

# CONNECTED PLANNING in construction

Connecting financial plans, from individual plot to company group level, to develop fully integrated and accurate business plans and forecasts.

Our Business Planning Capability and 10 year's experience in construction, enable organisations across Construction, Housebuilding, Social Housing and Real-Estate to build financial and operational planning solutions, powered by Anaplan, that improve:



## Agility

With scenario planning, M&A-driven changes, new site and project profitability and cashflow forecasting.



## Visibility

Through cross-organisational planning to build connected and accurate visibility of performance against plans that reduces risks.



## Efficiency

Via faster processes for budgeting, forecasting, month-end reporting, P&L management etc...



**Connected Planning enables companies to amplify their assets, potential, and advantages.**

With today's volatile climate forcing an epic shift in the human footprint, business agility and resilience are now more important than ever before. With our solutions built on Anaplan, **Construction, Housebuilding, Social Housing and Real-Estate companies** are reducing risk and succeeding by continuously orchestrating business performance, seeing possibility and seizing opportunity.

Read some specific examples of how Sempre's consultants have helped our customers overcome their challenges around complexity, disruption and uncertainty .



# Challenge #1 - Complexity

## Simplifying the Complex

Sempre worked with a multi-discipline organisation across their Construction, Build to Rent and Maintenance departments. Their combination of top-down Corporate Planning and bottom up Business Unit Operational Planning had resulted in a series of extremely complex spreadsheets and associated manual, ungoverned processes.

By developing a comprehensive planning model in Anaplan, Sempre delivered a solution that not only integrates the entire planning process, but also creates intuitive user-focused applications which provide a business unit-centric view of the same data.

They have benefited from enhanced performance and impact analysis across the business, as well as streamlining the entire planning process. By exploiting Anaplan's security and workflow model, they now have a controlled, monitored, and governed process for both month-end and planning cycles.

**Extended Planning and Analysis, and xP&A, like Connected Planning, is about access to the right data and the right insights at the right time to influence decisions and maximise performance.**



# Challenge #2 - Disruption

## Connected Operational Planning

Sempre supported a housebuilder in creating a Plot Production Programme (PPP) Application with Anaplan. Challenges existed in getting near real-time data from sites and updating financial models and production plans.

Sempre developed an integration between on-site mobile data capture applications (e.g. Field View, ASITE) and the PPP application, enabling data captured by site managers to automatically flow into and update financial plans.

They benefited from better collaboration between the sites, regional and group production teams. Information captured once is used by many, which delivers increased forecast accuracy and enables Head Office teams to easily identify delays that might impact financial forecasts.

**Disruption has become the next normal**, and pivoting, course correcting, and transforming are now an ongoing part of everyday business.



# Challenge #3 – Uncertainty

## Cash Is King

So the old saying goes. Corporate financing, from operational gearing through to land appraisals and valuations, is key to managing the cash flow and future success of a business through uncertainty. Sempre supported a construction company with managing both their long- and short-term cash flow forecasts.

Sempre built comprehensive models in Anaplan, taking advantage of its power and flexibility as a purpose-built planning solution, to support working cash flow predictions, long-range forecasting and specific modelling for project valuations and land appraisals.

Confidence in the data, as well as calculations which now can't be accidentally changed, resulted in greater certainty in day-to-day operations and investor confidence.

**Smart CFOs** realise they need to factor in all operational departments' needs and outputs to make the best financial decisions.

The Anaplan Platform opens up sightlines throughout the business, so the finance office can see what's going on in real time in sales, HR, operations, and other areas of the business.

**Sempre Analytics** has 10 year's experience enabling construction companies to connect their data and financial plans both across and outside their organisation, in order to confidently and intelligently plan for the future.

