



# „Digital Revolution“ in Controlling: From Excel to professional controlling software in 6 weeks

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Finance

# Starting point and goals

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Yearly budgeting process and monthly reporting mainly in Excel

- highly manual
- error-prone
- Little to no standardization
- Little to no agility

# Starting point and goals

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Introduction of an integrated planning and reporting software

- Goal: structured budgeting and reporting processes
- More flexibility (especially in terms of fast changing planning premises)
- Standardized integration of those responsible for planning and reporting recipients
- Professionalization of the documentation (especially through dashboards)

# Pre-selection

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## Coordination of project structure regarding

- Project management (kick off, project performance management, etc.)
- Technical requirements (architecture, legacy systems, interfaces, etc.)
- Master data (dimension model)
- Planning process (actual, target)
- Scope of planning (sales planning, marketing planning, personnel planning, etc.)
- Reporting (scope, redesign of reporting documents)

# Project timeline

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## Ambitious timeline

- Kick-Off on October 07th 2020
- Deadline planning: January 26th 2021
- Goal: operational planning to be done with new software (could be implemented)
- After planning: Training days to be able to implement large parts of the reporting independently



# Approach

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- Prioritization / determination of a schedule
  - First planning then reporting
  - Planning: breakdown into individual partial plans, successive implementation in software
- Power User training for controlling members
- Intensive, regular exchange between the project team and Fabasoft Controlling
  - Important: Sufficient resources in controlling for the project phase
  - Regular / immediate tests of the new implementations
- Weekly status meetings (including budget monitoring)

# Requirements for a short project duration

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- Preparation of the actual and target state
- Structuring of data and data sources
- Clear target setting and prioritization before the start of the project
  - Which implementation steps should be carried out and when
  - What must be implemented immediately, what can be implemented in a later project phase



## Requirements for a short project duration (2)

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- Ressource planning within the company
  - Ongoing controlling must also be guaranteed in intensive project phases
- Distribution of tasks
  - Determination of which tasks are to be carried out by the consultants and which are to be done internally





# Advantages and disadvantages of a short project duration

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## + Advantages:

- Strong focus on essential content
- High motivation in the team (as deadline is foreseeable)
- Automatic identification and elimination of unnecessary controlling content (due to time pressure and focus)
- Intensive and permanent examination of project content

# Advantages and disadvantages of a short project duration

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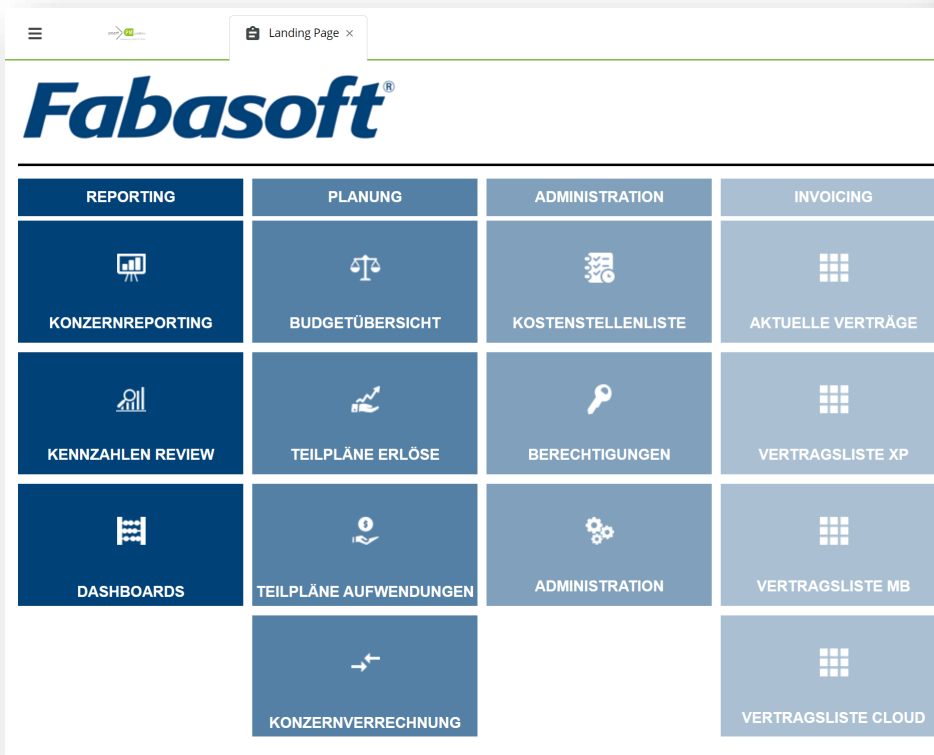
- Disadvantages:
  - Courage to take a gap is necessary
  - High time pressure and/or heavy workload for the project team
  - Duplication is sometimes necessary (testing of innovations, especially planning)



