



Project Study:

One Platform – One Single Point of Truth

SAP & SAP Pioneer Financial Services Forum Europe July 2023



Stefan Peuz

ING Germany

Head of Financial Controlling

- Experienced Lead in **Finance** and **Manager of IT-Projects**
- **More than 10 years** of experience at ING
- Steering the project **My P&L** from the scratch



Christian Runde

ADWEKO Consulting GmbH (part of X1F)

Manager PaPM Projects

- **More than 15 years** experience in Banking und IT projects
- **SAP PaPM Lead Consultant** in various projects
- Several years **SAP PaPM experience**

Agenda

1

Purpose of My P&L | The Single Point of Truth

2

Golden source of data | SAP BW

3

Calculation Engine | SAP PaPM

4

One Platform | My P&L in SAP FIORI

5

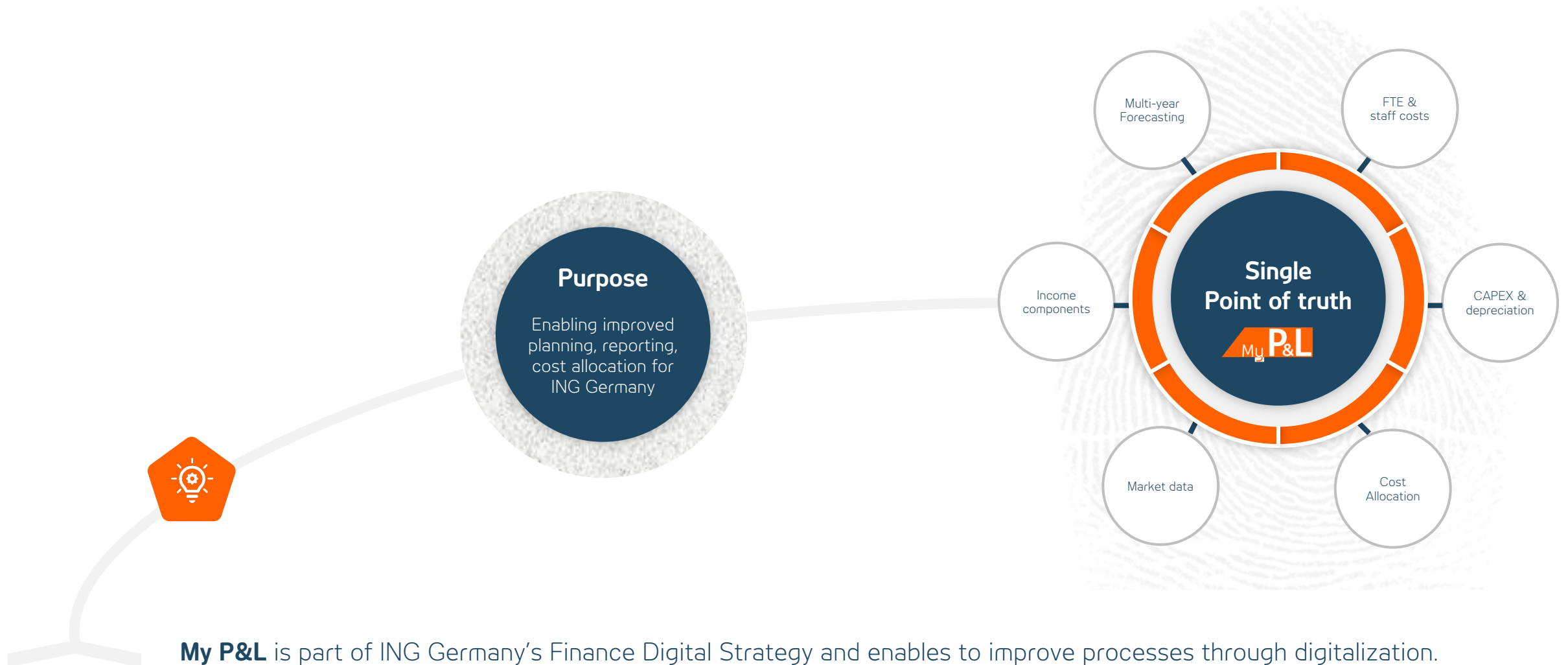
Q&A



Purpose of My P&L | The Single Point of Truth



Purpose of My P&L | The Single Point of Truth



My P&L is part of ING Germany's Finance Digital Strategy and enables to improve processes through digitalization.

