

Report Pages at HP Inc

Michael Moore and Zeke Johansson



Agenda

1. Enterprise Business Planning at HP Inc
2. User expectations set by Powerpoint Presentations
 - Dense slides filled with data and text commentary
 - Not auditable
 - HP Inc Branding
3. Report Pages Demonstration
4. Lessons Learned
 - Page Builder Security v. Model User Security
 - Images
 - Text Formatting and Dynamic Content
 - ALM

One Plan.



End-to-end connected view of the business with clear and aligned assumptions, drivers, inputs and outputs.

No Excel.



AI-based analysis, scenario planning and adjustment tracking, with automated data feed

Real-time Decisions.



Real-time collaborative platform with embedded narratives and powerful data visualization



Michael Moore

Enterprise Planning Architect



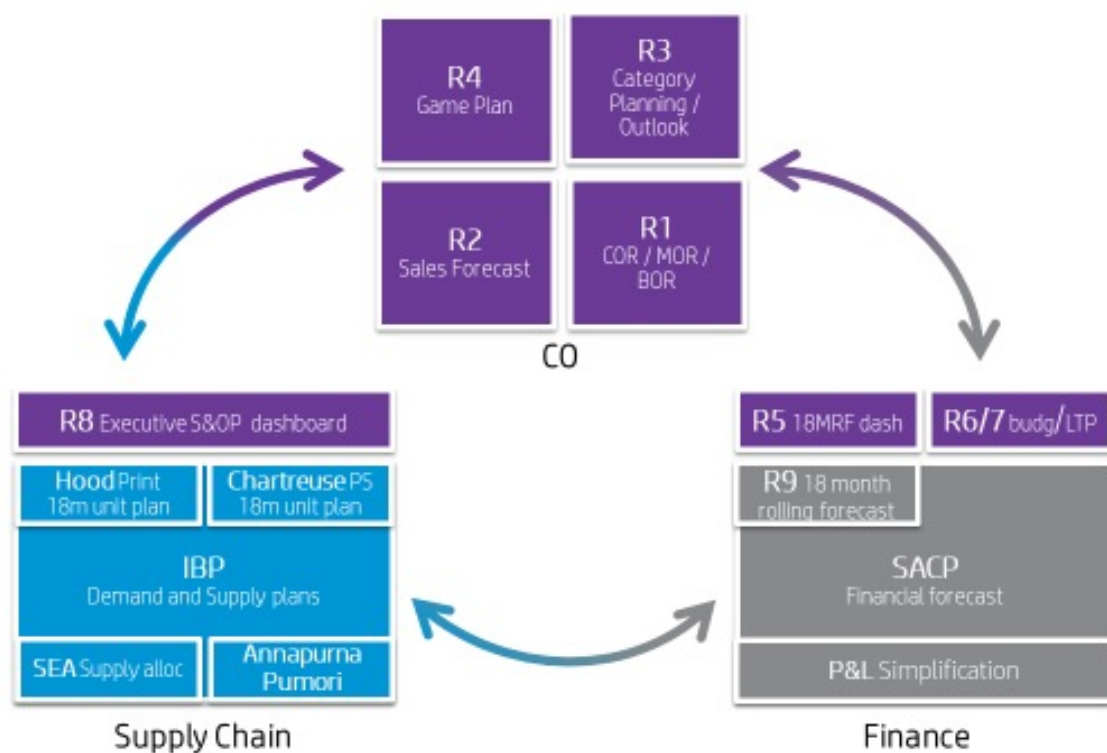
Zeke Johansson

Manager | Finance and Enterprise
Performance



Overview of the EBP Ecosystem

Releases 4, 6, 7, 8 haven't started. Everything else is done or in progress.



Deloitte is Anaplan's #1 partner

Deloitte has been awarded Anaplan Global Partner of the Year seven years in a row. Most of our clients start small with a focused pilot, followed by an expansion across the organization.

