

Adaptive Insights

Suite Highlights



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About Adaptive Insights

Adaptive Insights is the worldwide leader in cloud corporate performance management (CPM). Via its software as a service (SaaS) platform, the company offers capabilities for budgeting, reporting, consolidation, dashboards, and business intelligence that empower finance, sales, and other business leaders with insight to drive true competitive advantage.

More than 2,700 companies in 85 countries use Adaptive Insights. These range from mid-sized companies and nonprofits to large corporations, including AAA, Boston Scientific, CORT, Konica Minolta, NetSuite, Philips, and Siemens. Adaptive Insights is headquartered in Palo Alto, Calif. For more information, visit <http://www.adaptiveinsights.com>.

About Adaptive Planning

Adaptive Planning is the market leader in cloud-based budgeting, forecasting, and reporting. Take advantage of rich functionality and an easy-to-use interface with the world's most usable cloud CPM application – and elevate your corporate performance management with Adaptive.

Companies still using spreadsheets for budgeting and forecasting are crippled by broken links, data integrity issues, and version control errors. On-premise applications aren't the solution either – old tools like Hyperion, Cognos, and SAP are expensive and require a skilled IT staff to manage and maintain.

There is a better way. Adaptive's cloud platform enables rapid deployment at an affordable cost with access from anywhere – without the hassles of IT. Our high-performance modeling engine with in-memory calculations and fast data access is a great solution for mid-sized businesses and enterprise organizations alike.

- Reduce cycle time by up to 90%
- Decrease errors and improve data integrity with automatic aggregation
- Improve transparency with audit trail, version control, and analysis tools
- Enhance business support with integrated workflow and process management

Key Benefits and Differentiators

Planning

- Every time you click “Save”, your changes auto-consolidate and auto-allocate. Adaptive always gives you immediate results, so you never risk the chance of viewing stale numbers. In other solutions, batch processes must be run before consolidated results are available, so you waste time waiting and risk the chance of using results that are out of date.
- With Adaptive, changes in your personnel and asset plans are immediately reflected in your consolidated results. Other solutions use separate modules for personnel and asset planning, so you have to copy data between modules and run update processes before you can see final results. With Adaptive, it’s automatic and immediate.
- Immediate results in Adaptive dramatically compress the planning cycle. No waiting means you’ll have much more time for analysis and other tasks.
- Audit trails and cell notes make budget holders accountable and responsible for their plans. Audit reports and cell note reports simplify the budget review process.

Reporting and Dashboards

- The report builder and dashboard builder are truly drag-and-drop – no coding or technical skills are required to create reports.
- You can create a single report template and share it with the entire organization because they automatically filter data based on a user’s security profile.
- Features like annotations and report notes allow users to collaborate directly on reports.
- Dashboards are an integrated part of the Adaptive solution. Changes in data or structure are immediately and automatically reflected in your dashboards. Other vendors use third party tools that introduce delays and the potential to report stale results.

Administration

- Model building and maintenance are tasks controlled by Finance.
- Add departments and accounts, load data, and build allocations – all using the intuitive Adaptive interface without any help from IT.
- Every time you click “Save”, your changes are applied immediately and automatically across all sheets, reports and dashboards. There are no batch processes to run, so there is no waiting to see updated results. Adaptive always gives you immediate results.

Dashboards

Your organization can display key metrics and performance indicators in interactive dashboards, that allow executives and management to filter, drill through, drill across and slice and dice the data for immediate insight into trends across operations.



- Visual data discovery & analytics, ad-hoc analysis and what-if analysis to identify root causes and trends
- Various datasets: financial, operational, etc.
- Completely self-service: if permitted end users at your organization can customize their own dashboards
- Mobile: executives and management at your organization can access dashboards from their smartphones and tablets
- Create and consume, all in the cloud

“We manage over \$170BN in assets, across 9 subsidiaries, so Business Intelligence is key to driving our business. With Adaptive Discovery we’ve already reduced our time to see key metrics by over 70%. More timely insightful data visualization is enabling us to drive more agile planning.”

