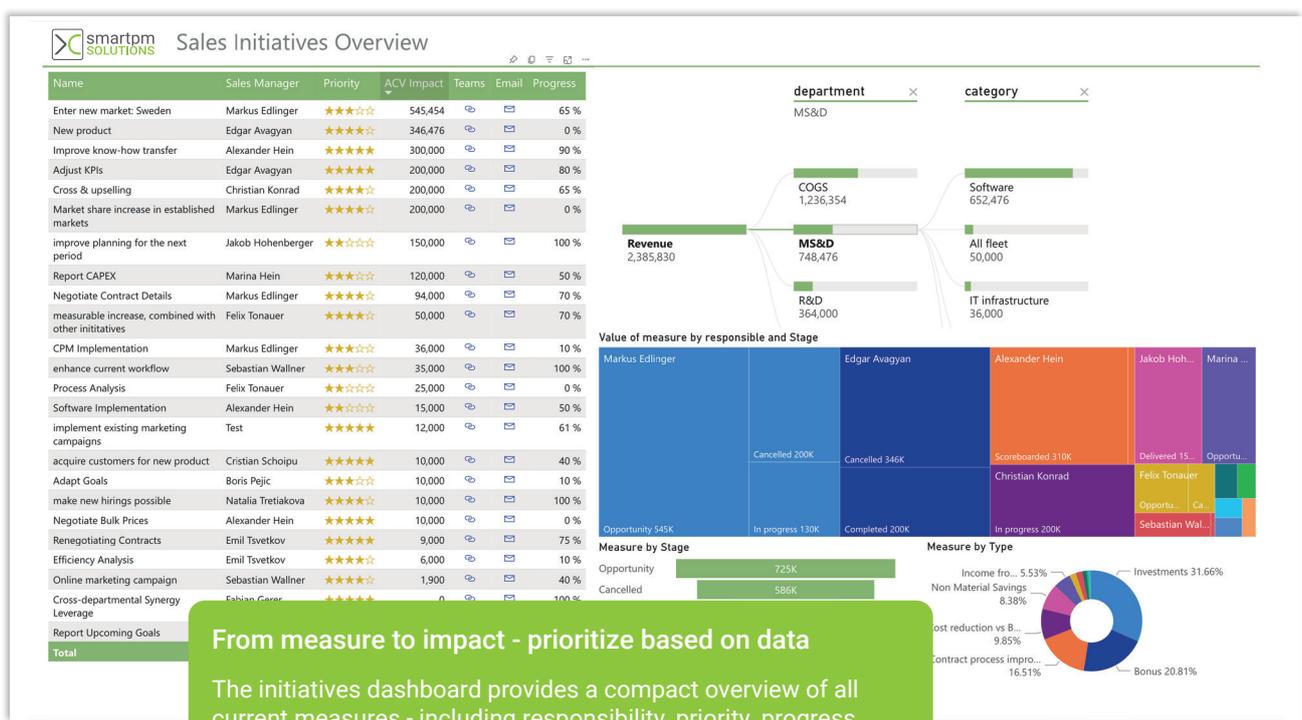
"The support was a key point in the decision for smartpm.solutions. With most providers, the software is quite identical. That's why our focus was on: how is the implementation team, how is the support and how does it work after the project? Now that the first sub-project has been completed, this is also proving to be a key factor. We are glad that we have smartpm as a business and technological partner."

**Daniel Olthaus, Head of Financial Analysis, ROSEN Group**

## Successfully implement initiatives and measures

Manage initiatives and measures clearly and at responsibility level - whether sales promotions, savings projects or investment projects.

smartpm's integrated financial planning platform supports you in prioritizing the right measures at the right time - e. for questions such as: "Which investments contribute most to our goals?" or "Which measures are most effective in achieving our goals?"



### From measure to impact - prioritize based on data

The initiatives dashboard provides a compact overview of all current measures - including responsibility, priority, progress and strategic value contribution.

Visualizations such as treemaps, funnels or donut charts show impact and progress at a glance. Controllers and sales managers can thus evaluate, compare and prioritize initiatives in a targeted manner - for example, cost reduction programs or investments.



### smartpm stands for...

Modern, market-leading technology for integrated planning, analysis, budgeting, forecasting, reporting, and consolidation combined with business consulting and excellent service

4,9/5 ★ Project satisfaction    6,8/7 ★ Support satisfaction    4,8/5 ★ Employee satisfaction

# Link strategic & operational planning and enrich it with AI

Link your strategic and operational planning, e.g. via top-down targets, and be supported by AI. Sales targets can be defined flexibly at different levels (e.. products, customers, groups). The smartpm ChatGPT function integrated directly into the planning screen enables AI-supported research - for example on market trends - and provides context-based answers to planning-relevant questions.

**Top Down Planning**

Category: DACH | Period: 2025 | Measure: COGS | Version: Budget

**Product Overview**

	2025	Jan 2025	Feb 2025	Mar 2025	Apr 2025	May 2025	Jun 2025	Jul 2025	Aug 2025	Sr
Product Group A	84,954.29	13,201.16	15,606.11	8,888.40	2,125.18	10,333.66	6,925.21	6,415.86	2,207.58	1.8
Product Group B	114,123.67	13,274.56	4,355.00	26,182.15	18,363.00	16,474.00	6,654.10	5,729.12	1,971.28	1.6
Product 4	34,106.01	4,351.84	-604.10	8,635.80	4,101.56	7,521.90	1,564.00	1,656.86	570.10	-
Product 5	24,905.87	3,417.96	1,447.81	7,753.29	1,439.84	3,229.94	225.66	1,469.28	505.55	-
Product 6	41,986.00	3,616.47	2,143.93	7,043.83	12,113.02	3,759.30	4,706.73	1,710.08	588.41	-
Product 7	13,125.79	1,888.28	1,367.36	2,549.23	706.58	1,962.86	157.71	892.89	307.23	-
Product Group C	138,150.30	7,670.90	23,392.06	18,646.94	11,565.31	7,442.83	7,328.86	3,967.02	8,884.35	7.3
<b>Totals</b>	<b>337,226.26</b>	<b>34,146.61</b>	<b>43,352.18</b>	<b>46,717.50</b>	<b>32,051.49</b>	<b>34,250.49</b>	<b>20,068.17</b>	<b>16,112.00</b>	<b>13,063.21</b>	<b>10.8</b>

**Product Group A**

- Product 1: 111,947.57
- Product 2: 22,402.06
- Product 3: 33,591.21
- Product Group A: 167,940.84
- Product Group B: 153,039.88
- Product Group C: 119,731.39
- COGS: 440,712.11

**smartPM ChatGPT Integration**

Show me different revenue and cost allocation scenarios if management sets a 10% revenue growth target.