Deloitte & Anaplan partnership

Deloitte & Anaplan partnership	1st partner Deloitte was Anaplan's first partner 	500+  Successful Anaplan implementations led by Deloitte globally
750+ Deloitte consultants trained and certified 	Truly global Dedicated practices in over 27 countries in AMER, EMEA and APAC 	Deloitte is a proud Anaplan customer  in 10+ countries
Anaplan named in Deloitte FAST500	Global Partner of the Year Deloitte recognized for this honor for seven years 	100+ Deloitte solutions powered by Anaplan 

Global Anaplan practice

Onsite teams

Consultants in every major market

Offshore teams

Cost efficient Anaplan model builders and integration specialists

Nearshore team

Model builders that are based out of our US delivery center



- Delivering **global Anaplan projects** in sales, marketing, finance, supply chain, tax, HR, IT, and operations
- **Global Implementation Partner of the Year** from 2015 to 2021

2021 Global Partner of the Year:

Deloitte was recognized for continuing to deepen its relationship with Anaplan and drive customer value through connected planning. Deloitte is committed to an accelerated growth plan to improve value that joint customers achieve with Anaplan's connected planning platform in finance, sales, and supply chain.¹

Delivery Highlights

Mobile



- HP CFO demanded **data transparency on the go**. We are deploying mobile-specific pages to **L1 and L2 executives** to support
 - Business Operations Review
 - Executive Financial Forecasting
 - Executive S&OP

Optimizer



- Monthly commercial planning is facilitated through **supply allocation** that is built with **Optimizer to maximize** for
 - Revenue
 - Gross Margin

Management Reporting

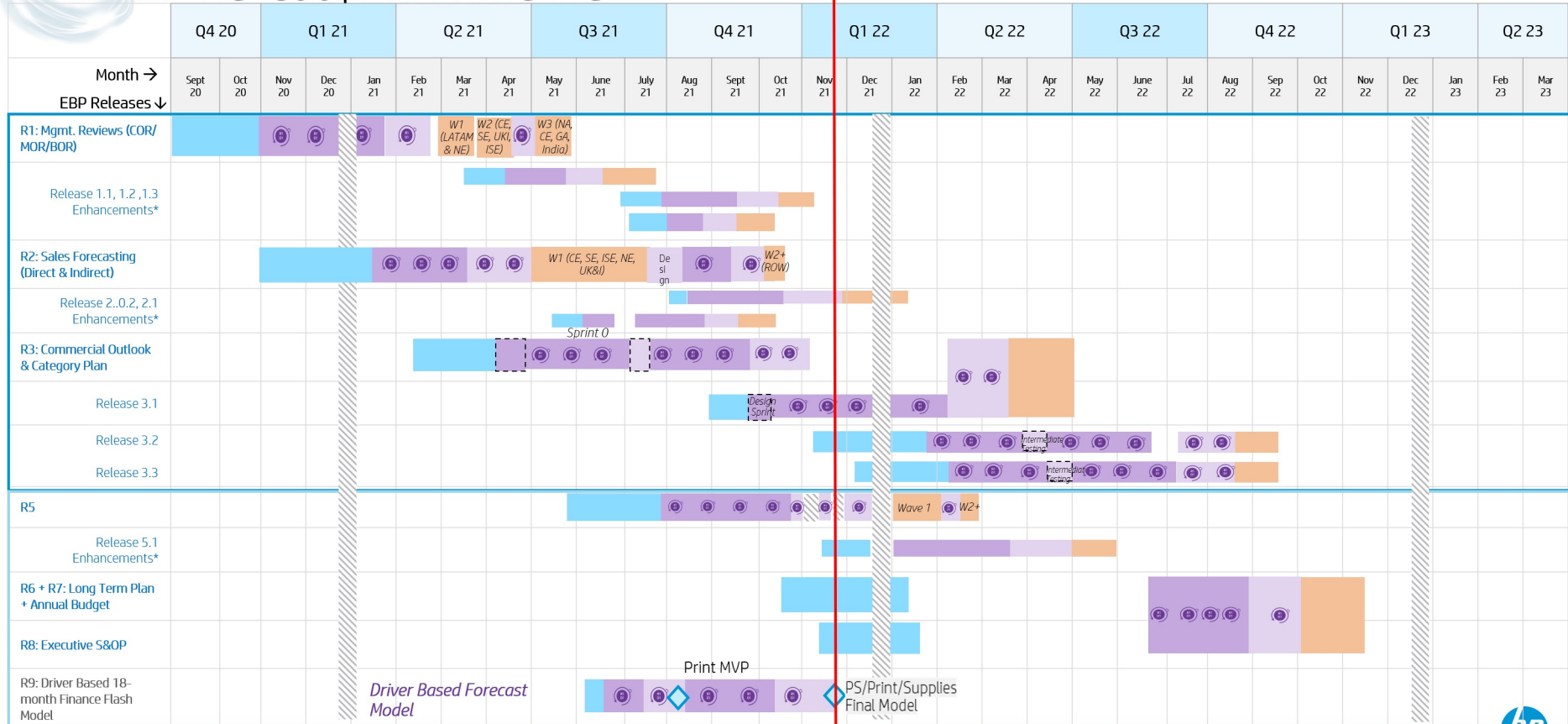


- HP requested a higher visualization-impact for **weekly reporting to HP CEO**, management reporting will include
 - Business Operations Review
 - Executive Financial Forecasting
 - Executive S&OP

