

A decorative background graphic consisting of a grid of light gray squares that recede into the distance, creating a sense of depth and perspective. The squares are arranged in a pattern that suggests a path or a field of data points.

DEEP-DIVE INTO THE FINANCIAL PLANNER

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TODAY'S SPEAKERS



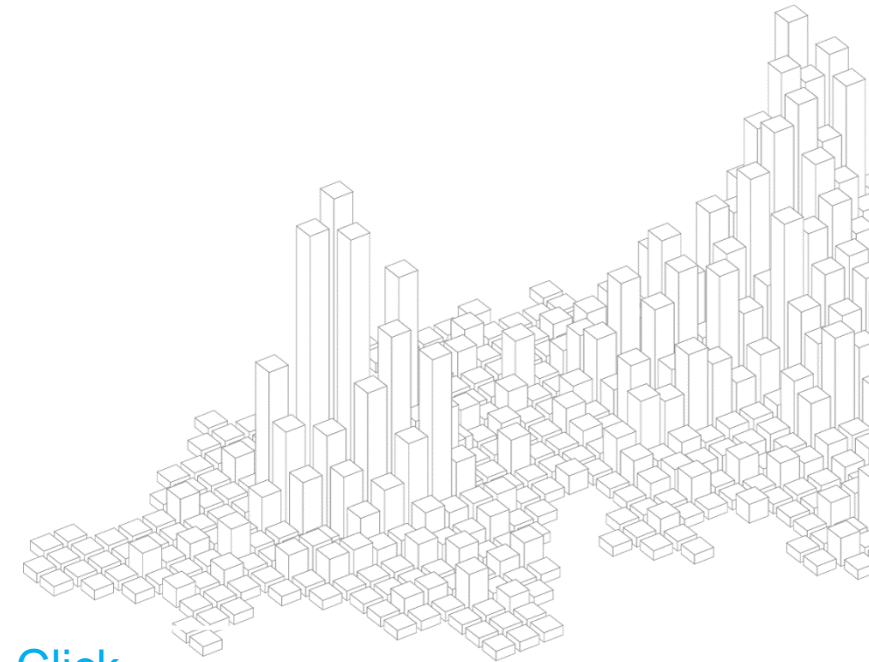
Aidin Mohsenin,
Director of Customer Success



Eric Demers
Senior Solution Consultant

HOUSEKEEPING

The screenshot shows a GoToWebinar interface with two main panels. The top panel is titled "Audio" and includes a "Sound Check" indicator, radio buttons for "Computer audio" (selected) and "Phone call", a "MUTED" status, a microphone selection dropdown (Logitech USB H...), a volume slider, and a speaker selection dropdown (Logitech USB Hea...). The bottom panel is titled "Questions" and features a large text input field with the placeholder text "[Enter a question for staff]". A "Send" button is located at the bottom right of this panel. A red arrow points from the text "Type in your question here" to the text input field. Another red arrow points from the text "Click Send" to the "Send" button.