# „digital revolution“ in controlling

A look at the implemented solution

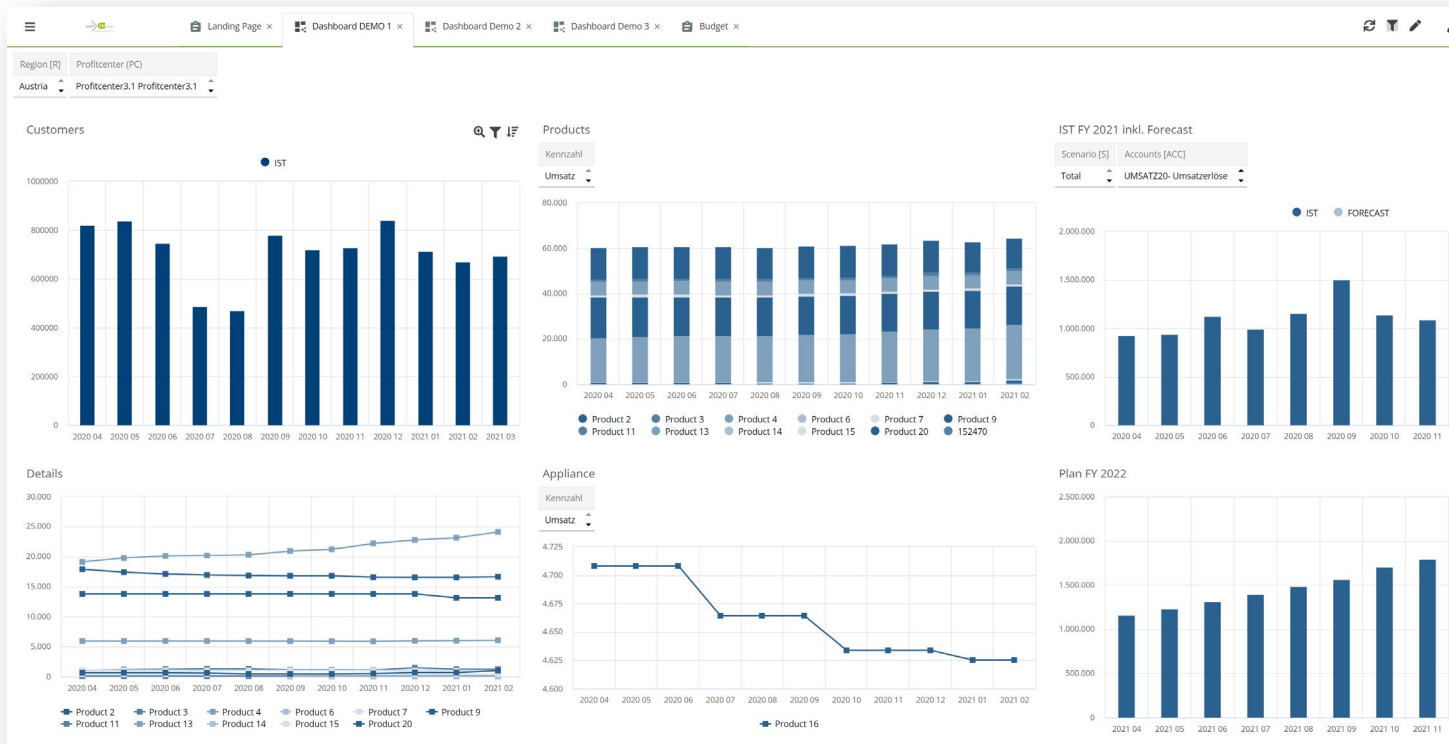
# Homepage, reporting & planning



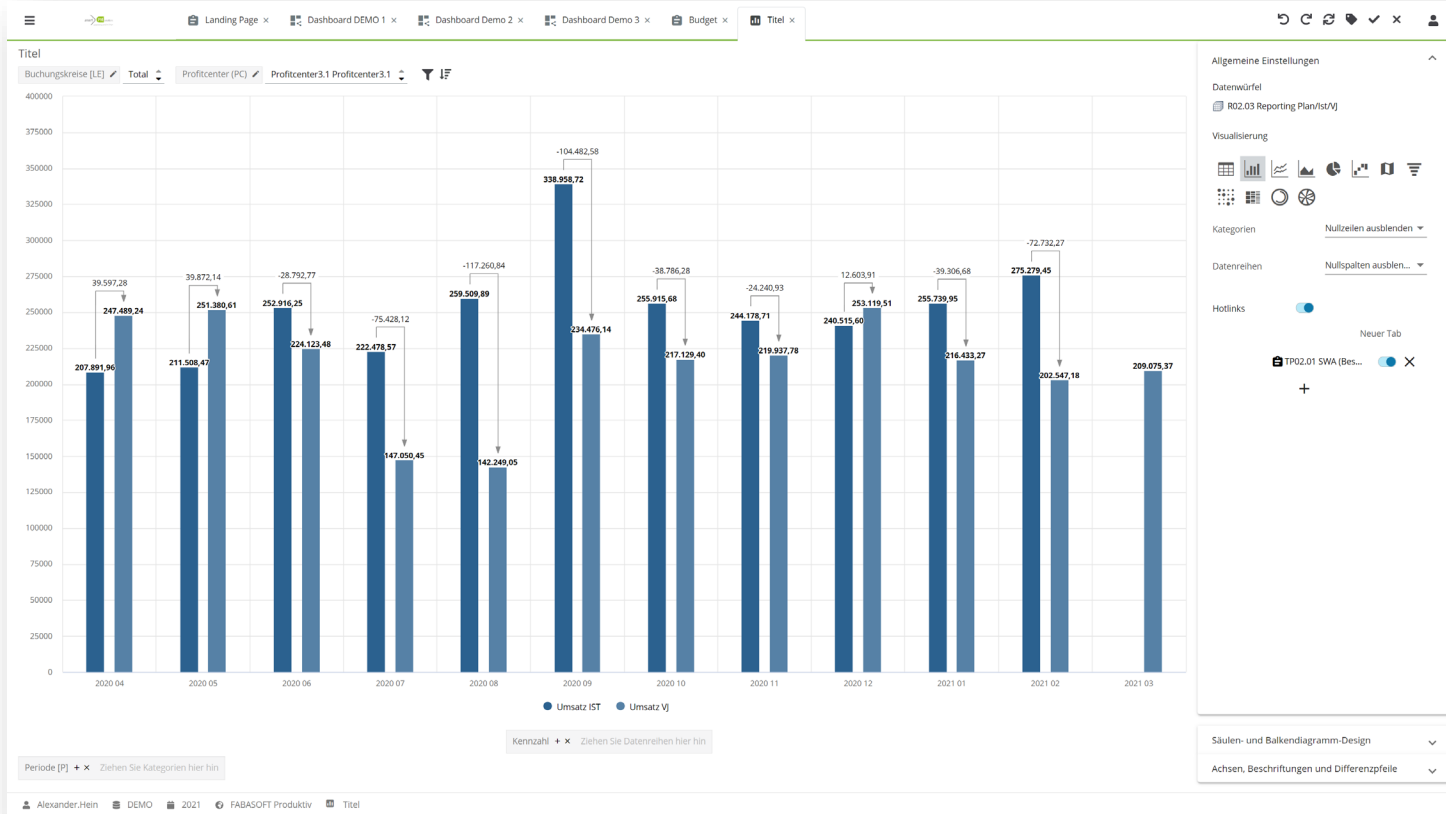
The screenshot shows the 'Budget' reporting interface in Fabasoft. It features a table with columns for 'Actual' (Ist) and 'Plan' (Plan) data, including sub-columns for 'FC' (Financial Control) and 'PLAN' (Planning). The table lists various categories and their corresponding values across different periods (Ist 01-04 MJ, Ist 01-03, FC 2021, FC 2022, PLAN 2021, PLAN 2022). A search filter is applied to 'Buchungskategorie (SE)'. The table is organized into sections, with the first section containing 18 rows and the second section containing 12 rows.