To achieve a 10% revenue growth target, management could explore different scenarios based on various factors such as pricing, volume, and cost management. Here are a few scenarios to consider:

- Price Increase:**
  - Revenue: Increase prices by 10% for all products or services.
  - Cost: Maintain current costs, but monitor for any price elasticity impact on volume.
- Volume Growth:**
  - Revenue: Increase sales volume by 10% through marketing efforts or expanding into new markets.
  - Cost: Slightly increase costs to support higher production, but enjoy economies of scale.
- Product Mix:**
  - Revenue: Focus on selling higher-margin products that could contribute more to total revenue.
  - Cost: Adjust production and marketing strategies towards these higher-margin offerings.
- Operational Efficiency:**
  - Revenue: Maintain current sales levels but optimize operational efficiency to redirect cost savings to revenue-enhancing activities.
  - Cost: Reduce overhead through automation or process improvements to increase profitability.
- Market Expansion:**
  - Revenue: Enter new geographical markets or target new customer segments to grow revenue.
  - Cost: Initial costs for market entry might rise, but should stabilize as the market presence strengthens.

Each scenario depends on the specific industry context and competitive landscape. Adjusting pricing, expanding markets, or optimizing cost structures can collectively drive the desired revenue growth.

Please enter your question here

**Exemplary go-to-market planning with AI**

Transparency of actual values, target and forecast - including deviations. Input of top-down targets with AI support. Chat GPT integration, e.g. for market forecasts directly in the performance management system.

**GuV & Szenario**

	Actuals PY 2024	Budget 2025	Forecast 2025	Abw BUD FC %	Abw BI
Umsatzerlöse ohne Strom-/Energiesteuer Erdgas	1.118.427.931	0	1.127.337.093	-100,00 %	-1,1
Umsatzerlöse	1.118.332.921	0	1.127.102.441	-100,00 %	-1,1
Su. Andere Leistungen	77.008.173	0	77.873.954	-100,00 %	-
Umsatzerlöse Stromversorgung	597.993.848	0	600.674.975	-100,00 %	-9
Umsatzerlöse Gasversorgung	189.102.923	0	190.387.630	-100,00 %	-1
Umsatzerlöse Wasserversorgung	57.349.467	0	58.326.961	-100,00 %	-
Umsatzerlöse Wärmeversorgung	192.978.211	0	194.151.204	-100,00 %	-1
Umsatzerlöse Sonstige Dienstleistungen	1.767.098	0	3.215.000	-100,00 %	-
Umsatzerlöse Bäder	2.021.488	0	2.244.000	-100,00 %	-
Auflösung der empfangenen Ertragszuschüsse	111.714	0	22.000	-100,00 %	-
Stromsteuer	40.233	0	12.000	-100,00 %	-
Energiesteuer Erdgas	54.777	0	110.000	-100,00 %	-
Veränderung des Bestandes an unfertigen Leistungen	3.323	0	0	-100,00 %	-
Andere aktivierte Eigenleistungen	245.396	0	245.000	-100,00 %	-
Su. Sonstige betriebliche Erträge	16.245.782	246	16.245.000	-100,00 %	-
Summe Materialaufwand	-1.350.143.937	0	-1.358.640.000	-100,00 %	-
Aufwendungen für Roh-, Hilfs- und Betriebsstoffe und für bezogene Waren	-1.293.544.204	0	-1.299.950.000	-100,00 %	-
Energie-, Brennstoff- und Wasserbezug	-1.290.638.599	0	-1.296.870.000	-100,00 %	-
Sonstige Aufwendungen für RHB und bezogene Waren	-2.905.605	0	-3.079.000	-100,00 %	-
Aufwendungen für bezogene Leistungen	-56.599.733	0	-58.690.000	-100,00 %	-
Materialaufwand aus ILV	0	0	0	-100,00 %	-
Personalaufwand	-47.629.142	659.950	-47.629.000	-100,00 %	-
Abschreibungen	-26.215.132	0	-8.370.000	-100,00 %	-
Summe Sonstige betriebl. Aufwendungen und KA	-48.959.376	22.486	-50.840.000	-100,00 %	-

**Medium-term planning with foresight**

Combine operational plans with long-term corporate goals and create transparency about future developments - from sales and cost forecasts to investments and personnel planning.

Simulate different scenarios quickly and control them in a targeted manner - for more planning security in a dynamic environment.

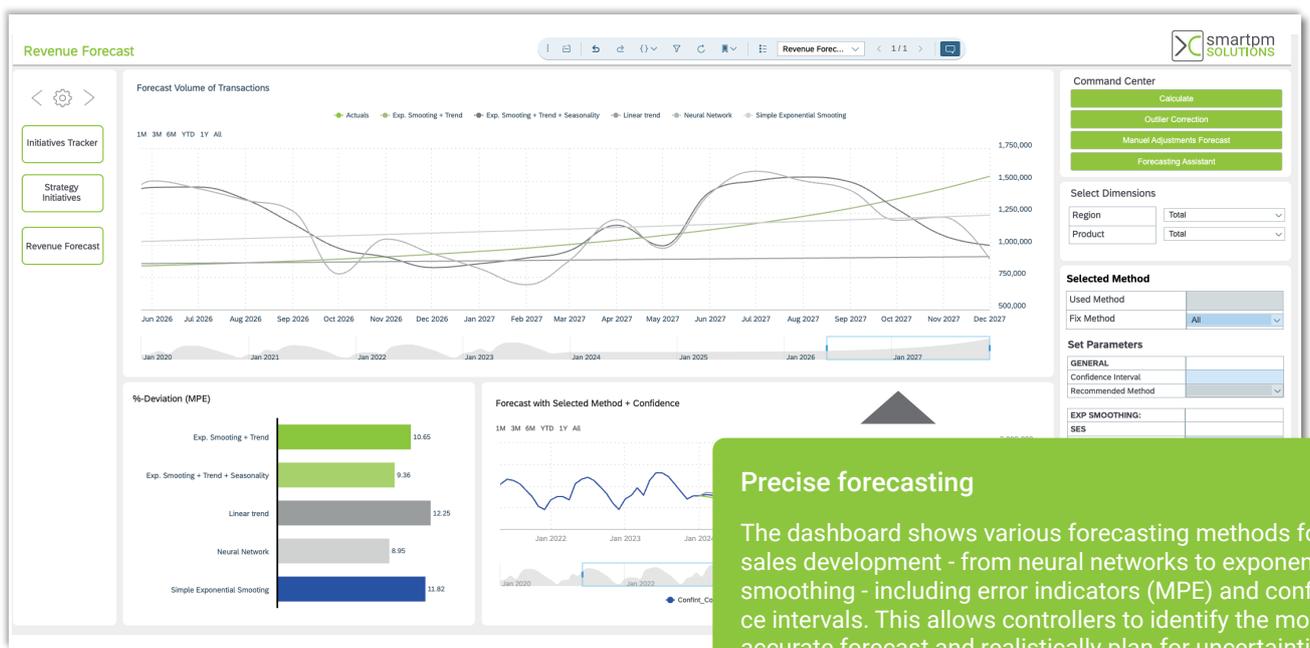
# Simulate decisions instead of estimating them



**Agile value driver planning**

The dashboard shows at a glance how price, volume or cost changes affect sales and profits. With simulation-capable value driver planning, controllers can run through scenarios at lightning speed and make well-founded decisions. EBIT effects are immediately visible - visually, interactively and comprehensibly.