HP EBP Re-Cut | E2E Timeline

Track 1

Track 2



Discovery

Plan & Commit

Execute & Coordinate

Deliver & Improve

Discovery

Plan

Development Sprints

Testing Sprint (SIT + UAT)

Deployment

Roll out & CX

Yearly Freeze

Yearly Freeze

*Timeline for Enhancement Releases being finalized



Jul Outlook – OEM BMW Summary

	PHS OEM OOP	Q1'21	Q2'21	Q3'21	Q4'21	FY'21
Jul Outlook						
Y-Y						
vs Budget						
vs Jun Flash						
Floor						
vs Budget						
vs Jul Outlook						

Supply Constraints

Product Mix

Costs

Vs Floor

Q4 Risk

- User expectations set by Powerpoint Presentations
- Dense slides filled with data and text commentary
 - Not auditable
 - HP Inc Branding

Canon Funding - Jul Outlook

Date: 07/22/2021

Programs	FY20	FY21	FY21	FY21				YoY	FoB	FoF Delta					FoF
	Actuals	Budget	Jun Flash	Q1	Q2	Q3	Q4			Q1	Q2	Q3	Q4	FY21	
SHWD/Bentol Q5/Q5+ OEM supply															
Fixed funding															
CRG funding program															
CRG funding carry over															
Funding adjustment															
Supplies															
HW Base funding															
Fixed funding															
VIO															
TTL															
Funding adjustment															
Total HW															
Grand total															
Total less HW Base Funding															

Pre-allocated Flash

1	WW - Q3'21	Q3 Jul Flash	vs Jun flash	% to Flash	YoY
	Gross New Enrollments (k)				
	Cum Enrollees (Jun F'cast)				
	Net Revenue (\$M)				
	GM (\$)				
	GM%				
	R&D				
	Marketing				
	Admin				
	OPEX				
	OOP (\$)				
	OOP%				
2	WW - Q4'21	Q4 Jul Flash	vs Jun flash	% to Flash	YoY
	Gross New Enrollments (k)				
	Cum Enrollees (Jun F'cast)				
	Net Revenue (\$M)				
	GM (\$)				
	GM%				
	R&D				
	Marketing				
	Admin				
	OPEX				
	OOP (\$)				
	OOP%				

Margin

OOP

Margin

OOP

Report Pages Demo

L1 BOR | Executive Summary

Corporate Summary

- Revenue Sep Flash is \$\$\$\$\$\$
- Printing revenue is \$\$\$\$\$\$
- PS revenue is \$\$\$\$\$\$
- Channel inventory is projected to be \$\$\$\$\$\$
- Q4 BMW: Print is \$\$\$\$\$\$ PS is \$\$\$\$\$\$

Execution Status

Printing

Sell-Thru

Supplies:
 [Yellow dot] [Bar chart]
 [Yellow dot] [Bar chart]
 [Green dot] [Bar chart]

Secured

Hardware:
 [Green dot] [Bar chart]
 [Yellow dot] [Bar chart]
 [Green dot] [Bar chart]
 [Green dot] [Bar chart]
 [Green dot] [Bar chart]

Personal Systems

[Green dot] [Bar chart]
 [Green dot] [Bar chart]
 [Green dot] [Bar chart]
 [Green dot] [Bar chart]
 [Green dot] [Bar chart]

- ST: Actuals include current week actuals for EMEA & APJ, forecast for AMS (Core Print updated on Friday with AMS)
- Revenue secured: not synched with unit secured, we have 2 days delay between Finance secure and SC secured

CO PS Dashboard

Quarterly Flash	Flash	vs Prior Flash	vs Budget	vs Goal	Y/Y	Y/Y %	Q/Q %	Q/Q LY %
FNUB Units	19100	0	0	-	1386			
Net Revenue \$	10427	0	0	-	1			
Owned GM \$	1194	19	0	-	-194			
Owned GM %	11.6%	0 ppt	0 ppt	-	-1.8 ppt			
COOP USD	-							
COOP %	-							
OOP USD	-							
OOP %	-							

QOTD MS Units	Goal	Load (kU)	Load vs Goal (%)	Load LY	Secured (kU)	Secured vs Goal (%)	Qtr Gone (%)	Secured LY
BPS	-	-	-	-	-	-	-	-
CPS	-	-	-	-	-	-	-	-
Personal Systems	-	-	-	-	-	-	-	-
Displays	-	-	-	-	-	-	-	-
Workstations	-	-	-	-	-	-	-	-