- NorthStar Financial Services

Data Entry Sheets

End users perform data entry using Sheets in Adaptive Planning. Sheets are created by Administrators and are placed on levels in the organization structure, where they are accessible by users who have access to edit data on those levels. There are three types of sheets:

- Standard Sheets list a set of accounts and a set of months and allow users to enter numbers, formulas, or splits for those accounts.
- Modeled Sheets have a set of administrator-defined columns, where users can add or delete rows, or edit data on existing rows.
- Cube Sheets have a set of administrator-defined dimensions, where users can enter numbers or formulas at various combinations of those dimensions.

Account	2011	Jan-2011	Feb-2011	Mar-2011	Apr-2011	May-2011	Jun-2011	Jul-2011	Aug-2011	Sep-2011	Oct-2011	Nov-2011	Dec-2011	2012	Jan-2012
8000 Expenses and 7000 Allocations															
8000 Operating Expenses															
8000 Payroll															
8100 Salary & Wages	111,898	11,028	11,529	12,221	12,560	12,568	12,568	12,568	12,568	12,568	12,568	12,568	12,568	12,568	12,568
8100 Commission	112,142	13,000	14,000	15,000	15,218	15,200	15,200	15,200	15,200	15,200	15,200	15,200	15,200	15,200	15,200
8100 Bonus	12,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total	236,540	24,028	25,529	27,221	27,778	27,768									
8000 Taxes & Benefits															
8100 Health Benefits	11,010	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
8100 Retirement	14,340	800	800	1,075	1,000	1,174	1,174	1,174	1,174	1,174	1,174	1,174	1,174	1,174	1,174
8200 Payroll Taxes	48,210	2,000	2,000	2,000	2,113	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
8300 Benefits	10,280	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total	84,840	5,800	5,800	5,075	5,113	5,174									
8000 Office Expenses															
8200 Training															
New Hire Training			100	100		100									100
Total	100		100	100		100									100
8000 Equipment Expense															
8200 Equip. Leased															
8200 Other Equipment Rental	1,000	0	0	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Total	1,000	0	0	1,000											
8000 Maintenance															
8400 Telephone	1,000	100	100	100	100	100	100	100	100	100	100	100	100	100	100
8200 Legal & Professional	1,000														
8300 Office Supplies	10,000														
8400 Depreciation															
8401 Leasing Assets	10,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
8402 New Assets	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total	11,000	1,000													
Total	67,820	2,500	2,700	2,813	2,887										
8000 Travel & Entertainment															
8400 Airfare	11,100	1,000	1,000	700	700	0	700	700	700	0	700	700	700	700	700

Standard Sheet – e.g., Operating Expenses

Base Master for Standard Model | Sheets | Personnel

Adaptive Insights | YouCompany Inc.

Working Budget

Sales - North

#	Name	Title	State of Residence	Comments	Start	End	SS Week	Health Benefits	Salary Rate	Pay Rate %	Pay Rate	YTD	Commission Target	Notes	Level
1	Gordon Miller	Account Executive	NY - New York	Setting up for Q2	11/5/2010	1/31/2011	40.0	Plan 2		0.0%	51,500	Y	45,000	None	Sales - North
2	Sean Jones	Account Executive	NY - New York		11/5/2010		40.0	Plan 1	11/1/2010	1.0%	51,500	Y	45,000	None	Sales - North
3	Florence Wang	Account Executive	NY - New York		01/5/2011		40.0	Plan 2		0.0%	51,000	Y	40,000	None	Sales - North
4	Hanna Mitchell	Account Executive	NY - New York		11/5/2010		40.0	Plan 2		0.0%	50,000	Y	45,000	None	Sales - North
5	William Clark	VP	NY - New York		10/14/2010		40.0	Plan 3		0.0%	130,000	Y	90,000	20%	Sales - North
6	William Clark	VP	NY - New York		10/14/2010		40.0	Plan 3		0.0%	120,000	Y	90,000	20%	Sales - North
7	William Clark	VP	NY - New York		10/14/2010		40.0	Plan 3		0.0%	110,000	Y	81,000	20%	Sales - Canada
8	William Clark	VP	NY - New York		10/14/2010		40.0	Plan 3		0.0%	88,700	Y	71,300	20%	Sales - UK
9	New Hire	Account Executive	NY - New York	Setup for Q2	2/20/2011		40.0	Plan 2		0.0%	50,000	Y	36,000	None	Sales - North
10	New Hire	Account Executive	NY - New York	Setup for Q2	3/20/2011		40.0	Plan 2		0.0%	50,000	Y	40,000	None	Sales - North
11	New Hire	Account Executive	NY - New York	Account Q2 Rep Goal met	4/30/2011		40.0	Plan 2		0.0%	50,000	Y	40,000	None	Sales - North