Even more comprehensive planning approaches such as driver-based simulations can be easily implemented in smartpm. AI-supported assistants such as ChatGPT or Machine Learning also help with interpretation and scenario creation.



**Precise forecasting**

The dashboard shows various forecasting methods for sales development - from neural networks to exponential smoothing - including error indicators (MPE) and confidence intervals. This allows controllers to identify the most accurate forecast and realistically plan for uncertainties.

AI-supported planning in performance management enables far more than traditional forecasts. It automatically recognizes outliers, dynamically adapts forecasts to new developments and provides reliable ranges instead of rigid point values. Controllers benefit from data-based early warning signals, realistic uncertainty estimates and objectively selected methods - without manual model tuning. This creates transparency, reduces planning effort and significantly improves the quality of decisions - especially in volatile markets

### Forecast

Version: AI Forecast | Measure: Input | Legal Entity: Stadtwerke GmbH | Cost Center: 94031000

	2024-08	2024-09	2024-10	2024-11	2024-12	2025-01	2025-02
Result after Taxes	1339,53	1841,94	2121,85	2006,15	1989,85	0,00	0,00
Result before Taxes	1339,53	1841,94	2121,85	2006,15	1989,85	0,00	0,00
Revenue excluding Electricity/N...	1339,53	1841,94	2121,85	2006,15	1989,85	0,00	0,00
Revenue	1339,53	1841,94	2121,85	2006,15	1989,85	0,00	0,00
Subtotal Other Services	1339,53	1841,94	2121,85	2006,15	1989,85	0,00	0,00
Revenue from Ancillary Business...	1339,53	1841,94	2121,85	2006,15	1989,85	0,00	0,00
Joint Revenue	450,81	619,81	714,02	675,12	659,62	0,00	0,00
Income from Commercial Mana...	429,41	590,51	680,22	643,11	637,91	0,00	0,00

#### Smartofant

09:45  
Transaction data is analyzed using AI.

Example – Document Data, Cost Type: 54090100 – External Data Processing

**Analysis:**  
Costs fluctuate between -100 and -2700. Highest expenses occurred in 2024 for annual security audits and in 2025 for test data processing for the digital platform.

**Vendors:**  
BitData GmbH and SoftLine AG  
Forecast for 2026: Based on past trends and the growing importance of data processing for security and digitalization, costs are expected to rise by 10% in 2026.

**Conclusion:**  
Expenses for external data processing are essential for security and digitalization. It is advisable to prioritize these costs in 2026.

Type something...

**Smartofant – Your AI Assistant in FP&A / xP&A**

In natural language, Smartofant provides clear answers: it automatically analyzes controlling data (cost centers, trends, variances) and delivers instantly understandable results and recommendations – for both controllers and non-experts. For example, users can simply ask “Why are costs rising?” and get clear answers without needing to dive deep into the numbers.

### Prognosevorschau

Kostenstellenplanung / Revenue from Sales Products

Vorschau des Dia... | Statistikdetails

Konfidenzintervall 95%

Ausreißer erkannt | Prognosegenauigkeit: Hoch

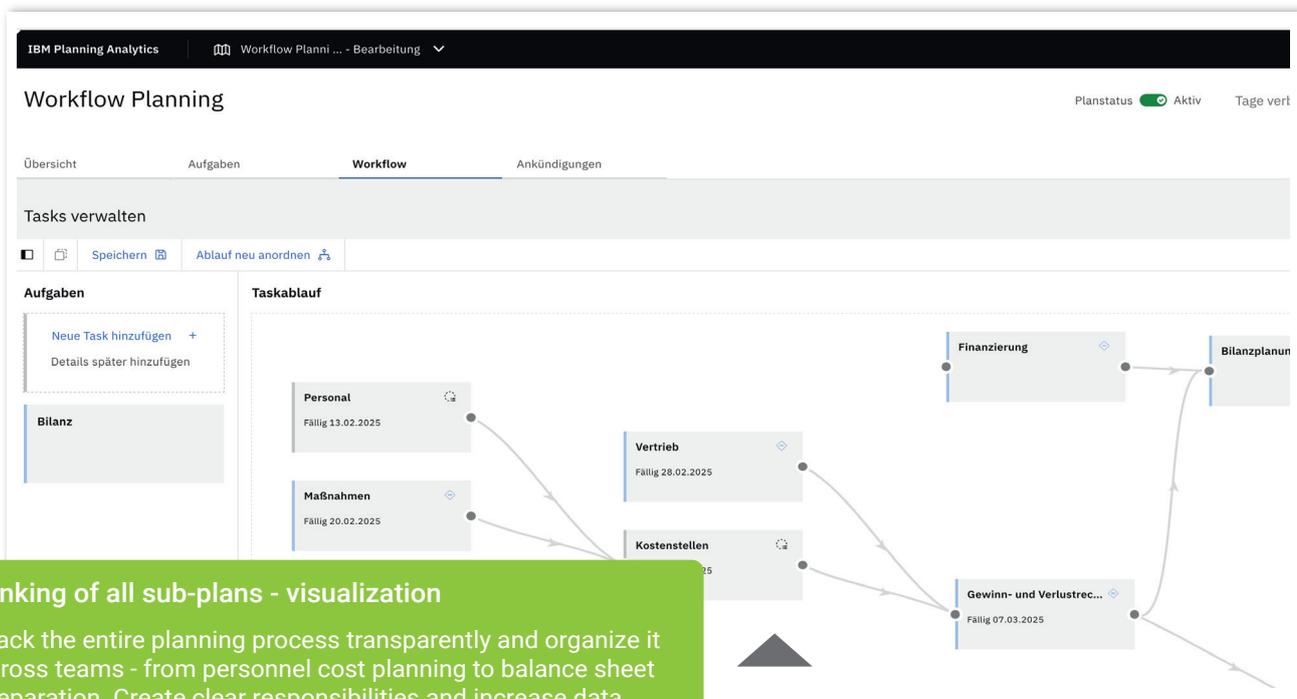
— Langzeit | ■ Ausreißer | - - - Prognose | ■ Konfidenzbereich