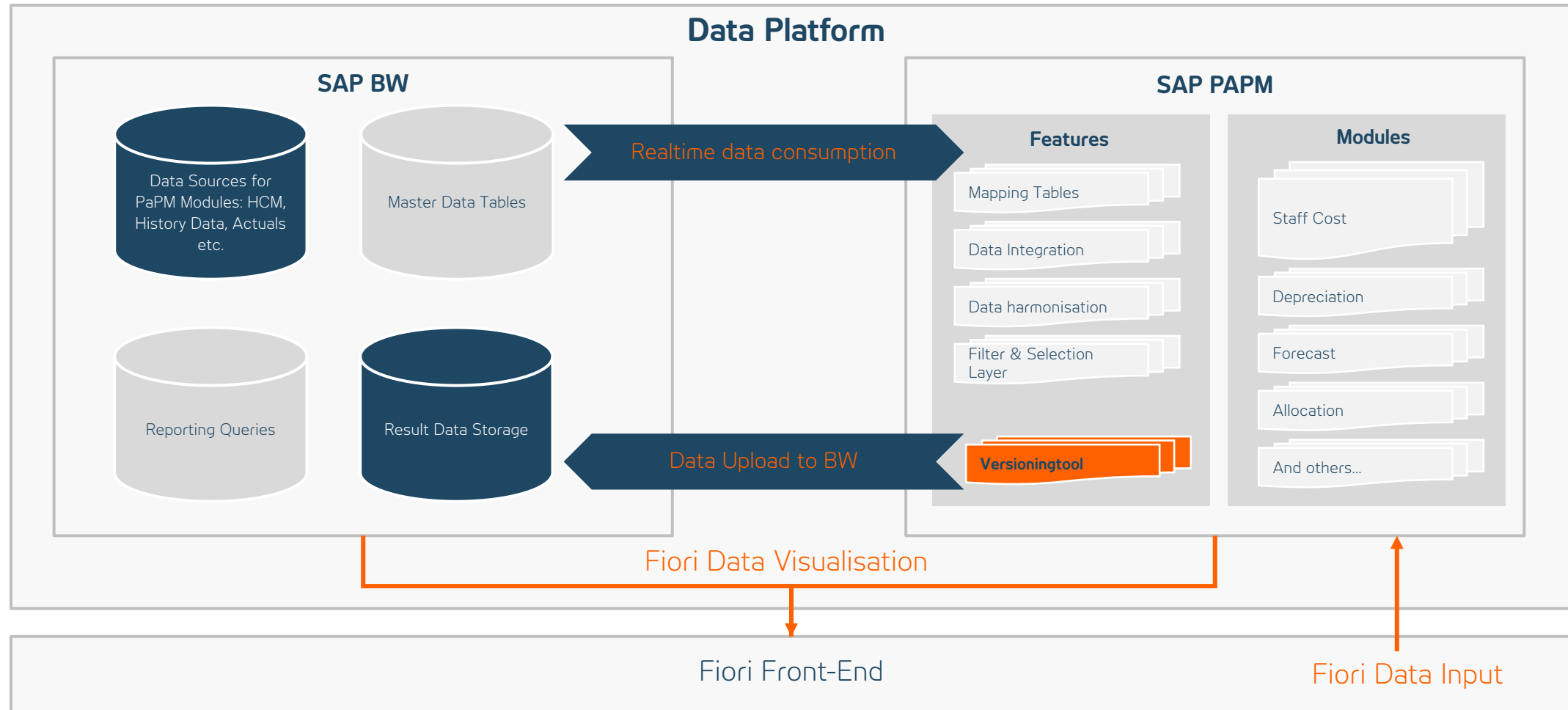
ADWEKO
ITS people's business.

ING 

Golden source of data | SAP BW

One Platform – One Single Point of Truth

The Output2Input Data flow with the help of SAP PaPM Versioningtool allows to harmonize all DSOs and orchestrates the data selection:



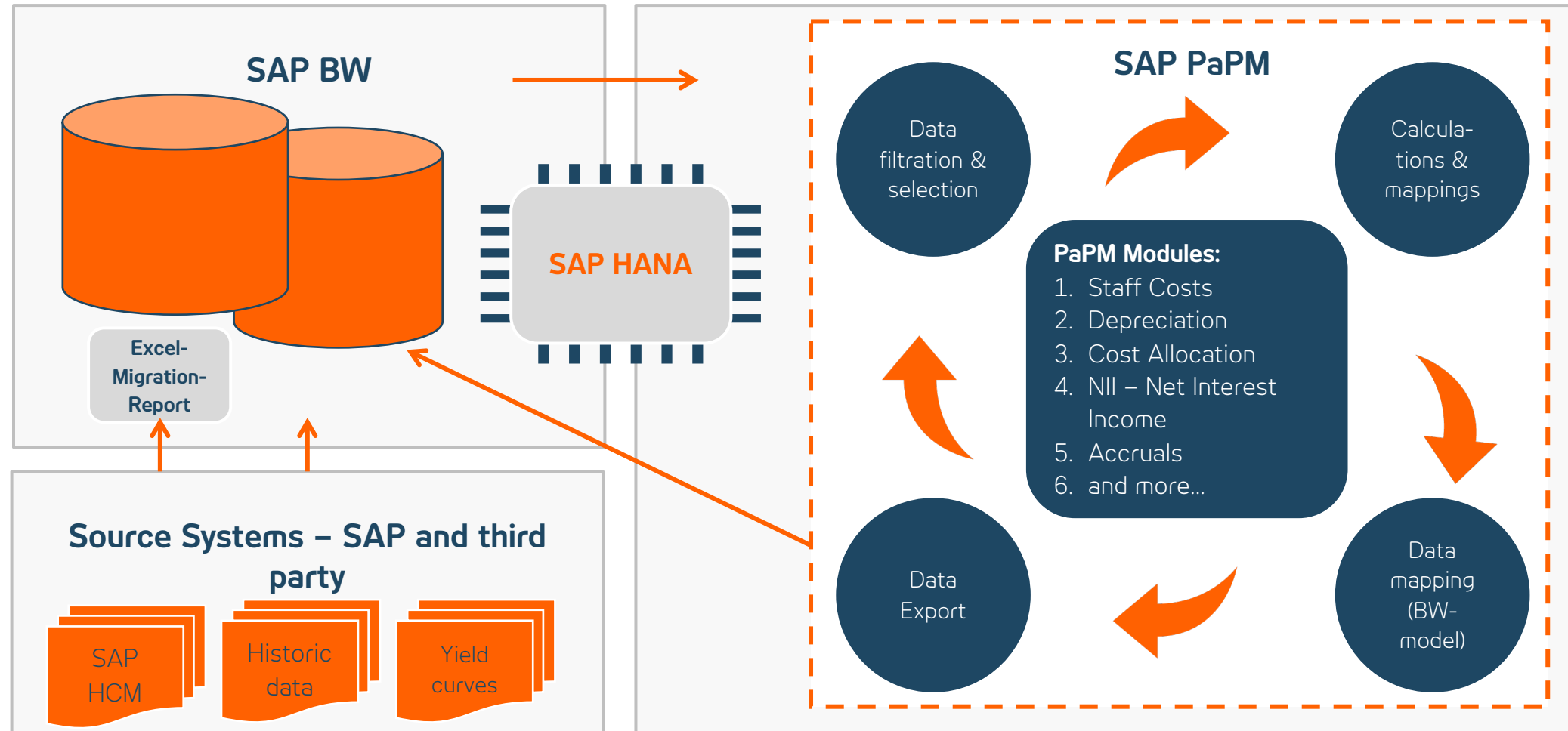
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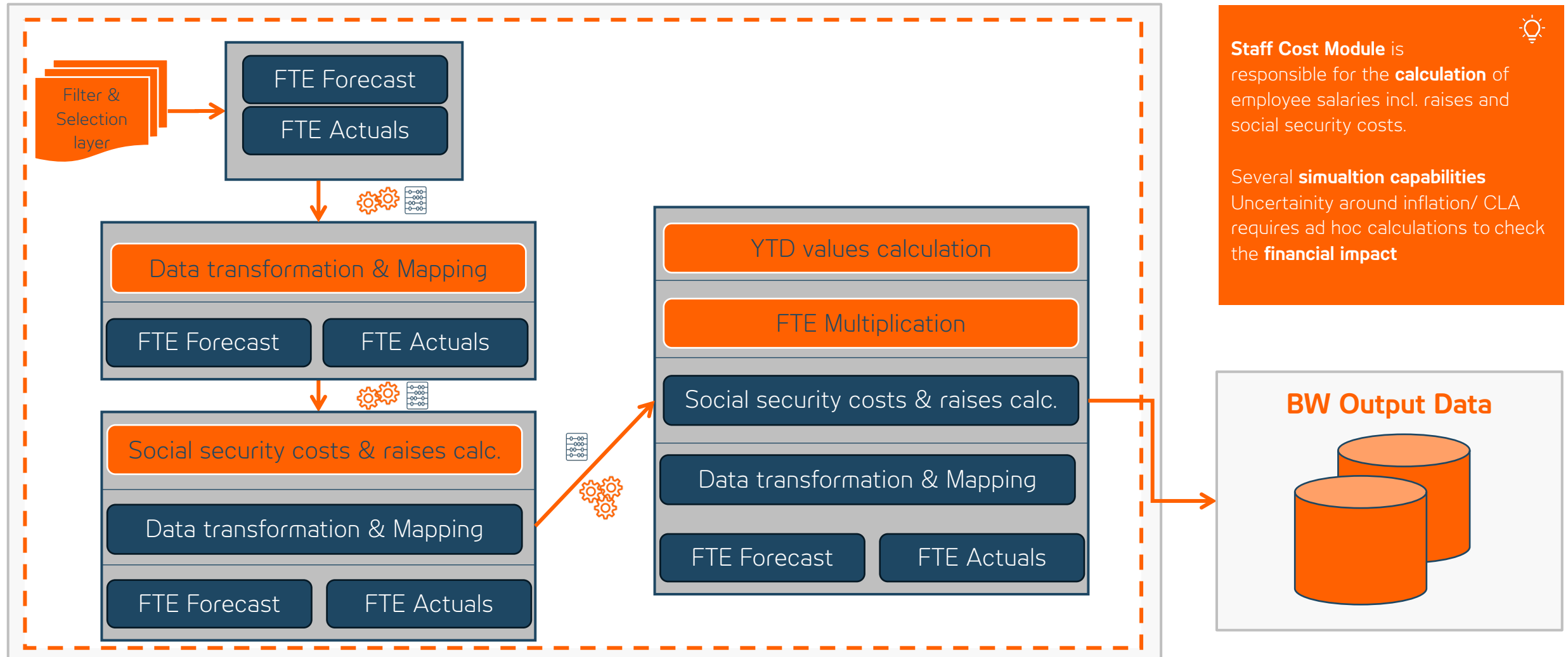
Calculation Engine | SAP PaPM