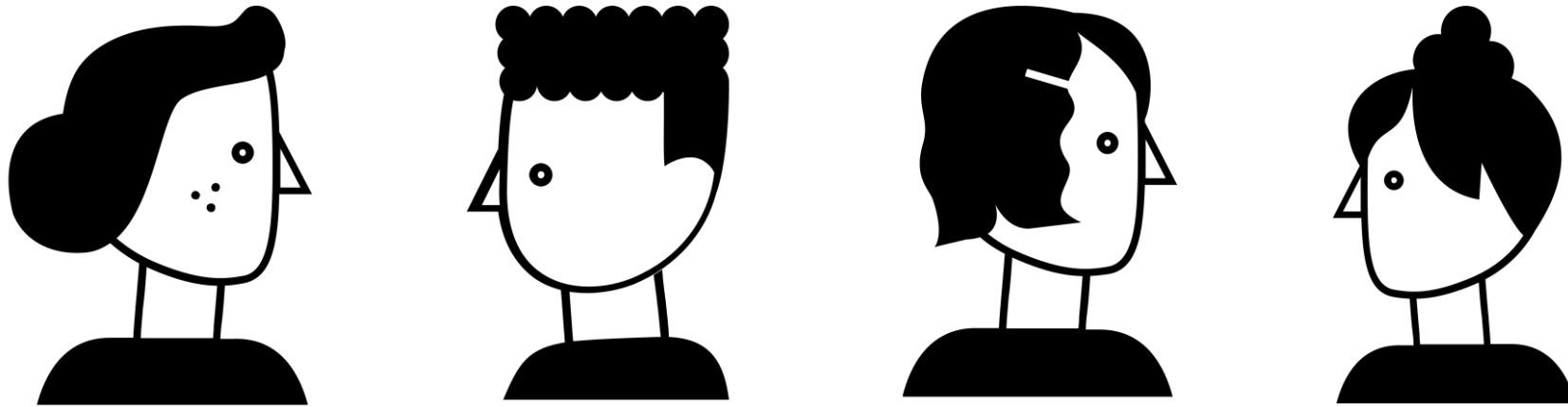


Click
Send

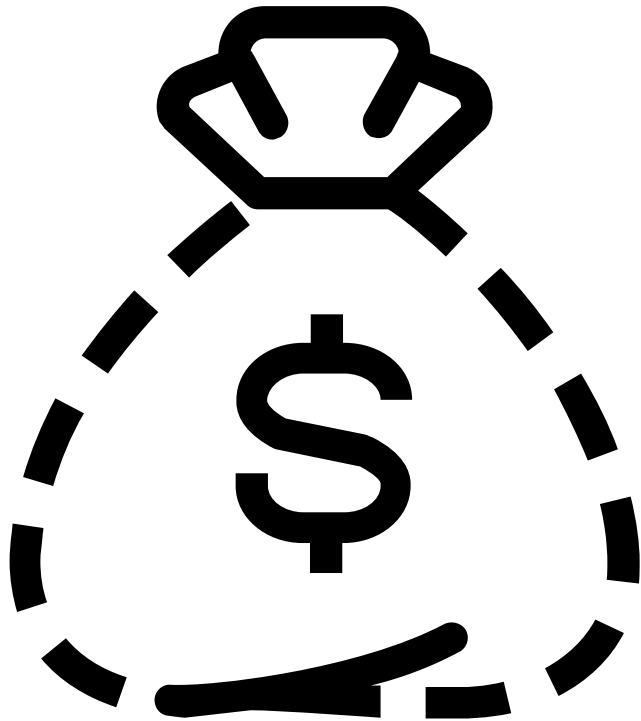
AGENDA

- + Who is this for?
- + Why do financial planning?
- + Key elements
- + What you will see in Tenrox:
 - + Basic Financial Planning
 - + Intermediate Financial Planning
 - + First Steps
- + Q&A

WHY HAVE THIS CONVERSATION?



WHY DO FINANCIAL PLANNING?



- + In short: numbers matter
- + No one like surprises
- + Compliance and necessity
- + Ownership

POLL: HOW MATURE IS YOUR CURRENT FINANCIAL PLANNING PROCESS?

1. Mature: automated processes; high visibility into risk
2. Immature: labor-intensive; error-prone
3. Planning to start doing it soon
4. Someone else is taking care of it
5. Financial *what?*