**Bandwidth planning with AI support**

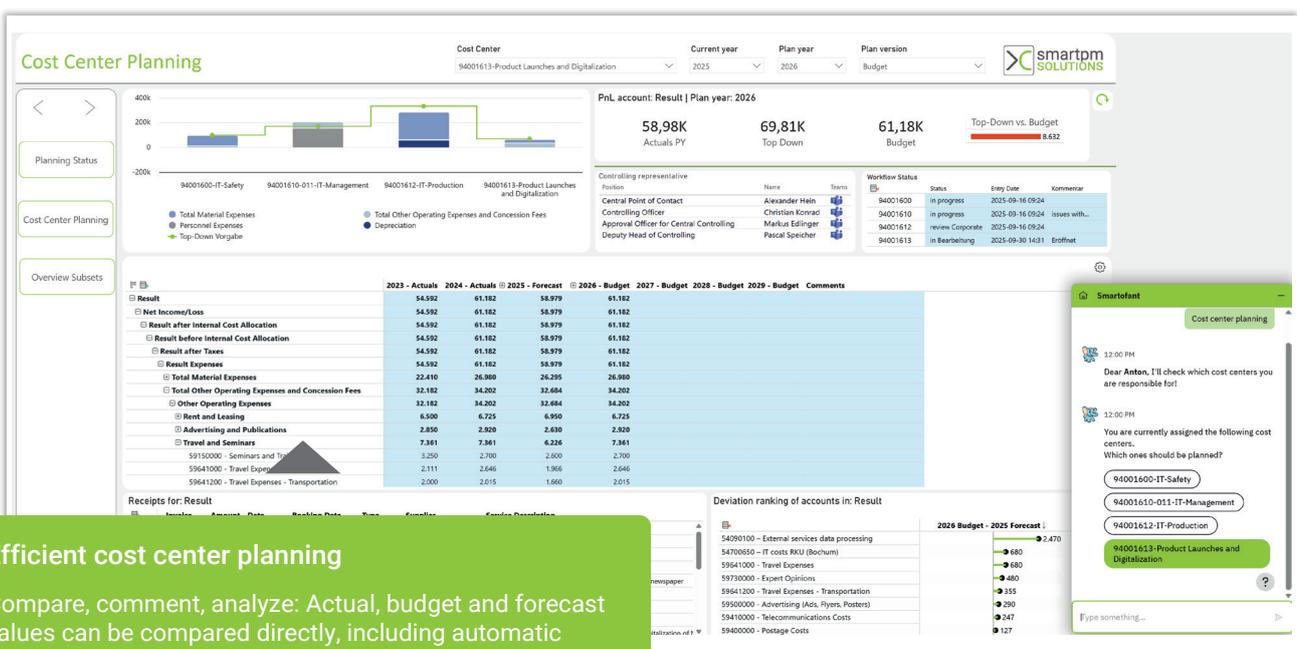
Realistic planning despite uncertainty - the AI assistant automatically recognizes outliers (red dots) and dynamically calculates a confidence interval (blue area) for a more precise sales forecast. Controllers receive a reliable forecast basis, can react more quickly to deviations and plan with confidence even with fluctuating data.

# Simple operational planning: cost center and investment planning

Link all your sub-plans in the course of operational planning. Allocations, transfer of data from reference periods, variance analyses and drill-down are possible in "classic" cost center planning with commenting function.

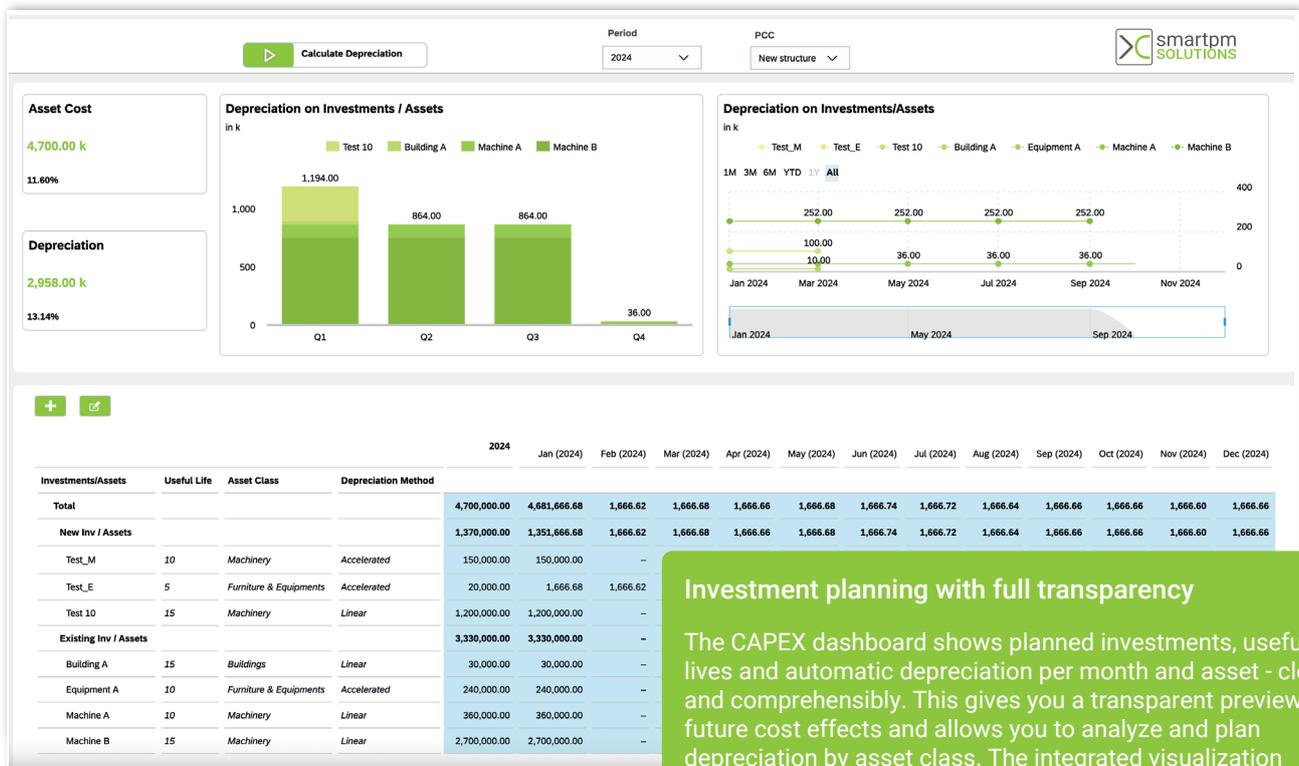


**Linking of all sub-plans - visualization**  
Track the entire planning process transparently and organize it across teams - from personnel cost planning to balance sheet preparation. Create clear responsibilities and increase data quality - a benefit for everyone involved in the performance management and specialist departments.