PaPM Calculation Engine

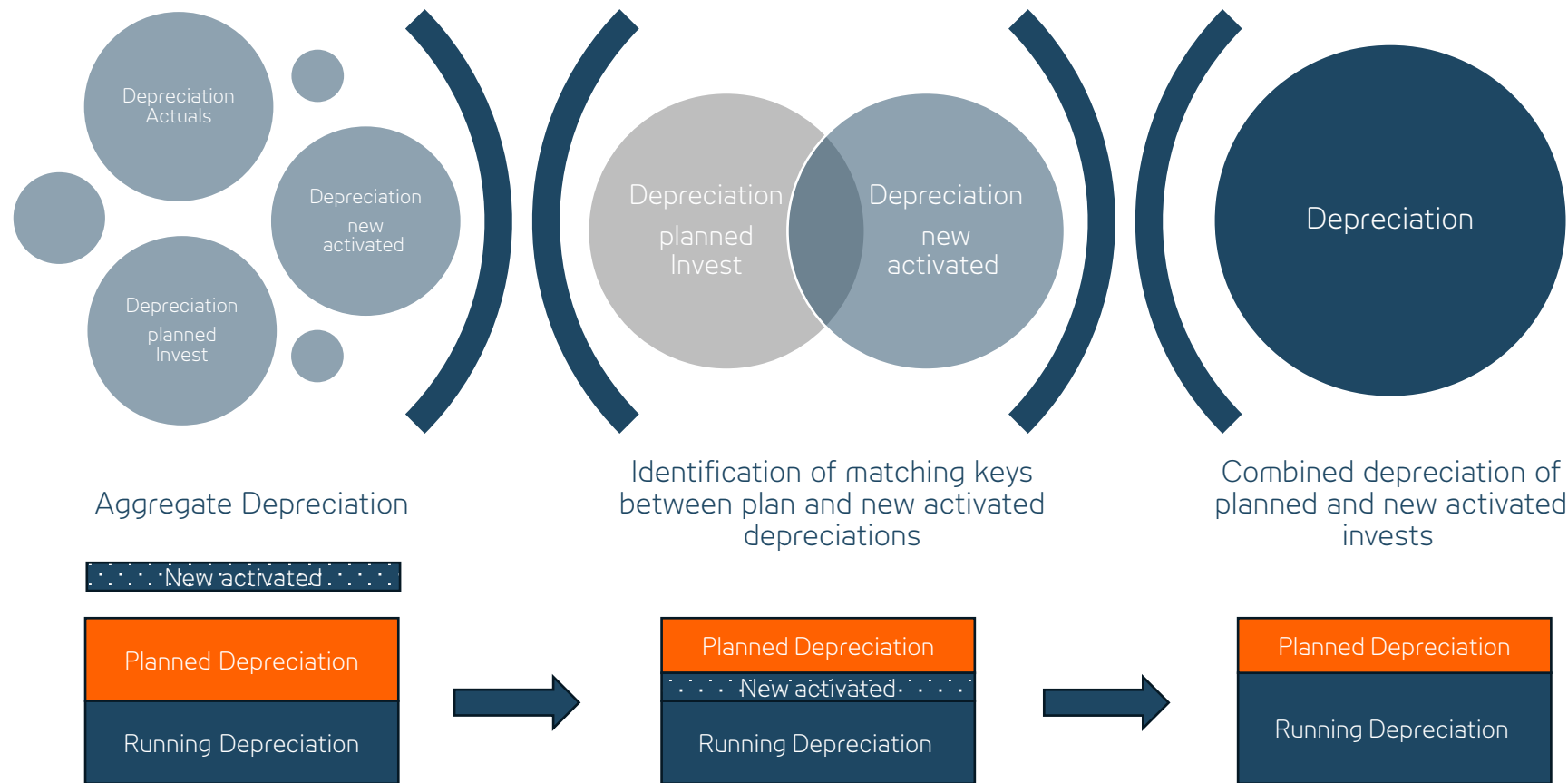
Standardised approach for data processing across all SAP PaPM Modules @ ING:



PaPM Calculation Engine | Staff Cost Module



PaPM Calculation Engine | Depreciation Module



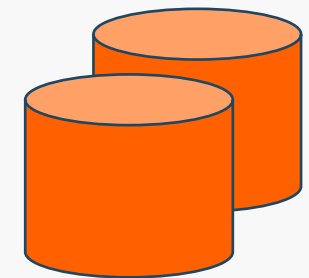
The main idea:

Planned, running and new activated depreciation must be **combined** and depreciation from planned invests must be cut when the invest is activated.

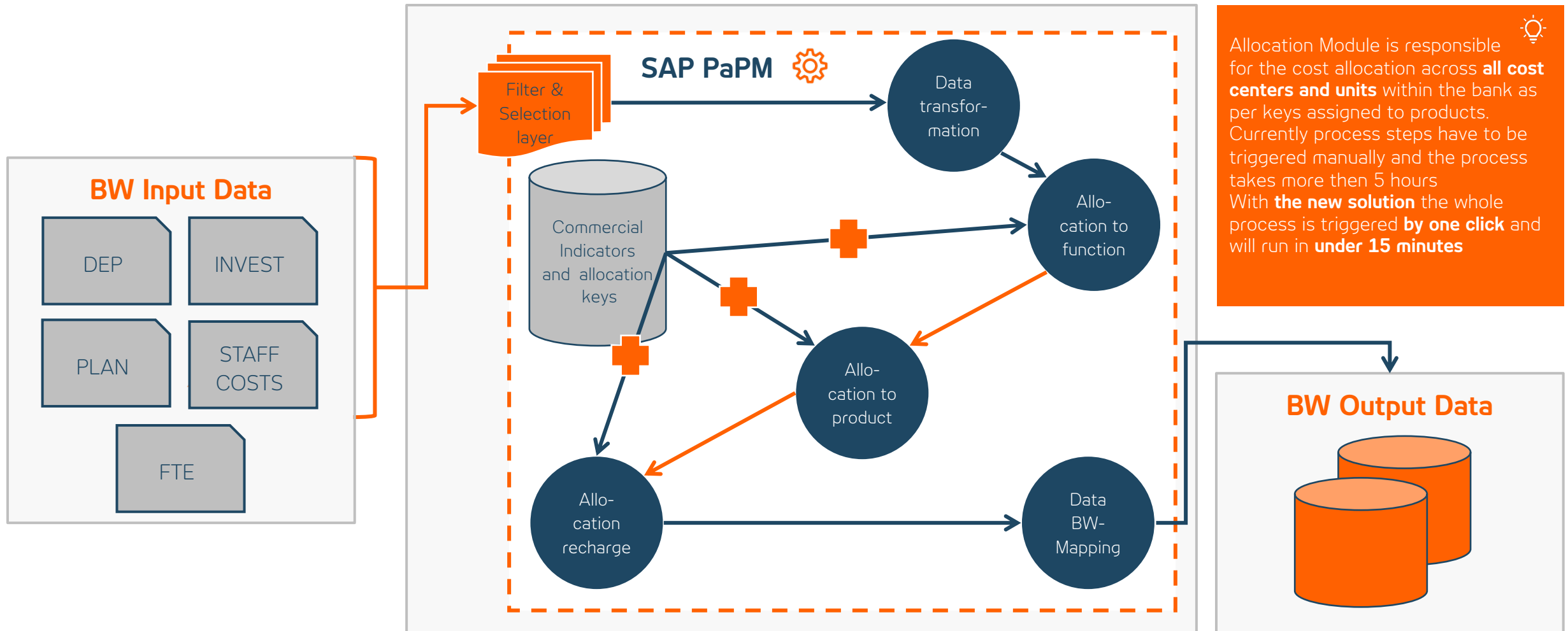
Monthly check for new activated invests and new calculation