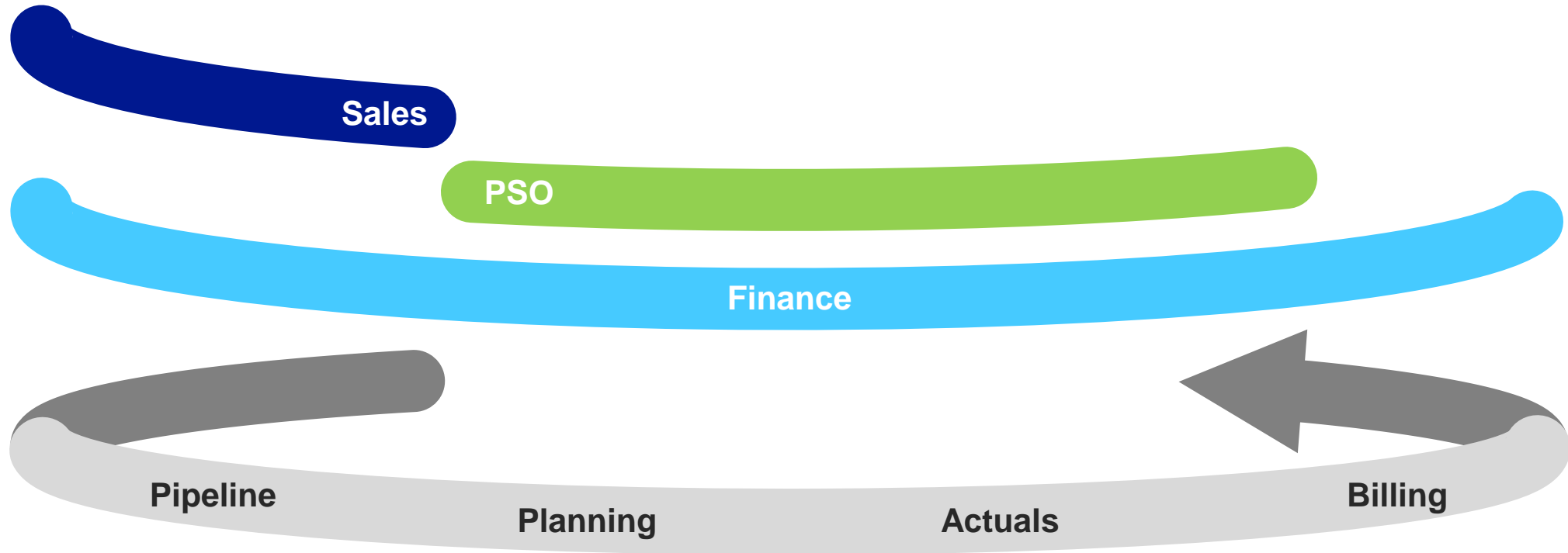
YOU'RE PROBABLY ALREADY DOING FINANCIAL PLANNING

On-the-fly, under pressure
commitments!

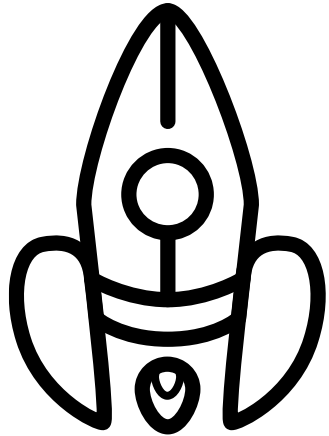
... are they backed up by easily
accessible numbers?