Position	Ist 01-04 MJ		Ist 01-03		Veränderung FC/PL		FC		PLAN		Veränderung FC/PL AN		Anmerkungen
	2020	2021	in %	absolut	in %	absolut	2021	2022	in %	absolut	in %	absolut	
Erlöse Lizenzen	32.956.608	27.833.270	-15,00%	-4.564.660	28.614.148	3.441.230			-87,72%	-24.672.918			Demo Data Values
Erlöse SW Abnahme	89.008.992	99.241.036	+8,37%	+8.572.272	81.061.720	-4.968.981			-90,88%	-78.123.138			
Erlöse Lizenzen 3rd party	10.022	20.200	91,16%	1.867	20.200	9.978			-100,00%	-20.200			
Erlöse SW Abnahme, 3rd party	418.680	264.205	-19,02%	-79.613	339.967	208.315			-19,72%	-80.753			
Erlöse Cloud	14.171.243	10.993.900	-8,06%	-935.028	13.256.215	10.820.589			-19,31%	-2.615.835			
Erlöse MB (eigentlich ohne Kauf)									-18,87%	-15.478.165			
Erlöse Saas									-83,07%	-858.417			
Erlöse Speziallösungen/Restposten/Projekt									-10,81%	-281.253			
Erlöse Consulting / Training									-2,30%	-2.372.729			
Erlöse OM									-13,04%	-1.483.833			
Erlöse Support									-32,39%	-7.591.964			
Lizenzkosten sonst. Exp.									-100,00%	-799.009			
Materialkosten									-38,29%	-127.788.181			
Lohn- und Gehälter									-100,00%	-20.868.709			
Werbungskosten									-100,00%	-714			
Finanzierungskosten									-44,24%	-142.732.218			
Wartungskosten									-95,01%	-81.067.325			
Löhne, Gehälter									18,83%	-13.976.488			
Steuern									18,90%	-2.456.411			
Andere (Mafat, Abwert., Sozialabg., u.a.)									18,90%	-4.897.851			
Wartungskosten									-18,69%	-20.290.759			
Werbungskosten									-21,72%	-4.633.512			
Steuern (ohne EE-Steuern)									13,76%	-46.889			
Immaterieller Aufwand									3,22%	-48.398			
Weniger (inkl. Betriebskosten)									-45,54%	-4.368.424			
Kaufmehrwertsteuer									-38,17%	-922.018			
Kostenüberschuss									-100,00%	-13.859.794			
Buchungsaufwand									21,36%	18.623.777			
Buchungsberatung									-19,21%	-446.463			
Sonstige Beratungsleistungen									33,76%	-406.607			
Werbungsaufwand									-29,20%	-18.048			
Buchhaltung und Steuerberatung									12,72%	-48.147			
Immaterielle Patentrechte									-65,19%	-778.101			
Beträge									-14,39%	-164.834			
Wartungskosten									2,39%	-20.277			
Personelle									-1,97%	-348.168			
Neuerwerbenaufwand									10,29%	-124.478			

# Dashboards – easy to use



# Self-Service Analysis



# Drill down and planning on contract level!

Navigation: Landing Page x Dashboard DEMO 1 x Dashboard Demo 2 x Dashboard Demo 3 x Titel x Vertragsliste Cloud x