Service Order \$ and P-Date	Flash	Y/Y	vs Budget	Flash P-rate	Y/Y	Load	vs Flash
BPS Lifecycle Services	236	85%	4.6%			256	108%
CPS Lifecycle Services	35	106%	0.6%			34	99%
Custom Offers	71	95%	-			60	96%
BPS Proactive Mgmt & Security	-	-	-	-	-	-	-
Total PS Services	343	9%	89%			350	105%

QTD TI Sales \$	Flash (M\$)	Y/Y(%)	QTD Actuals (M\$)	QTD Actuals Y/Y(%)	Wkly Avg (M\$)	LTS (M\$)	LTS Y/Y(%)	Wkly Avg LTS (M\$)
BPS	3,088	(7%)	3,247	1%	433	(338)	-	(113)
CPS	3,800	24%	3,065	25%	384	(40)	-	(13)
Personal Systems	7,788	6%	6,311	11%	817	(377)	-	(126)

TI Wk 5 Weeks	EFR Range (Weeks)	Actuals (Weeks)	Flash (Weeks)	LY EOQ (Weeks)
BPS	-	-	5.0	3.8
CPS	-	-	3.5	7.0
Personal Systems	5.1 - 6.0	-	4.3	5.2

QTD FNUB Units	Flash (kU)	Load (kU)	Load vs Flash (%)	Load LY (%)	Secured (kU)	Secured vs Flash (%)	Qtr Gone (%)	Secured LY (%)
BPS	9,900	19,407	196%	-	10,037	101%	-	-
CPS	9,200	13,577	147%	-	8,918	97%	-	-
Personal Systems	19,100	32,935	172%	-	18,955	99%	-	-

QTD Revenue \$	Flash (M\$)	Secured (M\$)	Secured vs Flash (%)	Qtr Gone (%)	AUP Flash (\$)	AUP Secured (\$)	AUP Secured vs Flash (%)
BPS	6,039	3,813	63%	-	610	555	91%
CPS	4,370	3,192	73%	-	475	478	101%
Personal Systems	10,427	7,005	67%	-	546	517	95%

Owned CM \$ and %	Flash (M\$)	Secured (M\$)	Secured vs Flash (%)	Qtr Gone (%)	Flash (%)	Secured (%)	Secured vs Flash (ppt)
BPS							
CPS							
Personal Systems							

QEA Net Revenue	Flash (M\$)	Y/Y(M\$)	Y/Y(%)	Flash vs Budget (%)	Load(M\$)	Load vs Flash (%)	Secured (M\$)	Secured vs Flash (%)
Displays	537	(47)	(8%)	-	435	81%	359	67%
Accessories	316	(7)	(2%)	-	210	66%	173	55%
HW Attach	853	(54)	(6%)	-	645	76%	533	62%
3PO*	39	8	27%	-	47	121%	38	97%
Total Compute Connect*	893	(45)	(5%)	-	692	78%	571	64%

Channel Aged	Goal(%)	QTD Actuals(%)	EOQ Projection	QTD Actuals(%)	EOQ Projection
BPS	-	27.6%	-	297	-
CPS	-	9.4%	-	87	-
Personal Systems	-	19.2%	-	384	-

FQ4 HIGHLIGHTS

Sep Dev Flash
 -Unintended
 -Current Secured
 -SC FQ4 exit Medium case
 -Assessing potential upside

COOP Sep Flash
 -Potential COOP upside
 -Continue to monitor

BPS Sep ST Flash at
 -QTD ST
 -Week 6
 -WOS
 -FQ4

CPS Sep ST Flash at
 -QTD ST
 -Week 6
 -WOS
 -FQ4 Age

CQ3 Share
 -CQ3 Aug
 -CQ3 Share
 on Aug
 -CQ3 share
 -CQ3 SC Outlook
 on Aug Mid Qtr MAP; Best

Services Orders
 -Sep Flash
 -Flash



Lessons Learned

- Page Builder Security v. Model User Security
 - Model enforces selective access by geography
 - Only Page Builders can format text
- Images
 - GOOD: provide branded content
 - GOOD: can scale rectangles to any size
 - BAD: must control the image server
 - WISH: vector images to scale better
- Text Formatting and Dynamic Content
- ALM

Tips & Tricks

- Text overlay
- Style templates – thanks Steve Prendergast
- Multiple object select

One thoughtful
idea has the
power to change
the world.

