

Planning in Turbulent Times

Corporate Planner HEI Planning Solutions

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Agenda & Timings

- The Planning Gap Austin 8 minutes
- Practical demonstration Quentin 17 mins
- Benefits you gain Austin 5 mins
- Open discussion All 15 minutes
- Questions, suggestions – by all throughout!



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The Planning Gap

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There's a lot going on in HE

- Open market competition
- More demanding stakeholders
- Future of fee rates
- Generating increased surpluses
- Investing for future performance
- Fast growth challenger institutions
- Future overseas student numbers
- Pension fund liabilities



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Choices

- Growth?
- Diversification?
- Enlarge areas of strength?
- Reduce areas of weakness?

*Assess options, deploy plans,
manage performance*

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*A lot of what Planners do today is ...
.... analytical*

- Management Information & Statutory Returns
- Business Intelligence
- Analysis
- Reporting

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So, how (and who)

.... is putting together the plan for future success?

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A PLAN that is

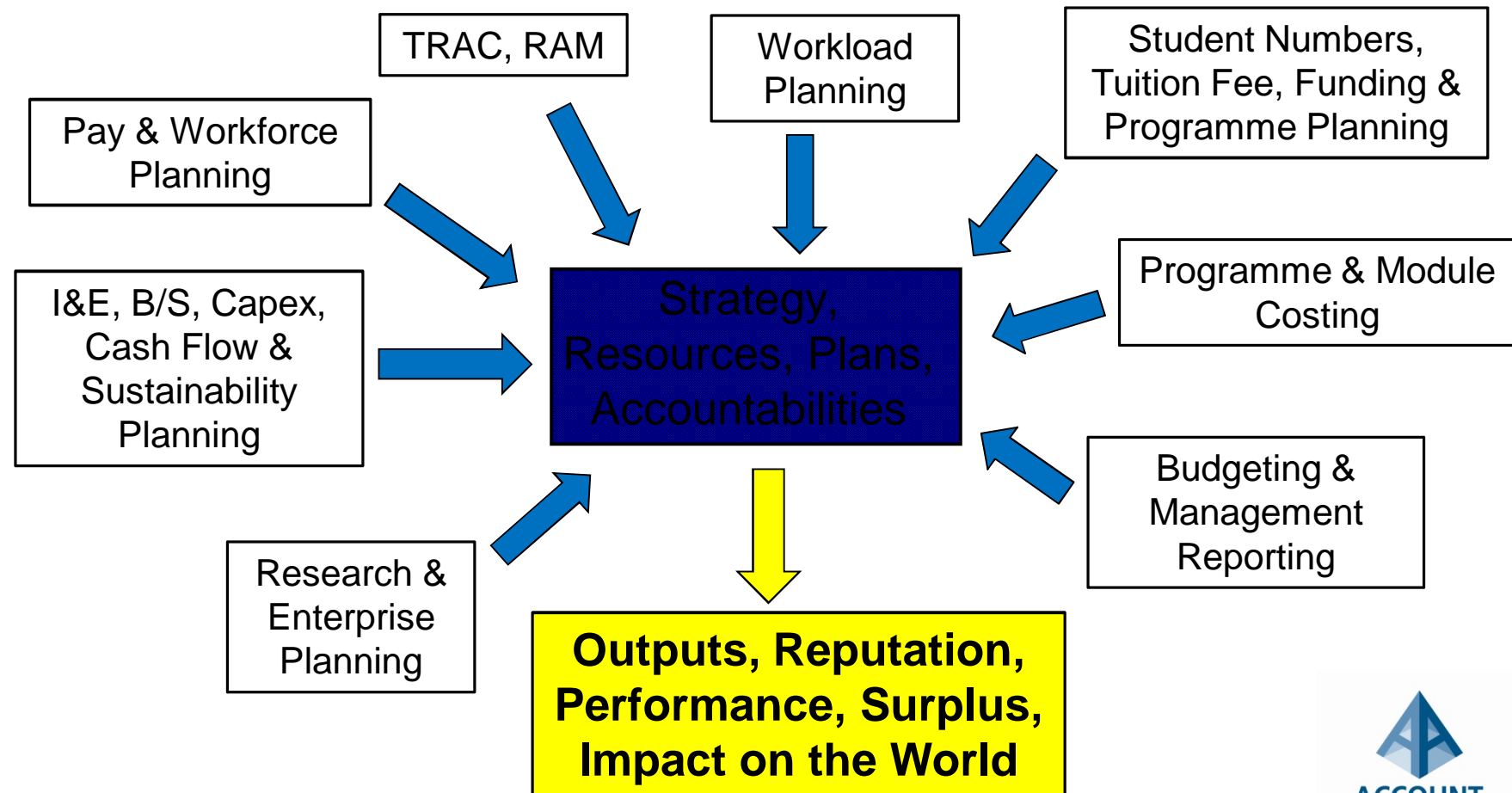
- Strategic
- Operational
- Integrated, a 'single version of the truth'
- Capable of 'what-if analysis'

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These are ***NOT*** the answer:

- Excel
- Access database
- Finance or BI system
- Home grown data warehouse with SQL queries

Account-Ability - Corporate Planner Integrated HEI Solutions





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Here's how ...

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Incremental

Not 'big-bang'



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Benefits you Gain

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Will deliver ...

- ***Better planning***
- ***More efficient planning***
- ***More integrated planning***
- ***Better access & reporting***
- ***Integration with BI systems***
- ***Fast, affordable, little need for IT support***