**Efficient cost center planning**  
Compare, comment, analyze: Actual, budget and forecast values can be compared directly, including automatic variance analysis. Previous year values and intelligent pre-filling significantly reduce planning effort and reaction time. This creates a sound basis for decision-making for cost-conscious management.

The "classic" investment controlling and CAPEX planning are also carried out fully automatically in the system.



### Investment planning with full transparency

The CAPEX dashboard shows planned investments, useful lives and automatic depreciation per month and asset - clearly and comprehensibly. This gives you a transparent preview of future cost effects and allows you to analyze and plan depreciation by asset class. The integrated visualization supports strategically oriented investment and budget control.

## Advantages of the smartpm solution at a glance

- ▶ Seamless connection of all subsystems and upstream systems
- ▶ Top-down planning, bottom-up planning
- ▶ Sales and cost center planning
- ▶ Performance management of measures and initiatives
- ▶ Sustainability reporting and performance management
- ▶ Automated, standardized reporting
- ▶ Integrated, predefined KPIs
- ▶ Planning models based on value drivers
- ▶ Seamless and meaningful AI integration
- ▶ Risk and opportunity management
- ▶ Rolling forecasts, commenting in the system
- ▶ Scenario, what-if analyses for better decisions
- ▶ Simple online collaboration, commenting function



All smartpm planning solutions can be analyzed or "drilled down" to the document level of the underlying transaction systems.

**All details - directly from SAP, transparent down to the individual item**

The display of the posting document item in SAP S/4HANA provides all relevant metadata for audit-proof documentation, transparent activity allocation and sound cost controlling - far beyond the mere transfer posting.

**Every figure traceable - down to posting level**

Individual documents contain account data, amounts and quantities - e.. for investments that are relevant to consolidation. The result: a clear, verifiable presentation of payment and asset flows - for accounting, investment controlling and group reporting.

Hauptbuch-Bel...	Position	UnterpostTyp	Unterposition	KontEinheit...	
000001	161100 (Grundstücke und Bauten)	1	915	Nein	15.000
000002	111100 (Kassenbestand)	1	915	Nein	-15.000,00

## Customer service at the highest level

### Premium support with the smartpm Service Level Agreements (SLA)

Are you looking for reliable, competent, German and English-speaking support with fast, fixed response times from dedicated contacts? We guarantee our customers this with the smartpm SLAs - Service Level Agreements.

<https://smartpm.solutions/service-level-agreement>

**PREMIUM SUPPORT with the SLAs**  
**SERVICE LEVEL AGREEMENTS from smartpm.solutions**

PLATIN Service Level Agreement	GOLD Service Level Agreement	SILVER Service Level Agreement
<ul style="list-style-type: none"> <li>12 hours of consulting per month</li> <li>Response time within 2 hours</li> <li>Principal Consultant +</li> <li>Dedicated Contact Person</li> <li>Functional Tests Before Updates</li> </ul>	<ul style="list-style-type: none"> <li>8 hours of consulting per month</li> <li>Response time within 4 hours</li> <li>Senior Consultant +</li> <li>Dedicated Contact Person</li> </ul>	<ul style="list-style-type: none"> <li>4 hours of consulting per month</li> <li>Response time within 8 hours</li> <li>Consultant Based on Availability</li> <li>Contact Person Based on Availability</li> </ul>

# Integrated operational planning: HR and project planning

### Bottom Up Planning

Period: 2025 | Measure: COGS | Version: Budget

**2.88M**

Revenue

**337.23K**

COGS

**2.54M**

Gross Profit

**8.28K**

Quantity

Product Group	2025	Jan 2025	Feb 2025	Mar 2025	Apr 2025	May 2025	Jun 2025	Jul 2025	Aug 2025	Sep 2025	Oct 2025	Nov 2025	Dec 2025
<b>Product Group A</b>	<b>84,954.29</b>	<b>13,201.16</b>	<b>15,605.11</b>	<b>4,886.40</b>	<b>2,125.19</b>	<b>10,333.66</b>	<b>6,525.21</b>	<b>6,416.86</b>	<b>2,207.58</b>	<b>1,835.83</b>	<b>5,458.98</b>	<b>11,036.18</b>	<b>5,321.14</b>
Product 1	56,163.31	8,896.52	11,449.55	3,095.20	1,425.11	8,071.87	1,591.60	4,302.35	1,480.36	1,231.07	3,690.69	7,400.65	3,568.25
Product 2	11,297.17	1,926.12	2,334.52	1,081.34	296.13	830.94	330.73	894.01	307.61	255.81	780.68	1,537.82	741.47
Product 3	17,493.81	2,388.52	1,821.05	711.86	403.95	1,430.76	4,602.88	1,219.50	419.61	348.95	1,037.62	2,097.71	1,011.42
<b>Product Group B</b>	<b>114,123.67</b>	<b>13,274.56</b>	<b>4,355.00</b>	<b>26,182.15</b>	<b>18,363.00</b>	<b>16,474.00</b>	<b>6,654.10</b>	<b>5,729.12</b>	<b>1,971.28</b>	<b>1,639.32</b>	<b>4,874.06</b>	<b>9,854.89</b>	<b>4,751.58</b>
Product 4	34,106.01	4,351.84	-604.10	8,835.80	4,101.56	7,521.90	1,564.00	1,656.86	570.10	474.09	1,409.75	2,850.04	1,374.16
Product 5	24,905.87	3,417.96	1,447.81	7,753.29	1,439.84	3,229.94	225.66	1,469.28	505.55	420.42	1,250.15	2,527.37	1,218.58
Product 6	41,986.00	3,616.47	2,143.93	7,043.83	12,113.02	3,759.30	4,706.73	1,710.08	588.41	489.32	1,455.04	2,941.58	1,418.30
Product 7	13,125.79	1,888.28	1,367.36	2,549.23	708.58	1,962.86	157.71	892.89	307.23	255.49	759.72	1,535.90	740.54
<b>Product Group C</b>	<b>138,150.30</b>	<b>7,670.90</b>	<b>23,392.06</b>	<b>15,646.94</b>	<b>11,563.31</b>	<b>7,442.83</b>	<b>7,328.86</b>	<b>3,967.02</b>	<b>8,854.35</b>	<b>7,376.47</b>	<b>14,174.50</b>	<b>13,896.79</b>	<b>17,106.25</b>
Product 8	69,011.06	4,154.38	9,649.97	5,684.96	6,262.39	4,030.85	3,969.12	2,148.44	4,811.54	3,994.91	7,676.54	7,393.67	9,264.31
Product 9	59,914.25	3,007.31	12,604.72	8,353.86	4,532.29	2,917.89	2,873.21	1,555.23	3,483.03	2,891.88	5,558.98	5,330.50	6,706.35
Product 10	9,324.99	509.23	1,137.38	1,608.12	767.63	494.09	486.53	263.35	589.79	489.69	940.97	902.62	1,135.60
<b>Totals</b>	<b>337,228.26</b>	<b>34,146.61</b>	<b>43,392.18</b>	<b>46,717.50</b>	<b>32,051.49</b>	<b>34,250.49</b>	<b>20,508.17</b>	<b>16,112.00</b>	<b>13,063.21</b>	<b>10,851.62</b>	<b>24,506.14</b>	<b>34,487.87</b>	<b>27,178.87</b>

