

25 Bizview Use Cases for Finance Pros





Just a few years ago, a robust enterprise performance management (EPM) was something that only a few relatively large, well-funded organizations could afford.

Most business leaders knew they needed better planning, forecasting, and analytics capabilities, but the majority of SMEs lacked the resources and in-house expertise to manage the technical complexity of those early EPM systems on an ongoing basis.

Today, robust planning, forecasting, and analytics are well within the reach of most

organizations. The best solutions can be managed by users in finance, operations, or other departments—without requiring specialized technical expertise. Flexible collaboration features provide a simple and reliable means of sharing information, soliciting input from stakeholders across the organization, and keeping track of edits from multiple users. Planning, budgeting, forecasting, and scenario modeling have never been easier.

Bizview is a web-based EPM solution that empowers business users to work more efficiently and collaboratively, simplifying planning processes and driving smarter business decisions. It enables organizations to adopt a robust, integrated, and complete budgeting, planning, and forecasting process.

This guide explores some of the most common Bizview use cases for finance professionals.

Planning

It's no secret that thorough and accurate planning is the starting point for impactful business management. An integrated planning process compels stakeholders throughout the organization to think through all the possibilities, plan for contingencies, and look for opportunities.

Many organizations still rely heavily on manual processes to gather and collate information as they develop their plans. That's a lot of work, but inefficiency isn't the only problem with manual processes. They're also highly prone to errors and omissions. The inherent difficulty and time-consuming nature of manual planning processes limits most businesses to relatively long cadences, often performed annually, with cursory review on a periodic basis.

Bizview automates and streamlines planning processes, and can be tailored to fit the way you do business. Here are some of the common use-cases for Bizview in a planning context:

1. Sales budgets: Most sales organizations base their revenue projections on prior years' performance, usually applying a percentage of uplift as they look ahead to the next quarter or year. Bizview integrates with your ERP system or other data sources to extract actual sales data. As you adjust cost-related parameters (such as marketing expenses or sales staff), Bizview can apply formulas to adjust your revenue numbers accordingly. Instead of passing spreadsheets back and forth by email (and hoping that no one inadvertently changes an important formula), you can have a single, consistent view of the truth across your entire organization.

- 2. Production budgets:** Production budgets are driven primarily by sales numbers. With a fully integrated approach to planning, changes to the sales budget can automatically roll up to production. This eliminates inconsistencies across multiple budgets, especially in cases where individual departments previously managed disjointed information in multiple spreadsheets.
- 3. Purchasing budgets:** Your purchasing budgets must align with all the other parts of your organization. As revenue and production are shifted upward or downward, purchasing budgets can remain fully aligned with the other key numbers that drive the business.



- 4. Employee budgets:** Budgeting employee expenses can be challenging because they're often driven by the level of business activity, which can be unpredictable. Bizview's driver-based budgeting features enable planners to establish key factors that drive levels of business activity, which ultimately drive employee expenses. This makes it much easier to accurately predict labor costs.
- 5. Cost budgets:** Budgeting expenses usually starts with a look back at last year's numbers, followed by a detailed review of each line item and projected changes. Because Bizview integrates with your ERP, you get historical expense numbers automatically, enabling you to quickly begin building a budget.
- 6. Result budgets:** A results-based budget begins with the end in mind. In other words, the process starts with a definition of overall business objectives, and revenue and expenses are derived from that. Because Bizview offers a fully integrated approach to planning and budgeting, it eliminates much of the tedious work of producing a results-based budget.
- 7. Project budgets:** If you're considering any specific project-based initiatives, Bizview is an ideal tool because it allows for standalone budgets that can subsequently be incorporated into a larger corporate planning scenario.
- 8. Driver-based budgeting:** Many businesses are turning to [driver-based budgeting](#), which focuses on the key variables that most dramatically impact business performance and ties budget numbers to the physical resources necessary to achieve targets for each of those variables. It can be difficult to manage a driver-based budget, but Bizview's integrated approach makes it easier.



Forecasting

Another key element of effective planning is forecasting. While budgets represent the “hoped for” outcome, forecasts represent management’s actual expectations with respect to business results. The most effective organizations routinely recalculate forecasts based on the latest information available. This affords them greater visibility to performance against the plan, with an increased capacity to adjust to changing circumstances.

- 9. Sales forecasts:** Bizview integrates to your ERP system to monitor actual sales transactions. This creates an accurate foundation for forward-looking estimates, updated in real time. That up-to-the minute accuracy gives you the ability to update forecasts more frequently than if it were done manually.
- 10. Cost forecasts:** The same benefit applies to forecasting expenses. Bizview can update actual costs from your ERP system as soon as they occur.
- 11. Cash flow forecasts:** Cash is the lifeblood of every business. It doesn’t matter how much you’re selling; if your incoming collections don’t match your outflows, you’ll eventually run into trouble. Smart businesses forecast their cash flow frequently to avoid any surprises.
- 12. Demand forecasts:** To understand how the demand for your products and services may fluctuate, you’ll need to consider multiple factors such as seasonality, competitive pressures, and the overall economic environment. Bizview enables scenario modeling to forecast the effects of these and other factors on your business.
- 13. Purchase planning:** Supply chains can be highly unpredictable. As businesses grapple with the innate challenges of operating in a volatile global environment, scenario modeling and a forward-looking approach to the supply chain are more important than ever.
- 14. High-level production planning:** Getting raw materials is only half the battle. Production schedules are especially challenging when the flow of inputs is delayed or disrupted. Effective production planning can guide decisions about optimal allocation of resources, the need for alternate components, and more.
- 15. Workforce planning:** Just as inputs affect production plans, the need for labor can vary widely based on these factors. By forecasting purchases, incoming deliveries, and production, you’ll have a better handle on your labor requirements during the months ahead.
- 16. Utilization planning:** Plant capacity and machine utilization, likewise, are key factors in running a successful business efficiently. By understanding supply and production holistically, managers can gain better insights into utilization and can plan ahead if excess capacity is needed.