Modeled Sheet – e.g., Personnel

Base Master for Standard Model | Sheets | Product Sales

Adaptive Insights | YouCompany Inc.

Levels: Sales - North | Product: Product A1 | Customer: Customer 1

#	Accounts by Time	Jan-2010	Feb-2010	Mar-2010	Apr-2010	May-2010	Jun-2010	Jul-2010	Aug-2010	Sep-2010	Oct-2010	Nov-2010	Dec-2010	FF2010
1	Sales Details													
2	Units	145	147	150	140	147	150	148	147	150	140	147	150	1,833
3	Price	96.00	96.00	96.00	96.00	96.00	96.00	96.00	96.00	96.00	96.00	96.00	96.00	96.00
4	Discount %													0.00%
5	Discounted Price	96.00	96.00	96.00	96.00	96.00	96.00	96.00	96.00	96.00	96.00	96.00	96.00	96.00
6	Revenue													
7	Gross Revenue	13,920	14,032	14,400	13,440	14,012	14,400	13,440	14,032	14,400	13,440	14,032	14,400	175,968
8	Discount	0	0	0	0	0	0	0	0	0	0	0	0	0
9	Net Revenue	13,920	14,032	14,400	13,440	14,012	14,400	13,440	14,032	14,400	13,440	14,032	14,400	175,968
10	Cost Details													
11	Standard Cost													
12	Cost per Unit - Materials	4.60	4.60	4.60	4.60	4.60	4.60	4.60	4.60	4.60	4.60	4.60	4.60	4.60
13	Materials (% of unit price)	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%
14	Cost per Unit - Labor	33.30	33.30	33.30	33.30	33.30	33.30	33.30	33.30	33.30	33.30	33.30	33.30	33.30
15	Labor (% of unit price)	34.7%	34.7%	34.7%	34.7%	34.7%	34.7%	34.7%	34.7%	34.7%	34.7%	34.7%	34.7%	34.7%
16	Cost per Unit - Overhead	6.00	6.00	6.00	6.00	6.00	6.00	6.00	6.00	6.00	6.00	6.00	6.00	6.00
17	Overhead (% of unit price)	6.3%	6.3%	6.3%	6.3%	6.3%	6.3%	6.3%	6.3%	6.3%	6.3%	6.3%	6.3%	6.3%
18	Variable Cost													
19	Cost per Unit - Freight	0.98	0.98	0.98	0.98	0.98	0.98	0.98	0.98	0.98	0.98	0.98	0.98	0.98
20	Freight (% of unit price)	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
21	Total Cost													
22	Cost per Unit - Total	44.88	44.88	44.88	44.88	44.88	44.88	44.88	44.88	44.88	44.88	44.88	44.88	44.88
23	Total Cost of Sales													
24	Cost of Sales	6,305	7,492	6,729	6,280	7,492	6,729	6,280	7,492	6,729	6,280	7,492	6,729	82,228
25	Gross Profit and Margin %													
26	Gross Profit	7,413	6,540	7,671	7,160	6,540	7,671	7,160	6,540	7,671	7,160	6,540	7,671	93,740
27	Gross Margin %	53.3%	53.3%	53.3%	53.3%	53.3%	53.3%	53.3%	53.3%	53.3%	53.3%	53.3%	53.3%	53.3%
28	% of Total Revenue	2.9%	3.1%	2.8%	2.7%	3.0%	2.8%	2.6%	2.9%	2.5%	2.5%	2.9%	2.4%	2.7%
29	Target													

Cube Sheet – e.g., Product Sales

Assumption Sheets

Assumption sheets are configured by an administrator to be accessible only to specific users. Assumption accounts are global values in Adaptive Planning that are accessible to all users when writing formulas in their own levels. Assumptions can vary over time and have different values in different planning versions.