Product: Total

**Integrated personnel planning**

smartpm HR planning is a powerful control tool for the detailed planning, monitoring and analysis of personnel expenses - both aggregated and at person and cost center level. This makes personnel planning not only more transparent, but also strategically controllable.

Project planning in smartpm is just as clear as personnel (cost) planning. While the focus is clearly on performance management, individual projects and entire portfolios, elements of project management can also be easily integrated. For example, GANTT diagrams, milestone deviation analyses and project profiles have proven to be very helpful in practice.

### Obligo-Report

Period: 2025 | Projects: Total

**20.29**

CM 3 in % of Calculation

**16.28**

CM 3 in % of Negotiated target + COR

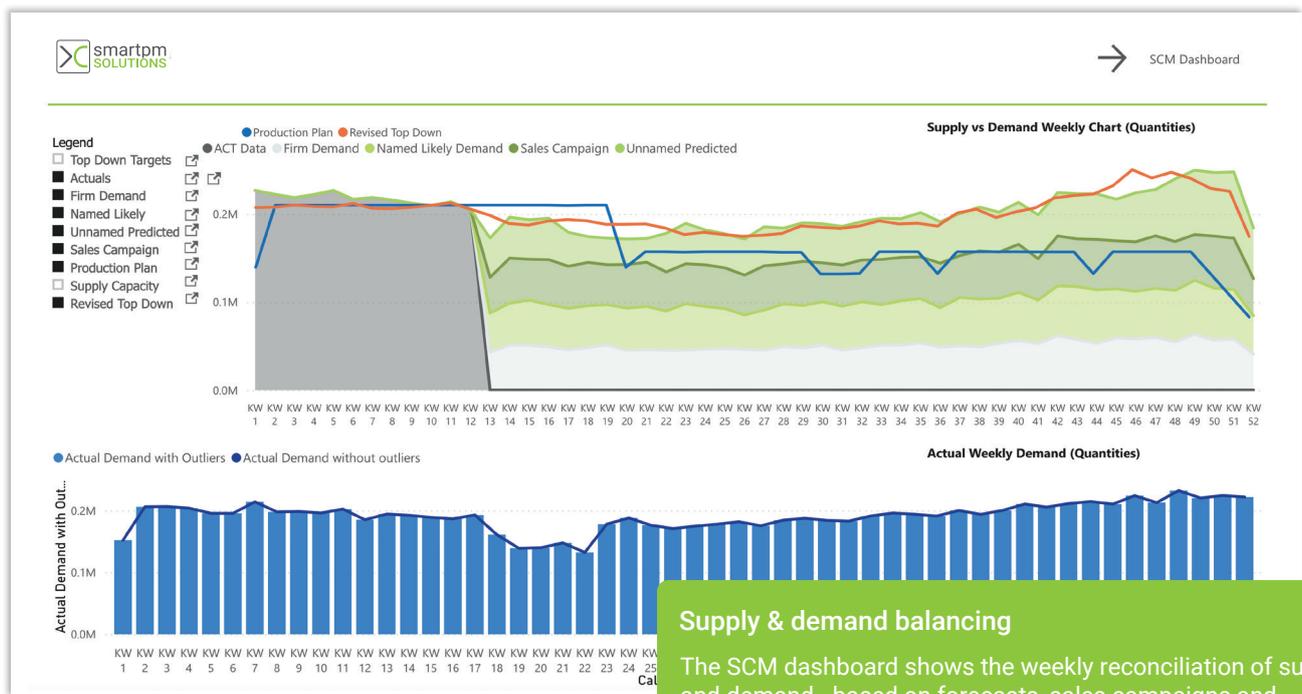
	BUD + COR	Negotiated target	Negotiated target + COR	ACT Costs paid	ACT + PLAN	ACT Orders	PLAN Orders	ACT+IC vs Budget	ACT+IC vs Target
<b>Total</b>	<b>34,996.870</b>	<b>9,921.889</b>	<b>9,598.160</b>	<b>18,081.892</b>	<b>-38,314.234</b>	<b>-28,312.499</b>	<b>-10,001.736</b>	<b>-72,911.104</b>	<b>-43,872.339</b>
<b>CM 3</b>	<b>34,996.870</b>	<b>9,921.889</b>	<b>9,598.160</b>	<b>18,081.892</b>	<b>-38,314.234</b>	<b>-28,312.499</b>	<b>-10,001.736</b>	<b>-72,911.104</b>	<b>-43,872.339</b>
External Service	16,904.431	4,609.501	4,273.556	-1,644.858	6,591.506	4,873.377	1,718.139	-10,312.925	2,317.950
CM 2	67,905.970	11,435.851	13,653.300	11,582.056	-31,722.738	-33,439.122	-8,283.606	-99,628.696	-45,376.026
Software	40,230.016	7,943.885	9,304.313	-8,511.714	16,711.712	11,419.726	5,291.986	-23,518.304	7,407.399
IT Services	46,008.195	8,739.157	9,133.534	-10,042.450	12,410.348	10,675.785	1,843.563	-33,588.843	3,285.814
Cloud Solution	45,807.459	8,428.363	8,822.740	-8,727.376	11,466.557	9,734.714	1,731.843	-34,340.902	2,643.817
Cyber Security	200.736	160.441	160.441	-839.962	586.697	474.977	111.720		426.256
Installation	150.353	150.353	-475.112	366.094	366.094			385.961	215.741
CM 1	154,144.181	28,118.893	32,091.147	-6,972.108	-2,591.668	-1,443.611	-1,148.057	-156,735.840	-34,682.819
Revenue after cash discount	166,535.319	30,054.057	34,139.756	-8,289.646				-166,535.319	-34,139.756
Discount, exchange rate difference		102	102	-2,904					-102
Revenue	166,535.319	30,054.159	34,139.858	-8,292.550				-166,535.319	-34,139.858
Material costs and special direct costs	12,391.138	1,935.164	2,048.609	-1,317.538	2,591.668	1,443.611	1,148.057	-9,799.470	543.059
Other Special Direct Costs		21	21	-35	16	16			-5
Maintenance Machinery / Operating and Bu		21	21	-35	16	16			-5
Material costs	12,391.138	1,934.364	2,047.809	-1,308.246					
Other material costs	12,391.138	1,928.631	2,042.076	-1,287.749					
Material Procurement Costs	332.013	103.053	124.476	-195.765					
Auxiliary Material	751.738	255.927	273.157	-488.651					
Auxiliary Material Assembly (KOA 5604b)	295.514		294						
External Services CAD Planning (KOA 580)	4,988.640		20.423						
Assembly Site Manager (KOA 580b)	1,777.871		6.871						
Transport Costs	784.538	119.352	148.775	-252.884					
Construction Site Costs	2,689.959	1,247.038	1,248.069	-71.678					
Travel Expenses	800.865	293.261	220.011	-278.871					
Other direct material costs (remaining)		5,733	5,733	-18,497					
Special Direct Costs		779	779	-11,257					
Overhead Costs	16,404.669	3,504.761	3,821.584	-4,855.068					