**Fabasoft**

Cloud Open 1 bis 50 (2151) Aktualisieren

Sortierung show / hide details

Auftrags-NR.	Verkäufer	Geschäftsart	Datum	KW	Kunde (Debitor Nummer - Name)	Organisation	Broker	Lösungsbereich	Kaufart	Produktart	Channel	Aktiv	Anzahl zahlender Nutzer	Gesamtanzahl	Zahlperio
2101002352	Super Seller	Upsell	15.04.2019 00:00	16	2001719 - Kunde 1830	Deutsch	0	Professional	Manuell	152430 - Product	Direkt	<input checked="" type="checkbox"/>		50	1-Jahres-
2101002123	Super Seller	Upsell	25.01.2017 00:00	4	2001556 - Kunde 1369	Deutsch	0	Professional	Online Shop (Rec	152430 - Product	Direkt	<input checked="" type="checkbox"/>		10	1-Jahres-
1301002535	Super Seller	Upsell	10.03.2020 00:00	11	2001247 - Kunde 399	Deutsch	0	Professional	Manuell			<input type="checkbox"/>		5	1-Jahres-
2101001808	Super Seller	Neukunde	31.08.2016 00:00	35	2001406 - Kunde 806	Deutsch	0	Professional	Manuell	152430 - Product	Direkt	<input type="checkbox"/>		6	1-Jahres-
13090029015	Super Seller	Upsell	26.02.2020 00:00	9		Deutsch	0	Contracts	Manuell			<input checked="" type="checkbox"/>		12	1-Jahres-
1151003377	Super Seller	Neukunde	12.10.2016 00:00	41	2001812 - Kunde 1454	Deutsch	0		Manuell	152430 - Product	Direkt	<input type="checkbox"/>		7	1-Jahres-
0	Super Seller	Upsell	15.09.2019 00:00	37		Deutsch	0	Personnel File M	Manuell			<input checked="" type="checkbox"/>		1	1-Jahres-
1301002453	Super Seller	Upsell	16.09.2019 00:00	38	2001474 - Kunde 300	Deutsch	0	Enterprise	Online Shop (Rec	152410 - Product	Partner	<input checked="" type="checkbox"/>		1	1-Jahres-
2101002104	Super Seller	Upsell	25.04.2019 00:00	17	2001543 - Kunde 1029	Deutsch	0	Professional	Online Shop (Rec	152430 - Product	Direkt	<input type="checkbox"/>		10	1-Jahres-
1301002574	Super Seller	Upsell	02.05.2017 00:00	18	2001582 - Kunde 1282	Deutsch	0	Contracts	Manuell	152410 - Product	Direkt	<input type="checkbox"/>		1	1-Jahres-
1301002519 (111)	Super Seller	Upsell	16.09.2020 00:00	38	2001550 - Kunde 1322	Deutsch	0	Case Management	Manuell			<input checked="" type="checkbox"/>		110	1-Jahres-
1151002283	Super Seller	Upsell	09.05.2017 00:00	19	2001234 - Kunde 742	Deutsch	0	Professional	Manuell	152430 - Product	Direkt	<input type="checkbox"/>		2	1-Jahres-
21090001115	Super Seller	Verlängerung	15.09.2019 00:00	37		TEAMWORK Medien 0	0	Enterprise	Manuell			<input checked="" type="checkbox"/>		100	3-Monats
0	Super Seller	Demo/Trial-Test	17.08.2020 00:00	34		TEAMWORK Medien 0	0	Personnel File M	Manuell			<input type="checkbox"/>		1	1-Jahres-
0	Good Seller	Neukunde	21.10.2020 00:00	43		TEAMWORK Medien 0	0	Enterprise	Manuell			<input type="checkbox"/>		500	1-Jahres-
2101002668	Good Seller	Upsell	02.05.2019 00:00	18	2001994 - Kunde 1258	TEAMWORK Medien 0	0	Professional	Manuell	152430 - Product	Direkt	<input checked="" type="checkbox"/>		5	1-Jahres-
1151003132	Good Seller	Neukunde	31.08.2016 00:00	35	2001356 - Kunde 203	TEAMWORK Medien 0	0	Professional	Manuell	152430 - Product	Direkt	<input checked="" type="checkbox"/>		50	1-Jahres-
2101002104	Good Seller	Upsell	09.05.2018 00:00	19	2001543 - Kunde 1029	TEAMWORK Medien 0	0	Professional	Online Shop (Rec	152430 - Product	Direkt	<input type="checkbox"/>		10	1-Jahres-