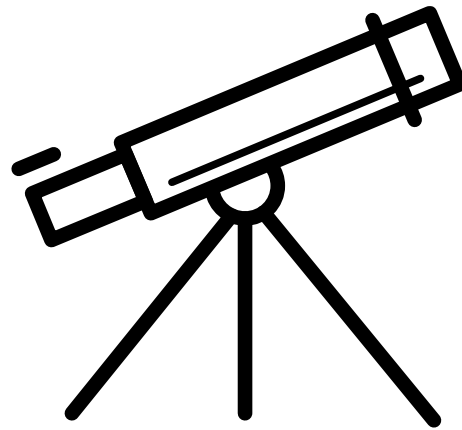
FINANCIAL PLANNING IS NOT AN EVENT... IT'S A PROCESS



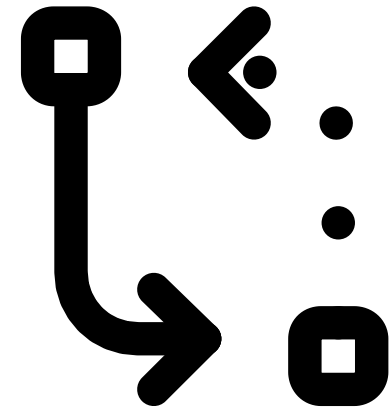
ELEMENTS OF A MATURE FINANCIAL PLANNING PROCESS



Forecast



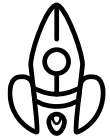
Monitor



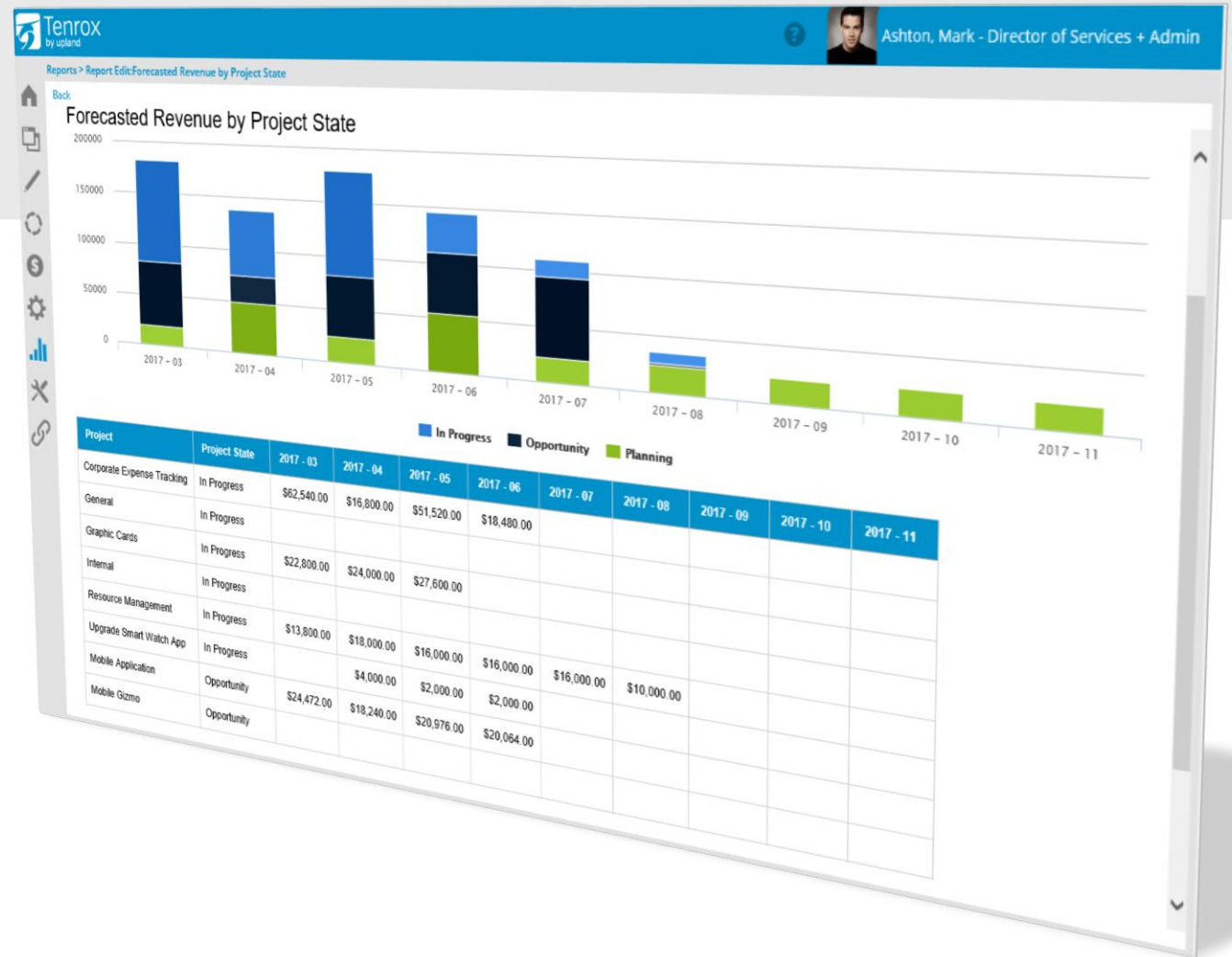
Adjust

TENROX FINANCIALS: A PRIMER

+ Without Financial Planner:



+ With Financial Planner:

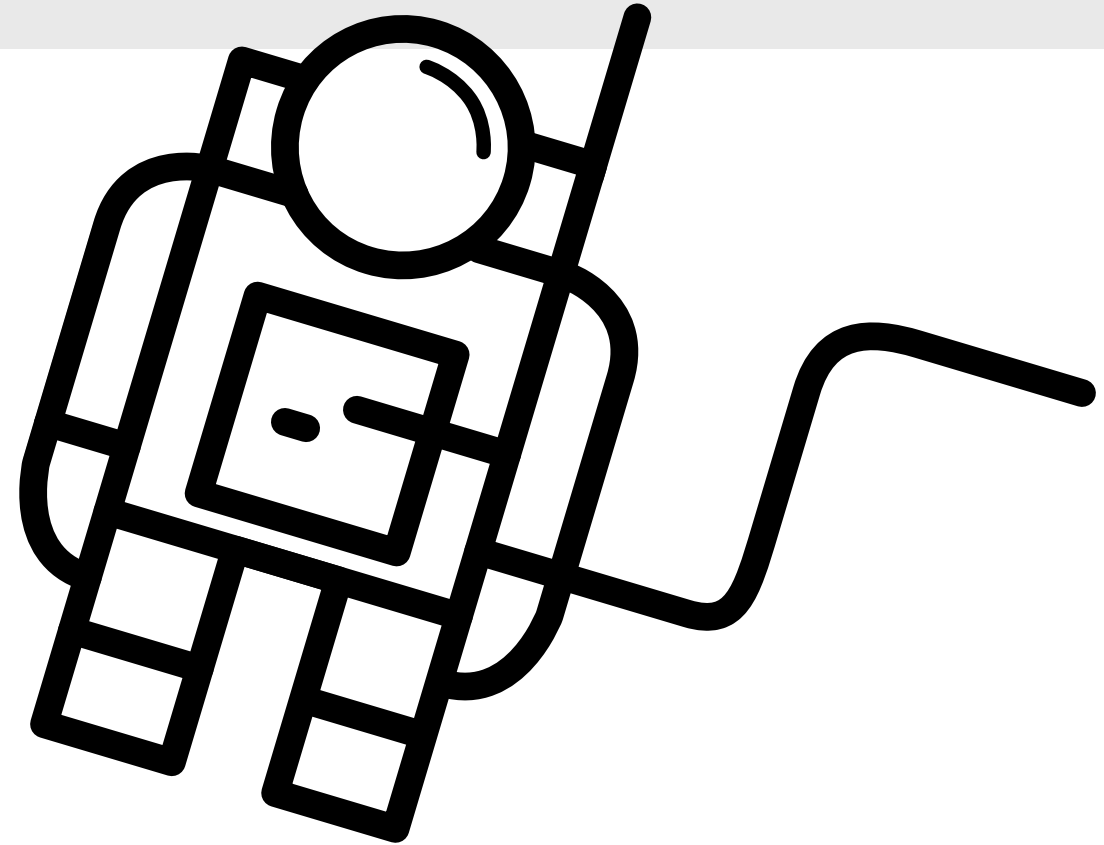


DEMO: BASIC FINANCIAL PLANNING

- + Translating a project's resource plan into a financial plan
- + Forecasting and monitoring project cost and revenue
- + Determining the project's estimate at completion

A QUESTION OF MATURITY

- + Financial Planning doesn't live in a vacuum
- + Higher compliance on work plans, timesheets drives higher ROI



DEMO: INTERMEDIATE FINANCIAL PLANNING

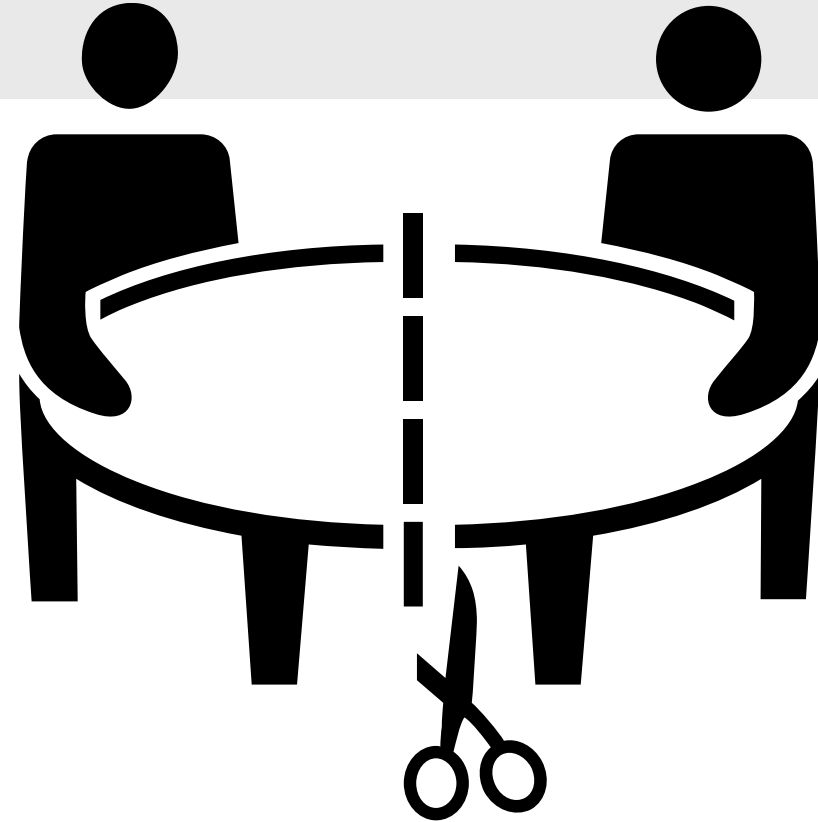
- + Different recognition methods
- + Switching to cheaper resources

POLL: WHAT ARE THE BIGGEST RISKS TO YOUR FINANCIAL PLANS?

1. Inaccurate Estimation
2. Resource Turnover
3. Internal/External Resource Availability
4. Other: [_____]
5. I don't even know!

« WHERE CAN I START? »

- + Possible challenges:
 - + Resource Management is not automated
 - + Time tracking compliance issues
 - + Low appetite for change
- + Start simple, keep them separate!



DEMO: FIRST STEPS

+ No work plan

POLL: CAN YOUR ORGANIZATION BENEFIT FROM BETTER FINANCIAL PLANNING?

1. Yes
2. No

IN SUMMARY

- + Financial Planning is all about avoiding surprises
- + Key elements
 - + Forecast
 - + Monitor
 - + Adjust
- + Crawl-Walk-Run process in Tenrox

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**For more information,
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