**Fact-based decision-making - at project level**

The commitment report for project controllers creates transparency regarding budgets, risks and the economic relevance of individual projects. It enables well-founded assessments, targeted follow-up and reliable communication with stakeholders - visually, integrated and data-based.

## Harmonize supply and demand based on data

Integrated management of procurement and S&OP processes makes a lot of sense from a business perspective. The following dashboard shows how demand and supply can be harmonized using a system. Various forecast scenarios are coordinated with production options and top-down specifications - for reliable planning of capacities and production volumes.



### Opinion from the field:

"Before the introduction of the integrated performance management solution, we needed around 5 to 8 man-days for each forecast and for each budget to prepare the corresponding files with the actual data and compare them with the current plans. Now we only need half a person-day for data preparation and this is only used to check the data for completeness.

The integrated tool also saves us having to consolidate the data. This means that we no longer have to spend 3 to 5 person days in this area. We now spend 0 man-days on this because it is automatically calculated by the system."

Christoph Greiner, Financial Controller & Project Manager, ORS



# Income statement, balance sheet & cash flow automatically linked

Integrated financial planning is based on a consistent link between the income statement, balance sheet and cash flow. The income statement is the starting point: the balance sheet is automatically derived from it - and the cash flow is based on it. This creates a consistent financial logic - across all sub-plans. IBCS-compliant presentation and communication are also supported.

## Profit & Loss Statement

	PY	AC	ΔPY	ΔPY%	
Sales & Operating Revenues	5.2M	37.6M	+32.4M	+619.1%	① Sales & Operating Revenues 37.6M ▲ +619.1% Hi, bitte um ein Update irrsinniges Wachstum 2023
Cost of Material	-2.0M	-13.3M	-11.3M	-571.6%	② Cost of Material -13.3M ▼ -571.6% Material Cost increases by 71%
= Gross Margin - Accounting	3.3M	24.4M	+21.1M	+648.0%	③ Gross Margin - Accounting 24.4M ▲ +648.0% Test
Operating Costs	-1.9M	-5.5M	-3.6M	-189.7%	
Personnel Expenses	-1.3M	-5.0M	-3.7M	-275.7%	④ Personnel Expenses -5.0M ▼ -275.7% Personnel Exp 80 K...
Other Expenses	-572.8K	-510.9K	+61.9K	+10.8%	⑤ Other Expenses -510.9K ▲ +10.8% Delta 6 K
= EBITDA	1.3M	18.8M	+17.5M	+1,296.9%	⑥ EBITDA 18.8M ▲ +1,296.9% EBITDA weil deswegen
Depreciation and Amortisation	-384.2K	-820.8K	-436.6K	-113.6%	
= EBIT - ET	963.7K	18.0M	+17.0M	+1,768.7%	

Financial results  
= EBT  
Tax  
= Net income

## Balance Sheet

	PY 1	AC	ΔPY	ΔPY%
Total Assets	44.2M	282.0M	+237.8M	+538.3%
Assets	44.2M	282.0M	+237.8M	+538.3%
Non-Current Assets	37.2M	189.0M	+151.8M	+408.1%
Property, Plant, Equipment	12.6M	54.0M	+41.3M	+327.2%
Current Assets	7.0M	93.0M	+86.0M	+1,233.1%
Inventories	2.9M	37.8M	+34.9M	+1,187.0%
Trade Receivables	2.2M	18.7M	+16.4M	+744.8%
Cash at Hand and in Banks	1.4M	33.6M	+32.3M	+2,300.4%
Current Financial Assets	474.8K			
Total Equity & Liabilities	-42.4M	-252.5M	-210.1M	-495.5%
Equity	-4.5M	-20.5M	-16.0M	-355.6%
Equity	-4.5M	-20.5M	-16.0M	-355.6%
Profit/Loss carried forward	-1.9M	-16.3M	-14.4M	-757.9%
Share Capital and Capital Reserves	-2.6M	-4.1M	-1.5M	-57.7%
Liabilities	-38.0M	-232.1M	-194.1M	-510.8%
Long-term Liabilities	-13.5M	-55.2M	-41.7M	-308.9%
Long-term Debt	-13.5M	-55.2M	-41.7M	-308.9%
Current Liabilities	-24.5M	-176.9M	-152.4M	-622.0%
Current Provisions		-82.0M	-82.0M	-100.0%
Trade Payables	-2.8M	-20.5M	-17.7M	-633.2%
Other Current Liabilities	-7.2M	-143.5M	-136.3M	-1,893.1%
Accrued Expenses and Deferred Income	-14.4M	-12.8M	+1.6M	+11.1%

### Fully integrated financial planning

Integrated financial planning combines the income statement, balance sheet and cash flow in a consistent model. Changes in earnings automatically affect liquidity and net assets - immediately visible and comprehensible. This creates complete transparency about financial interactions and a sound basis for decision-making - e.. for investments, distributions or external financing.

