

Performance *focus*

Actionable principles to position the FP&A function at the center of business performance optimization – summarized one page at a time.

The future of the FP&A value proposition

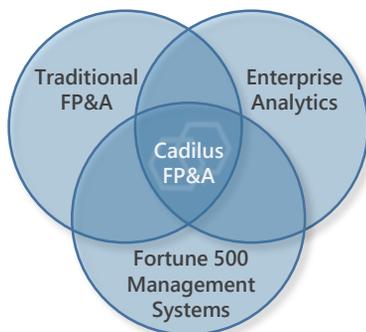
From Support Function to Operating Partner



Introduction

It's the aspiration for most FP&A professionals to evolve from a support function to a true operating partner. To achieve this, FP&A teams should focus on serving three core purposes that enable enhanced decision-making to drive business performance. First, facilitate full stakeholder focus and alignment around strategic and operational priorities. Second, drive enterprise-wide accountability to performance against goals and progress in delivering objectives. Third, create clarity and transparency into business performance drivers through the power of facts, data, and insight.

Enhanced Decision-Making



Business Performance
Optimization

Redefining FP&A as an Operating Partner

Evolving from a support function to an operating partner requires FP&A professionals to break away from the status quo, and think differently about how the role adds value to the business.

- ❑ **Traditional FP&A:** Through foundational planning, budgeting, modeling, forecasting, reporting, and analyzing, traditional FP&A has always been effective at informing which questions decision-makers should be asking.
- ❑ **Enterprise Analytics:** With effective data extraction & transformation, descriptive, predictive, and prescriptive analytics generating rich insights, the answers to decision-makers questions become accessible and actionable.
- ❑ **Fortune 500 Management Systems:** Creating a culture where the right things get done right requires performance goal & objective setting, action plan development, business performance & progress reviews, special attention reviews, and accountability scorecards.

FP&A redefined at the center of these three capabilities will not only enable FP&A to emerge as a true operating partner, but will also create a new systematic way to manage business performance – a system where focus, alignment, accountability, clarity, and transparency are at the forefront of decision-making.