Budgeting

While planning focuses on setting revenue and expense targets for specific categories in the Profit & Loss statement, it's also important to be aware of the many options available for driving those processes. Bizview gives you a multifaceted view of your financial outlook by providing multiple options for budgeting methodologies.

- 17. Bottom-up budgeting:** A bottom-up approach to budgeting begins with the workers on the front lines. Goals are communicated up to management from the various departments identifying potential areas for growth. If you're using manual budgeting processes, this can be a challenge. Bizview's advanced collaboration features make it easy.
- 18. Top-down budgeting:** A more common approach is top-down budgeting, which originates from management and proceeds with a back-and-forth dialog that culminates in an agreed budget. Again, the collaboration features built into Bizview offer vast advantages over disjointed manual methods.
- 19. Zero-based budgeting:** This method has gained popularity in recent years because it helps businesses to prioritize and justify costs based on the value those expenses ultimately produce. That requires a good deal of scrutiny to individual budget lines. Users can record their comments and substantiate expenses directly within Bizview, so there's a clear record that justifies costs.

- 20. Hybrid budgeting models:** Many organizations opt for a mix of budgeting models based on their specific preferences. A sales budget, for example, might be driven by a combination of last year's numbers, a percentage uplift, and scenario models that account for factors in the external business environment. They may choose zero-based budgeting for the marketing department, and traditional top-down budgeting for occupancy expenses. Bizview can easily accommodate this kind of hybrid approach.





Other Use Cases

- 21. Time reporting:** Bizview customers can use the product to record and track time spent on specific initiatives, or in specific cost centers. This provides a better view of actual costs, including staff time, which is too often omitted as a “soft cost.”
- 22. Project planning:** If you’re planning and executing projects—and especially if you’re a project-driven organization—Bizview provides a foundation for organizing and planning customer jobs or internal initiatives.
- 23. Cost allocation and reporting:** After spending significant time and resources developing detailed budgets and forecasts, it’s important to know how your organization is performing against the plan. Bizview provides a window into the financial details driving your organization and helps you monitor the numbers that matter most.
- 24. Efficient data collection from many users:** It can be challenging to gather information from users spread across a large organization. This is especially true with a globally dispersed workforce, which often includes remote workers. Bizview enables you to collect information from users on a routine basis and roll those numbers up into company-wide reports.
- 25. What-If Analysis:** Virtually every company is engaged in scenario modeling and “what if” analysis. We live in a highly unpredictable world, and businesses with the greatest agility and adaptability to change will ultimately succeed despite the uncertainty. Advanced analytical capabilities are a tremendous asset in this process. Because Bizview is integrated with source data from your ERP system, your financial models can always remain up-to-date.

How Bizview Helped Värmevärden/Adven to Scale Up

When Swedish heating and energy company Värmevärden/Adven identified a need to improve its forecasting processes, the company turned to Bizview from insightsoftware. The company was growing rapidly through acquisition, which led to the finance team manually feeding data from six different ERPs into its legacy planning system. The manual effort was overwhelming, and the team needed a modern solution to the problem.

Värmevärden used Bizview to consolidate data from the various legacy ERPs and build dashboards connected to the company's centralized figures.

With Bizview, the team discovered the flexibility, visibility, and access that had been missing from the previous solution. This opened the door to a new level of control and individual ownership of the company's data. Värmevärden especially liked the fact that end-users found the product easy to work with and manage, without the need for frequent or extensive help from IT.

Today, Värmevärden operates out of 350 locations, with data merged from 6 ERPs into a single forecasting model. The company was able to shrink its monthly forecasting process from 3 days to just 3 hours and gained the flexibility to model scenarios easily using multiple variables.

How Bizview Helped Nordr Manage Large Real Estate Projects

Large-scale real estate developer Nordr focuses on residential, commercial, and mixed-use developments in metropolitan areas throughout Norway and Sweden.

For Nordr, the planning process requires advanced financial modeling with numerous variables and “what if” scenarios. Managing multiple simultaneous development projects became a massively labor-intensive task for Nordr’s 180-person staff. Kristoffer Danielsen, business controller at Nordr, recalls that his team was stuck in an endless cycle of manually assembling spreadsheets for their planning process—copying/pasting data from various sources and dumping it into one large, convoluted model.

Nordr adopted Bizview for planning, giving the team the ability to understand all of the variables that could affect a given project, all in one place. With one click, they can now gather up all the planning and budgeting information from their projects into a single report. Since implementing Bizview, Nordr has discovered new benefits for management reporting, marketing data collection and forecasting, and more. Bizview has become “information central” for Nordr’s business, catapulting the company into a new era of profitability.

Automate With Bizview

Bizview enables organizations to move away from disjointed manual methods that consume excessive time and energy, replacing those with integrated, automated processes for planning, budgeting, forecasting, scenario modeling, and reporting. That enables you to speed up your planning cycles, enable greater collaboration within your company, and simplify your business processes to drive smarter decisions from more accurate data. To learn more, [contact us to arrange a free, no-obligation demo of Bizview.](#)



About insightsoftware

insightsoftware is a leading provider of financial reporting and enterprise performance management software. We enable the Office of the CFO to connect to and make sense of their data in real time so they can proactively drive greater financial intelligence across their organization. Over 30,000 organizations worldwide rely on insightsoftware's portfolio of best-in-class reporting, analytics, budgeting, forecasting, consolidation, and tax solutions to provide them with increased productivity, visibility, accuracy, and compliance.

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