What if simulations

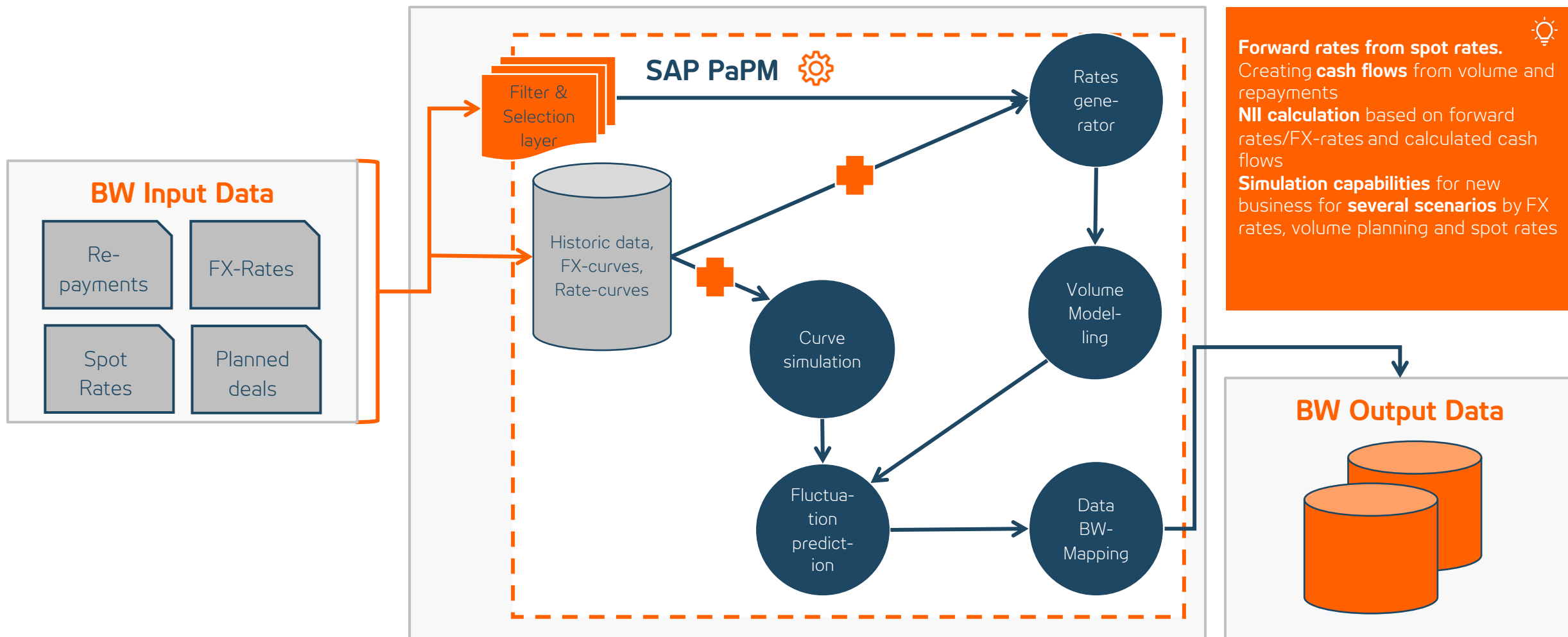
BW Output Data



PaPM Calculation Engine | Allocation Module



PaPM Calculation Engine | NII Module





One Platform | My P&L in SAP FIORI
Built for purpose

My P&L supports data driven decision making in real-time and increases efficiency replacing mainly Excel based MA infrastructure

My P&L – Targets

Financial planning and analysis tool for senior management and cost center owners replacing all manual Excel/ EUC based processes

Tool based forecasting and planning including calculation engines for most relevant cost- and income components

Automated web-based management reporting replacing manual reporting processes

Increased efficiency in reporting, data collection and data management processes

My P&L – Roadmap



My Planning already used during 2022 planning process

Software and data warehouse

Dynamic Plan for expenses
(My Planning)

Cost Reporting & Forecasting
(My Budget & My Forecast)

Workforce
(My Internals & My Externals)

Cost Allocations

Income Components & Simulation

The screenshot displays the 'My Planning' software interface. At the top, there's a navigation bar with 'My Planning' and a search icon. Below it, a filter bar shows 'Standard' and 'Kostenstelle: *10001* -> 5 mehr'. The main table is titled 'Budgetschlüssel' and 'Projektschlüssel'. It contains columns for 'Act. EoY 21', 'RFC H6 Jahr', 'Target 2023', 'IP 2023', 'Δ vs. Target 2023', 'Kommentar', 'Target 2024', 'IP 2024', and 'Δ vs. Target 2024'. The table lists various expense categories like 'ING IFRS', 'Net result attributable to equityholder', 'Result before tax from continuing operat.', 'Total Expenses', 'Direct ex GoHo & IC', 'Staff Expenses', 'Marketing', 'IT expenses', 'Customer related', 'E9517000 Commerc Activities Exp', 'Accomod/ Office cost', 'E7999000 Catering', 'Travel', 'Other', and 'IC bought reversible'. The bottom of the interface has buttons for 'Werte summieren', 'Speichern lokal', 'Zurücksetzen', and 'Abgabe Planung'.