13090029047	Good Seller	Upsell	15.09.2019 00:00	37		TEAMWORK Medien 0	0	Enterprise	Manuell			<input checked="" type="checkbox"/>		30	1-Jahres-
2101002104	Good Seller	Upsell	12.08.2019 00:00	24	2001543 - Kunde 1029	TEAMWORK Medien 0	0	Professional	Online Shop (Rec	152430 - Product	Direkt	<input type="checkbox"/>		1	1-Jahres-
2101001808	Good Seller	Downgrade	24.04.2020 00:00	17	2001406 - Kunde 806	TEAMWORK Medien 0	0	Professional	Manuell	152430 - Product	Direkt	<input type="checkbox"/>		44	1-Jahres-
2101002169	Good Seller	Upsell	11.10.2020 00:00	41	2001586 - Kunde 978	TEAMWORK Medien 0	0	Professional	Online Shop (Rec	152430 - Product	Direkt	<input checked="" type="checkbox"/>		1	1-Jahres-
1301002467	Good Seller	Upsell	16.11.2016 00:00	46	2000045 - Kunde 1390	TEAMWORK Medien 0	0	Professional	Manuell			<input type="checkbox"/>		2	1-Jahres-
1151003103	Good Seller	Upsell	12.12.2016 00:00	50	2001339 - Kunde 166	TEAMWORK Medien 0	0	Professional	Online Shop (Rec	152430 - Product	Direkt	<input type="checkbox"/>		1	1-Jahres-
1301003345	Good Seller	Upsell	14.10.2020 00:00	42	2002167 - Kunde 1015	TEAMWORK Medien 0	0	Data Rooms	Manuell	152450 - Product	Direkt	<input type="checkbox"/>		15	1-Jahres-
13090028981	Good Seller	Upsell	16.09.2019 00:00	38		TEAMWORK Medien 0	0	Case Management	Manuell			<input checked="" type="checkbox"/>		110	1-Jahres-
0	Good Seller	Demo/Trial-Test	05.07.2018 00:00	27	2001474 - Kunde 300	TEAMWORK Medien 0	0	Enterprise	Manuell			<input checked="" type="checkbox"/>		5	3-Monats
1301003517	Good Seller	Neukunde	24.07.2020 00:00	30	2002266 - Kunde 37	TEAMWORK Medien 0	0	Enterprise	Manuell	152450 - Product	Direkt	<input checked="" type="checkbox"/>		15	1-Jahres-
13090029047	Good Seller	Upsell	13.01.2020 00:00	3		Fabasoft	0	Enterprise	Manuell			<input checked="" type="checkbox"/>		30000	1-Jahres-
13090029028	Good Seller	Upsell	15.06.2020 00:00	25		Fabasoft	0	Enterprise	Manuell			<input type="checkbox"/>		140	1-Jahres-
1301003305	Good Seller	Upsell	31.10.2019 00:00	44	2002147 - Kunde 533	Fabasoft	0	Approve	Manuell			<input checked="" type="checkbox"/>		50	1-Jahres-
2101001581	Good Seller	Neukunde	20.09.2016 00:00	38	2000961 - Kunde 242	Fabasoft	0	Approve	Manuell	152430 - Product	Direkt	<input type="checkbox"/>		55	1-Jahres-
1301002498	Good Seller	Upsell	11.10.2018 00:00	41	2001234 - Kunde 742	Fabasoft	0	Professional	Manuell	152430 - Product	Direkt	<input type="checkbox"/>		1	1-Jahres-
2101002877	Good Seller	Downgrade	30.09.2020 00:00	40	2000961 - Kunde 242	Fabasoft	0	Approve	Manuell			<input checked="" type="checkbox"/>		1	1-Jahres-
0	Good Seller	Neukunde	18.11.2017 00:00	46	2001746 - Kunde 1588	Fabasoft	0	Case Management	Manuell	152410 - Product	Direkt	<input type="checkbox"/>		2	1-Jahres-
1151003188	Good Seller	Neukunde	31.08.2016 00:00	35	2001391 - Kunde 1475	Fabasoft	0	Professional	Manuell			<input checked="" type="checkbox"/>		1	1-Jahres-
1301000843	Good Seller	Neukunde	27.09.2016 00:00	39	2001349 - Kunde 330	Fabasoft	0	Professional	Manuell	152430 - Product	Direkt	<input checked="" type="checkbox"/>		50	1-Jahres-
2101002104	Good Seller	Upsell	12.02.2018 00:00	7	2001543 - Kunde 1029	Fabasoft	0	Professional	Online Shop (Rec	152430 - Product	Direkt	<input type="checkbox"/>		3	1-Jahres-