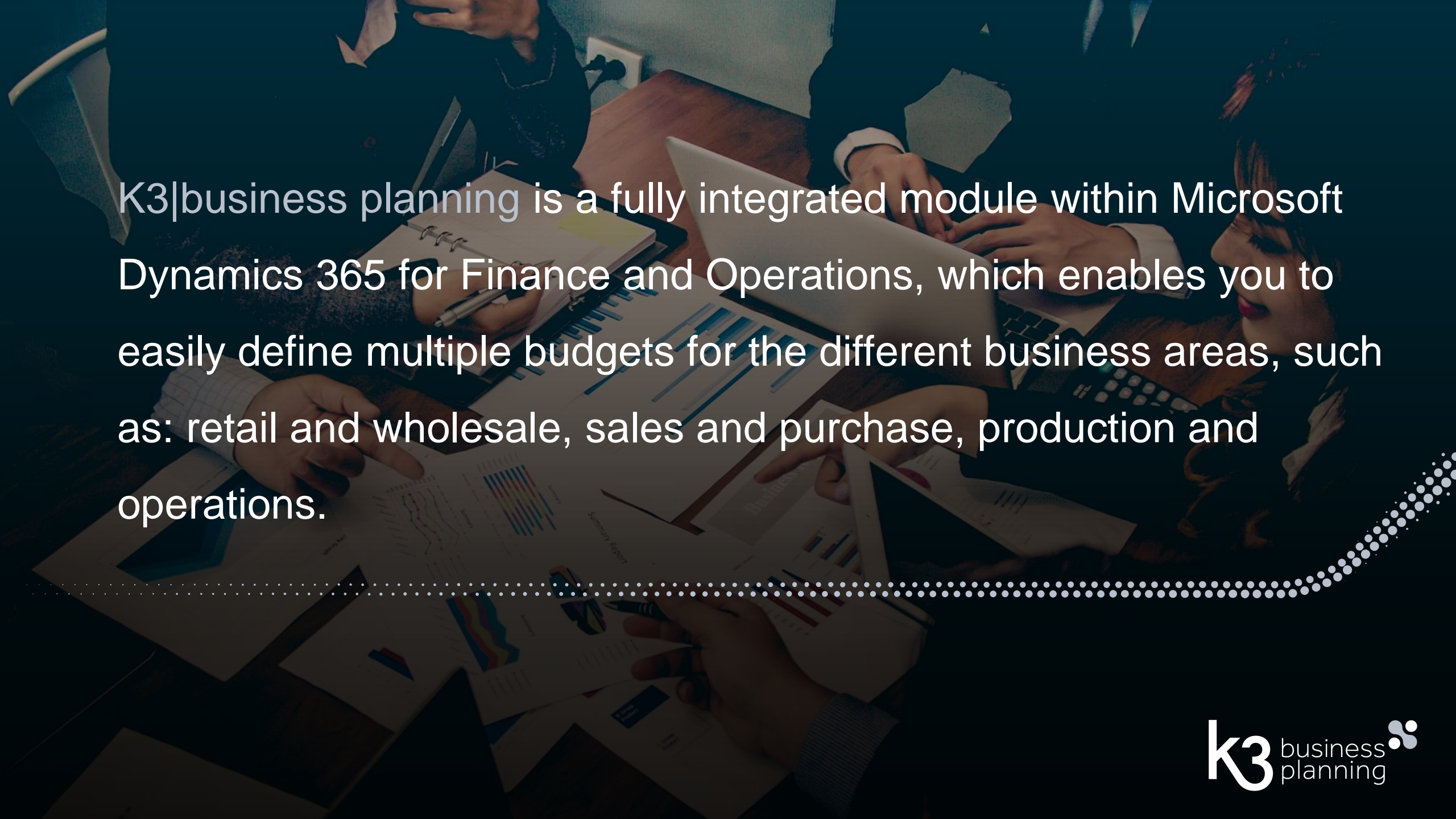





k3 business
planning

Planning made easy

business
technologies k3

A group of business professionals are gathered around a table, reviewing financial documents and charts. One person is pointing at a chart on a document, while others are looking at a laptop and other papers. The documents feature various bar and line charts. The scene is dimly lit, with a blue tint, and a decorative dotted line runs across the bottom of the image.

K3|business planning is a fully integrated module within Microsoft Dynamics 365 for Finance and Operations, which enables you to easily define multiple budgets for the different business areas, such as: retail and wholesale, sales and purchase, production and operations.



Right product, right quantities, right time, right place,
right price across brands, channels & markets

Improves utilization of limited resources and more
efficient operations to hit revenue and profit targets



TARGET

Large company using Microsoft Dynamics 365 for Finance and Operations
working in the retail, wholesale or apparel industry



Upper Mid-Market &
Enterprise



Roles:

Mainly people who are
budget and/or planning
responsible



Job titles:

CFO, Finance Director, Chief
Accounting Officer, Product
managers, Sales, Purchase,
Production and Channel
managers

Will empower companies to make smarter decisions with access to
real-time insights and control over the business plans

- Huge and complex off-line (Excel) documents
- Very time consuming process
- Little room for changes and improvements
- Follow-up with product development is a nightmare
- Comparing actuals to the plan in every stage is a hassle

Pain points



- Business planning in a few clicks
- Real-Time visibility
- Smarter business decisions based on scenarios
- Agility to adapt plans to your strategy
- Mitigate risk by making a clear plan and showing the reality vs planned
- Decrease costs, improve profit

Benefits





Create and maintain Business plans

Structure Business Plans in a logical hierarchy

Ease of use in maintaining or creating one based on a previous used plan

Insight in the progress of the plan

Control via an approval workflow

Flexibility to set up the plan according to a structure relevant to your company

Into the solution



Actuals vs plan on a daily basis

Detailed Sales Targets per product plan will be defined in yearly budget round

Example: Multi year business plan

2018



Bike accessories



Bike parts



Bikes

Regional targets per product category to drive sales

Example: Yearly sales plan

2019

Product category



Home phones



Smart phones



Vendors



Keep track of
back-charge discount
threshold progress

Example: Yearly purchase plan

Spring

Summer

Autumn

Winter



Tops



Bottoms

Regional targets, spread over the tops and bottoms
to drive sales for a specific season

Example Yearly sales plan

K3|fashion



k3 business planning

[Find more information here](#) 