Alle Werte werden in € angezeigt	Kostenart	Kostenstelle	Act. EoY 21	RFC H6 Jahr	Target 2023	IP 2023	Δ vs. Target 2023	Kommentar	Target 2024	IP 2024	Δ vs. Target 2024
ING IFRS			346.994	234.090	598.722	55732,00	-542.990		775.022	55663,00	-719.359
Net result attributable to equityholder			346.994	234.090	598.722	55732,00	-542.990		775.022	55663,00	-719.359
Result before tax from continuing operat.			346.994	234.090	598.722	55732,00	-542.990		775.022	55663,00	-719.359
Total Expenses			346.994	234.090	598.722	55732,00	-542.990		775.022	55663,00	-719.359
Direct ex GoHo & IC			346.994	171.082	187.621	55732,00	-131.889		213.921	55663,00	-158.258
Staff Expenses			287.476	148.757	101.106	43612,00	-57.494		99.396	43500,00	-55.896
Marketing			229	0	0	0,00	0		0	0,00	0
IT expenses			65.000	0	0	0,00	0		0	0,00	0
Customer related			29	0	0	0,00	0		0	0,00	0
E9517000 Commerc Activities Exp			29	0	0	0,00	0		0	0,00	0
Accomod/ Office cost			247	142	0	0,00	0		0	0,00	0
E7999000 Catering			247	142	0	0,00	0		0	0,00	0
Travel			1.342	10.211	12.653	12120,00	-533		12.163	12163,00	0
Other			-7.330	11.972	73.862	0,00	-73.862		102.362	0,00	-102.362
IC bought reversible			0	63.008	-411.101	0,00	-411.101		561.101	0,00	-561.101

- Planning front-end **My Planning** for costs rolled out
- Staff cost calculation engine built, which allows central planning incl. scenarios with flexible parameter adjustments
- Real time data availability within user managed system replaced manual data uploads via IT in previous process
- **My Planning** replaced 100 Excel templates for cost planning and additional ca. 150 Excel tools for staff cost planning

My Budget is the new tool for dynamic cost reporting and analyses

Software and data warehouse

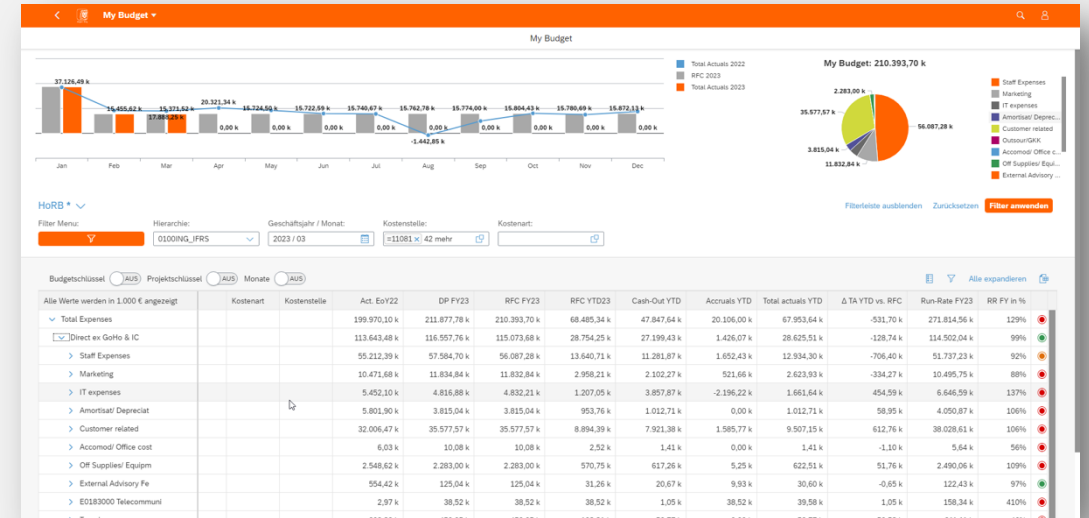
Dynamic Plan for expenses
(My Planning)

Cost Reporting & Forecasting
(My Budget & My Forecast)

Workforce
(My Internals & My Externals)

Cost Allocations

Income Components & Simulation



- Reporting front-end **My Budget** implemented enabling all (cost) managers to access dynamic cost reports and analyze their expenses down to specific invoices
- Additional **My Actuals** tool to manage invoices and analyse and enrich actual expenses data
- IT specific planning tool (PlanIT) decommissioned
- Manual Excel/ PDF based cost reports decommissioned

My Internals & My Externals enable to manage and update FTE's and see it's costs

Software and data warehouse

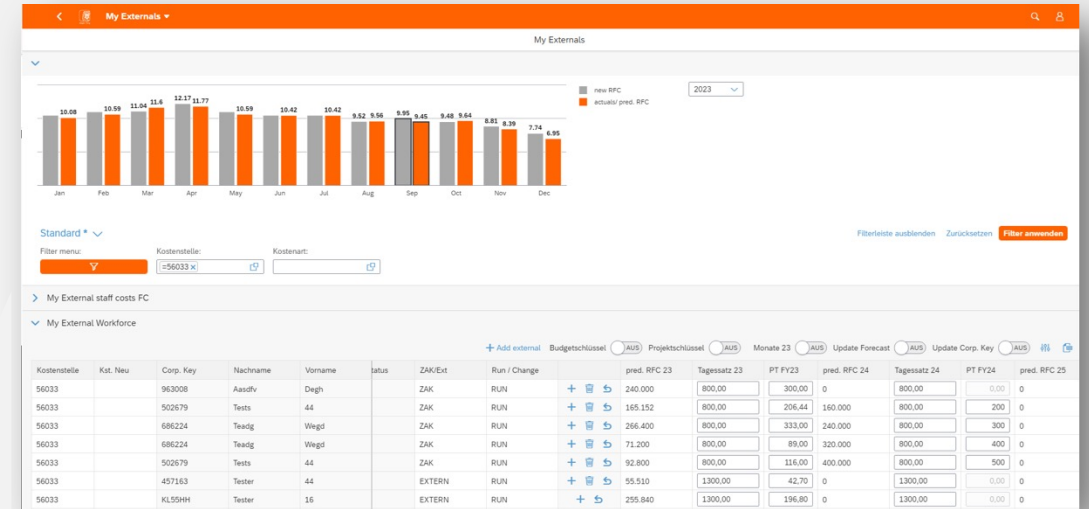
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Cost Allocations

