



100% Client Success  
250+ Clients, 500+ Projects

## Rolling Forecast

### What is a Rolling Forecast

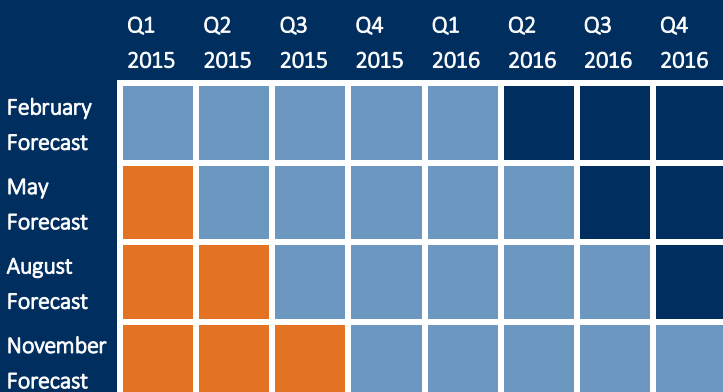
A rolling forecast is not about specific targets or predetermined expectations; instead, it drives more strategic decisions versus tactical decisions made to “hit a number”. A rolling forecast is essentially a more fluid approach to the planning process that creates a cycle of continuous planning and avoids the year-end “wall”.

### Traditional vs. Rolling Forecast

Traditional Planning Process	Rolling Forecast Process
Year-end Wall	Always a fixed number of months into the future
Budgets are “fixed”; forecasts are adjusted snapshots of budget	Updated continuously
Time intensive to update; budget is annual “event”	Takes only days to develop each forecast
Typically planning is at a lower level	Key drivers only
Negotiated targets	Flexible what-if and R&O focused outcomes

### Key Components of a Rolling Forecast

- Focus on Key Drivers versus a detailed list of assumptions
- Update key drivers on a regular and predetermined basis
- Incorporate the latest known impacts on the business
- Utilizes the “what-if” scenarios to evaluate catastrophic events
- Risk and Opportunity schedules are important to evaluate a range of impacts to the “what-if” scenarios



Make your job easier ....  
And hit your targets with  
a Rolling Forecast

Contact us:  
Insights@finit.com

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## Rolling Forecast in Hyperion Planning

- Main objects used to enable Rolling Forecasts are substitution variables
- Global placeholder for information that changes regularly

**Variables**

User Variables    **Substitution Variables**

Action View + ✎ ✕ 🔗 📄 📄 Detach

Application	Plan Type	Name	Value
ChrisMrt	All Plan Types	ThisYear	FY11
All Applications	All Plan Types	Scen_Partition	"Actual"
ChrisMrt	All Plan Types	Scen_Partition	"Actual"
ChrisMrt	All Plan Types	RF_Start_Yr	FY15
ChrisMrt	All Plan Types	RF_StartMnth	Jan
ChrisMrt	All Plan Types	RF_EndYr	FY16
ChrisMrt	All Plan Types	RF_EndMnth	Jun

- Substitution variables are auto-generated via the Planning web interface

**Form and Ad Hoc Grid Management**

Simple Form: Rolling Forecast - Out of the Box

Properties    **Layout**    Other Options    Business Rules

**Point of View**

Rolling Forecast    Working  
 Local    Aaron Mart  
 DP\_001    Ice Cream Novelties

**Page**

**Columns**

A  
 Years  
 Period

**Rows**

1    Units - Sold,Units - Sales Price,Units - Purchas

**Grid Properties**

Rows  
 Suppress missi  
 Suppress missi  
 Default row hei

Columns  
 Suppress missi  
 Default column

**Other**

Dimension

Senment P

Select Members  
 Add Column  
 Add Formula Column  
 Add/Edit Validation Rules  
 Rolling Forecast Setup

We Provide

## UNMATCHED EXPERIENCES

### ADVOCATES OF YOUR INTEREST

We believe that creating value starts with aligning ourselves with your best interests and acting as your advocates.

### DRIVEN TO DELIVER

Our work is both personal and purposeful. We pride ourselves on our grit and in our innate desire to execute and deliver.

### TRUSTED & PROVEN

Since our inception in 2002, we have built a track record of success. All our clients are references.

### TAILORS OF OUR CRAFT

A great solution is rooted in the depth of experience and is tailored to fit a specific and unique set of needs.

### A CULTURE OF INTEGRITY

Running our business with a focus on people instead of profit is what truly makes our organization unique.