## Cash Flow

(in k€)	2020 01	2020 02	2020 03	2020 04	2020 05	2020 06	2020 07	2020 08	2020 09	2020 10	2020 11	2020 12
<b>Cash Flow from Operating Activities</b>	<b>(50,617)</b>	<b>(344)</b>	<b>(335)</b>	<b>(334)</b>	<b>(328)</b>	<b>(6,494)</b>	<b>(6,473)</b>	<b>(6,439)</b>	<b>(6,368)</b>	<b>(6,276)</b>	<b>(7,292)</b>	<b>(9,257)</b>
Net Income Before Tax	(18,191)	(210)	(609)	(662)	(725)	(1,299)	(1,418)	(1,584)	(2,055)	(2,397)	(2,895)	(3,971)
Depreciation												
Provisions	(41)											(41)
Income Taxes	2,847	43	128	135	143	235	247	262	336	359	390	486
Change in Inventories	19,321	420	618	647	691	1,171	1,271	1,424	1,920	2,281	2,842	5,224
Accounts Receivable	9,523	189	413	417	426	685	715	786	965	1,104	1,358	2,074
Other Changes in Current Assets	19,359	683	412	512	631	1,712	1,921	2,197	2,420	2,899	2,348	2,362
Accounts Payable	(11,018)	(747)	(369)	(374)	(375)	(1,126)	(1,133)	(1,162)	(992)	(1,004)	(1,031)	(1,194)
Other Changes in Current Liabilities	(72,417)	(721)	(927)	(1,009)	(1,119)	(7,872)	(8,077)	(8,361)	(8,961)	(9,518)	(10,306)	(14,197)
Extraordinary Items												
<b>Cash Flow from Investing Activities</b>	<b>97,281</b>	<b>3,869</b>	<b>3,873</b>	<b>3,892</b>	<b>3,918</b>	<b>10,098</b>	<b>10,141</b>	<b>10,195</b>	<b>10,250</b>	<b>10,339</b>	<b>10,453</b>	<b>12,533</b>
Tangible Assets	29,055	2,081	2,090	2,113	2,141	2,160	2,204	2,259	2,314	2,402	2,515	2,645
Intangible Assets												
Financial Assets	68,227	1,788	1,783	1,779	1,776	7,938	7,937	7,936	7,936	7,937	7,938	9,889
<b>Cash Flow from Financing Activities</b>	<b>(31,959)</b>	<b>(2,312)</b>	<b>(2,336)</b>	<b>(2,365)</b>	<b>(2,402)</b>	<b>(2,419)</b>	<b>(2,483)</b>	<b>(2,571)</b>	<b>(2,694)</b>	<b>(2,870)</b>	<b>(2,431)</b>	<b>(2,492)</b>
Changes in Equity	(2,239)	(172)	(172)	(172)	(172)	(172)	(172)	(172)	(172)	(172)	(172)	(172)
Deposits/Withdrawals from Issue of Bonds and Taking out Loans												
Other Changes in Non-Current Liabilities	(29,720)	(2,140)	(2,164)	(2,193)	(2,229)	(2,247)	(2,311)	(2,399)	(2,522)	(2,697)	(2,259)	(2,319)
<b>Cash and Cash Equivalents at the Start of the Period</b>	<b>14,131</b>	<b>28,837</b>	<b>30,050</b>	<b>31,252</b>	<b>32,446</b>	<b>33,634</b>	<b>34,819</b>	<b>36,003</b>	<b>37,189</b>	<b>38,377</b>	<b>39,570</b>	<b>40,300</b>
<b>Change in Cash and Cash Equivalents</b>	<b>14,705</b>	<b>1,213</b>	<b>1,202</b>	<b>1,194</b>	<b>1,188</b>	<b>1,185</b>	<b>1,184</b>	<b>1,185</b>	<b>1,188</b>	<b>1,194</b>	<b>729</b>	<b>785</b>
<b>Cash and Cash Equivalents at the End of the Period</b>	<b>28,837</b>	<b>30,050</b>	<b>31,252</b>	<b>32,446</b>	<b>33,634</b>	<b>34,819</b>	<b>36,003</b>	<b>37,189</b>	<b>38,377</b>	<b>39,570</b>	<b>40,300</b>	<b>41,084</b>

## All the advantages of smartpm's integrated planning at a glance

smartpm's tried-and-tested financial planning model enables rapid success right from the implementation phase - with high functionality, broad user acceptance and an attractive total cost of ownership (TCO). In this fully integrated system for planning, consolidation, analyses and forecasts, budgeting and reporting, departments can make adjustments themselves, optimize processes and work together on one platform - without any external support.

Standardized dashboards and reports provide meaningful insights at the touch of a button - for well-founded, cross-departmental decisions. The planning logic goes beyond traditional financial planning and also supports HR, sales and production.

### What makes smartpm special?



- Proven, standardized, market-leading technology base with ongoing updates.
- Fully automated integration into key systems (ERP, CRM, accounting) - standardized and automated data consolidation - single point of truth.
- Maximum data transparency and reliability, real-time results.
- Work in an intuitive user interface, independent of location and device.
- Integrated planning module from smartpm provides ready-made, ready-to-use business content that can be flexibly customized.
- Fast & cost-effective implementation (a few weeks), customization & maintenance of the planning solution internally by your own team.
- Standardized and automated reports and report distribution lists, available anytime and anywhere, flexible role concepts.
- Agile and reliable decision-making: simulation of decisions - impact analyses on P&L, balance sheet & cash flow.
- A system for planning, consolidation, ad-hoc analyses, budgeting, reporting, forecasts including artificial intelligence.

### Digitization in performance management



## 7 Good Reasons to Choose smartpm

Why we are the right partner for your business!



A single point of truth: seamless and automated integration of source systems



Flexible, Excel-like performance management technology combined with business content



Integrated financial planning, analysis, budgeting, forecasting, and reporting from a single source



User-friendly, innovative solutions with artificial intelligence



smartpm solutions are available for: IBM Planning Analytics, MS Power BI, Jedox, and SAP SAC



Competent and experienced team with a performance management background; 4.9/5 project rating



Your reliable partner for digitalizing performance management before, during, and after the project

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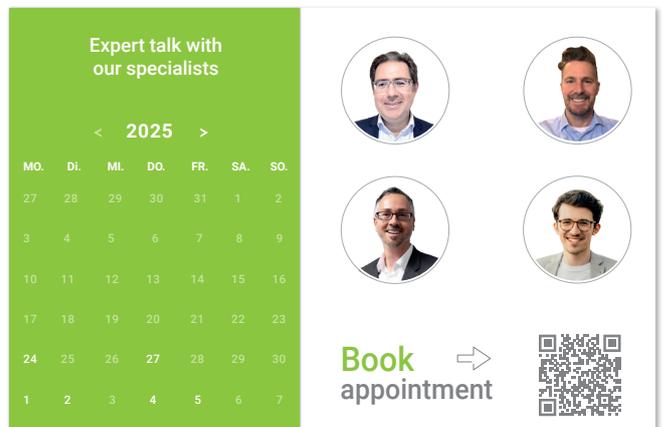


**CASE STUDY**

case study - 5-step plan: How the ROSEN Group makes the introduction of integrated corporate planning (xP&A) a model for success

[https://smartpm.solutions/wp-content/uploads/2024/07/case-study-Rosen\\_final\\_en.pdf](https://smartpm.solutions/wp-content/uploads/2024/07/case-study-Rosen_final_en.pdf)

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