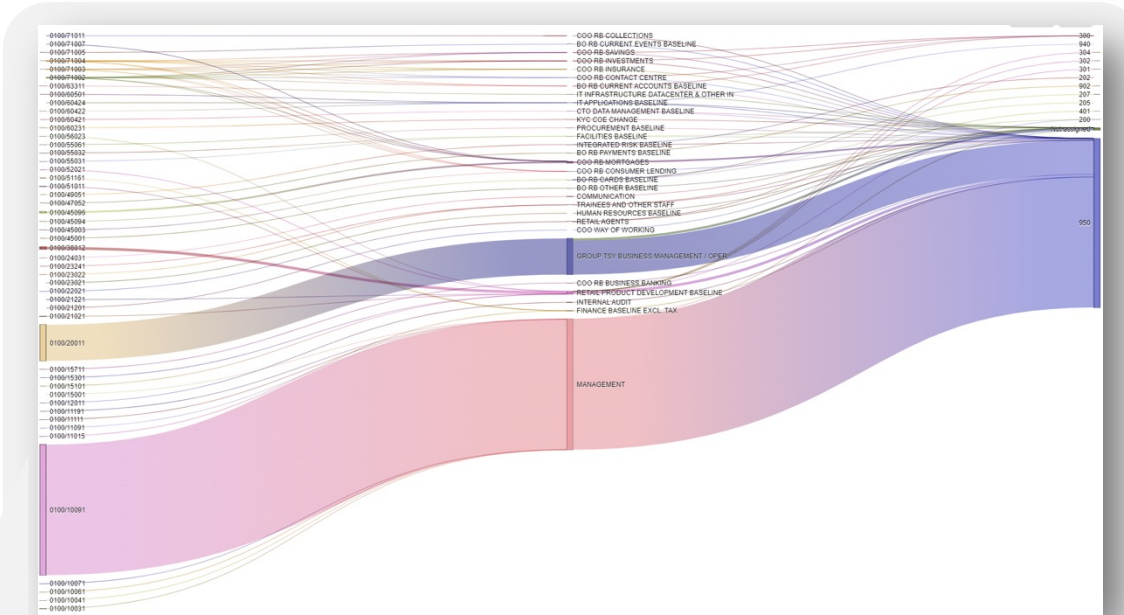
Income Components & Simulation



- Reporting & forecasting front-end **My Externals** implemented enabling all managers to access dynamic Workforce & Cost & reports for Externals down to every single consultant
- Replacement and decommissioning of 50 excel based data requests on a monthly basis for Change Reporting
- **My Internals** will allow to forecast and simulate FTE and its staff costs implications in real-time via self-service down to every single employee

Two more major moduls to come

- **Software and data warehouse**
- **Dynamic Plan for expenses**
(My Planning)
- **Cost Reporting & Forecasting**
(My Budget & My Forecast)
- **Workforce**
(My Internals & My Externals)
- **Cost Allocations**
- **Income Components & Simulation**

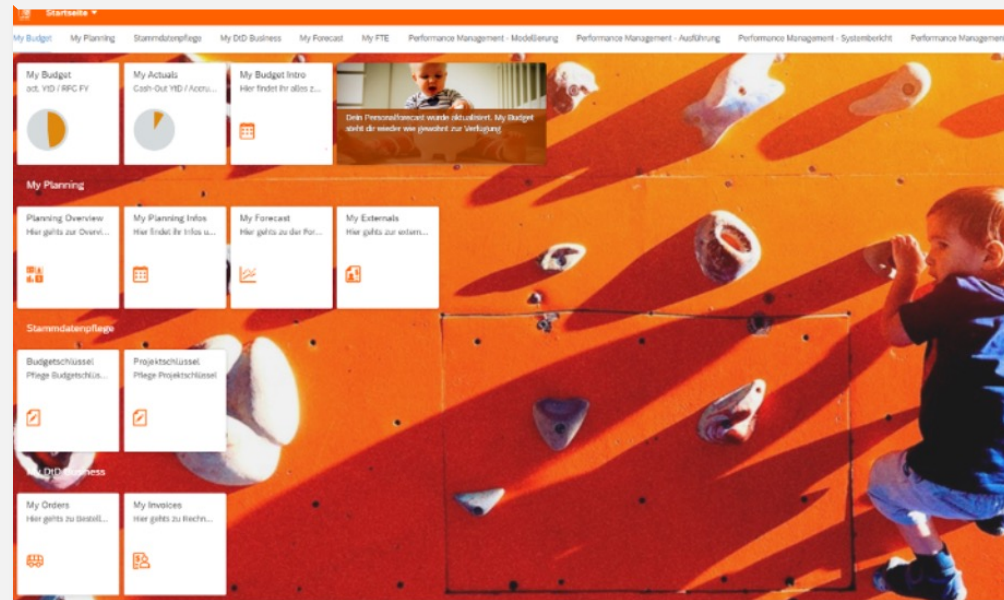


- **Cost Allocations (Q3 2023):**
Cost allocation engine to automate cost allocation to business segments (PI, BB, WB) and to decommission tool Hyperion used for HO reporting
- **Income (Q4 2023):**
Implementation of calculation engines on income planning for most products across business units

Wrap-Up – Your 3 Major take aways My P&L – Look & Feel

My P&L empowers managers to stay a step ahead in working life and daily business!

