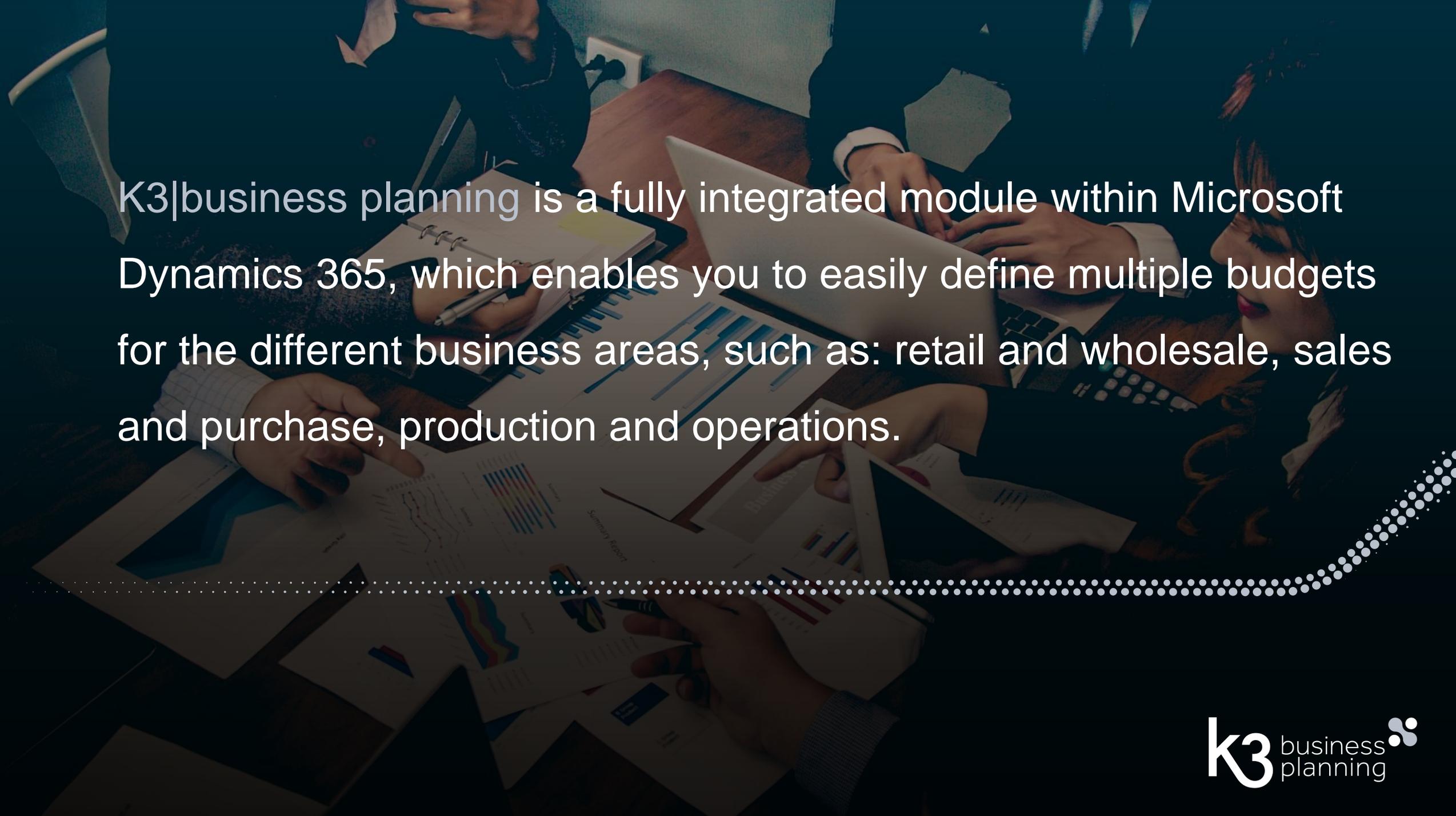


k3 business  
planning



Planning made easy

business  
technologies k3

A group of business professionals in a meeting room, gathered around a table. They are looking at various documents, charts, and a laptop. The scene is dimly lit with a blue tint. The text is overlaid on the image.

K3|business planning is a fully integrated module within Microsoft Dynamics 365, 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 companies using Microsoft Dynamics 365 Finance, Supply Chain Management or Commerce 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

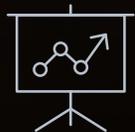
- Huge and complex off-line (Excel) documents
- Very time consuming process
- Little room for changes and improvements
- Follow-up with product development is a nightmare
- Comparing actuals to the plan in every stage is a hassle

## 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

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Into the solution

Year 1

Year 2

Year 3



Store



**5%**

Revenue  
increase



Wholesale



**-10%**

Revenue  
decrease



Online



**10%**

Revenue  
increase

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

Year 1



Bike accessories



Bike parts



Bikes

Regional targets per product category to drive sales

Example: Yearly sales plan

Year 2

### 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](#) 