The screenshot displays a software interface for 'Statement Drivers' with a grid of assumption values. The grid has columns for months from Jan-2012 to Dec-2012, and rows for various financial categories. The categories include:

- FX Drivers:** Inflation (FX/USD)
- Balance Sheet Drivers:**
 - PPD - Day Trade Outstanding
 - Interest Rate %
 - PPD - Day Trade Outstanding
 - PPD - Other Expense
 - PPD - Travel & Entertainment
 - PPD - Research
 - PPD - Other Expense
- Cash Flow Drivers:**
 - Minimum Cash Balance
 - Maximum Cash Balance
 - Beginning Balance Weight
- Share Information:**
 - Share Outstanding (Basic)
 - Share Outstanding (Diluted)
- Ownership % for Consolidation Method:**
 - Ownership % - Company C

The data values are consistent across all months for each row, representing the assumed values for those categories.

Reports

Adaptive Reporting is easy – no programming or special skills are required to use the simple drag-and-drop interface. Both administrators and end users at your organization can create and run their own reports – with secure access to data so users only ever see what they should.

	Mar-2016						YTD as of Mar-2016					
	Actuals	Working Budget	% Var	Zone	% Var PM	% Var PY	Actuals	Working Budget	% Var	Zone	% Var PM	% Var PY
9000 Operating Expenses												
0100 Payroll	1,782,472	1,775,288	0%	✓	-1%	16%	5,341,895	5,263,883	-1%	✓	0%	16%
6200 Taxes & Benefits	387,319	434,447	-9%	✓	0%	-3%	1,188,379	1,287,773	-8%	✓	2%	0%
8300 Office Expenses												
8310 Training	888	1,180	-26%	✗	21%	-19%	1,853	11,383	-84%	✗	121%	-2%
8320 Equipment Rental	2,466	3,408	-29%	✗	5%	-43%	7,588	8,288	-8%	✓	-3%	-11%
8330 Maintenance	17,133	8,808	93%	✗	852%	402%	23,153	10,478	123%	✗	183%	157%
8340 Telephone	2,767	3,185	-15%	✓	4%	4%	8,157	9,191	-10%	✓	3%	0%
8350 Legal & Professional	28,888	14,008	106%	✗	38%	18%	88,248	42,833	108%	✗	12%	2%
8360 Office Supplies	488	10,258	-95%	✗	0%	-29%	4,058	10,758	-62%	✗	-14%	104%
8370 Office Rent	12,848	15,023	-1%	✓	2%	8%	42,898	38,888	8%	✓	3%	10%
8380 Depreciation	28,383	21,245	-4%	✓	11%	-21%	98,831	83,588	-10%	✓	4%	-20%
Total 8300 Office Expenses	85,418	73,863	17%	✗	44%	34%	215,818	184,478	9%	✓	14%	4%
0400 Travel & Entertainment												

Proforma

¹ Expense (Director of Marketing, 3/10/2016)

² Variance due to unexpected \$1.2M Profit Services in Jan. and additional \$1M for audit in Finance. (Construction Admin, 3/12/2016)

³ Please explain variance! (VP of Sales, 3/11/2016)

⁴ Variance is due to... (North Sales Manager, 1/31/2016)

- Self-service reporting for end users, freeing up Finance and IT
- Generate and distribute real-time reports based on a single version of the truth
- Slice and dice actual and plan data to understand information by hospital, by department, by group, etc.
- Enhance visibility into performance and metrics
- Compare multiple versions and scenarios with greater collaboration

Reports are dynamic – users can drill down to deeper levels of detail, drill across various dimensions, drill through to the transactions. Users can also leave notes for conversation on items of significance, such as a major variance between budget and actuals.

“Rather than spending weeks of our time trying to develop reports in Excel, we can run reports in Adaptive in a matter of minutes.”

- Samuel Reed, Financial Reporting Director, Michael Baker

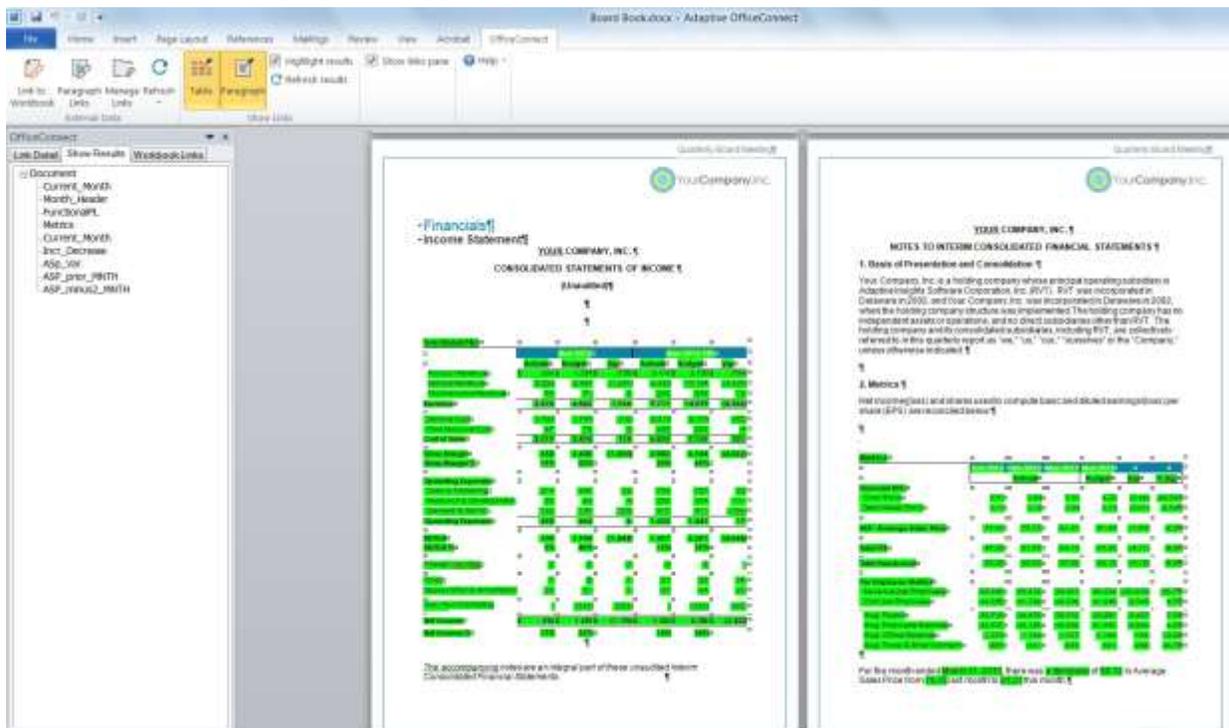
OfficeConnect

With Adaptive OfficeConnect it's easy for your organization to create high-quality reports, board books and presentations with Microsoft Word, Excel and PowerPoint.



Completely integrated with Adaptive, it's the best way to create dynamic, beautiful reports always based on the latest data.

- Quickly convert existing Excel reports into OfficeConnect presentation-quality reports based on the latest data in Adaptive
- Automate monthly reports and executive packages by seamlessly weaving Adaptive data through Excel, Word and Powerpoint



Process Tracker

With the Process Tracker, your organization can define the tasks associated with various activities (budget cycle, forecast cycle, reporting cycle, etc.) and assign those tasks to individual users in Adaptive.

The Process Tracker will then allow your organization to monitor the status of these tasks, enable communication between the individuals involved and track progress towards a completion date.

This increases accountability and collaboration across your organization. It also delivers better visibility into causes for delays, therefore helping to improve efficiency.