- **Clear and easy:** Real-time forecasting and ad-hoc simulation opportunities for all **P&L** responsible managers enabling qualitative fast decision making
- **Anytime, anywhere, any granularity:** Monitor your financials and workforce down to any level and simulate thoughts immediately - access to any single booking/ PDF invoice, individual employees by name and their financial impact
- **Keep getting better:** Significant efficiency increase in MA finance processes by automated STP processes resulting in more focus on value adding finance advice



Einführung



Wie sehe ich mein Budget?



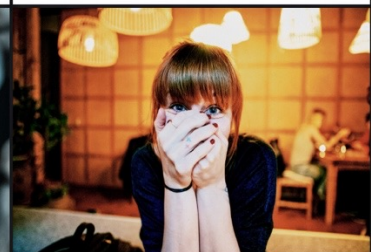
Wo finde ich meine Kosten?



Wie kann ich meine Rechnungen anschauen?



Wie funktioniert der Budget- und Projektschlüssel?



Neue Features und nützliche Infos

Q&A

Do you have questions?



1	Ufenau capital (Pfäffikon, CH) as sole owner
37	International locations in 12 countries: GER, AUT, CH, GBR, POL,HUN, ROU, GRE, SRB, USA, CAN, AUS
150+ m €	Revenue 2022
20+ m €	EBITDA 2022
1000 +	Highly qualified employees
365+	Active clients

Meet us at booth 6!

4x
32x
1x

U F E N A U
CAPITAL PARTNERS

Management Team

X1F

ADWEKO
IT people's business

COMORICUS

FSP

INFORMATION&DATA

XPACT
CO-LEGAT & AGENT

STRAING & CO
DATA ANALYTICS

New X1F member

ADWEKO
IT people's business.

ING

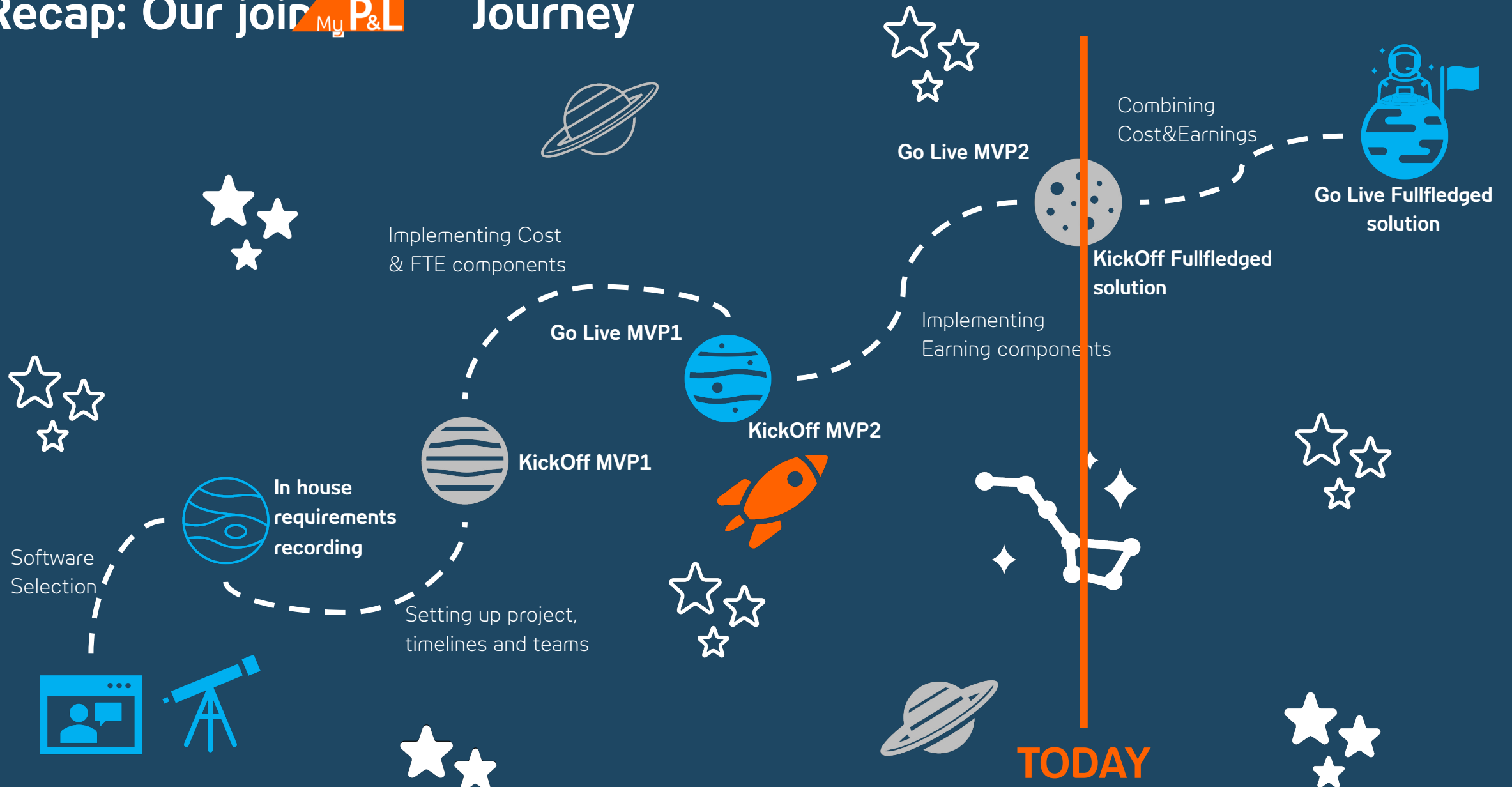
My P&L

© ADWEKO Juli 23
21

ADWEKO
It's people's business.



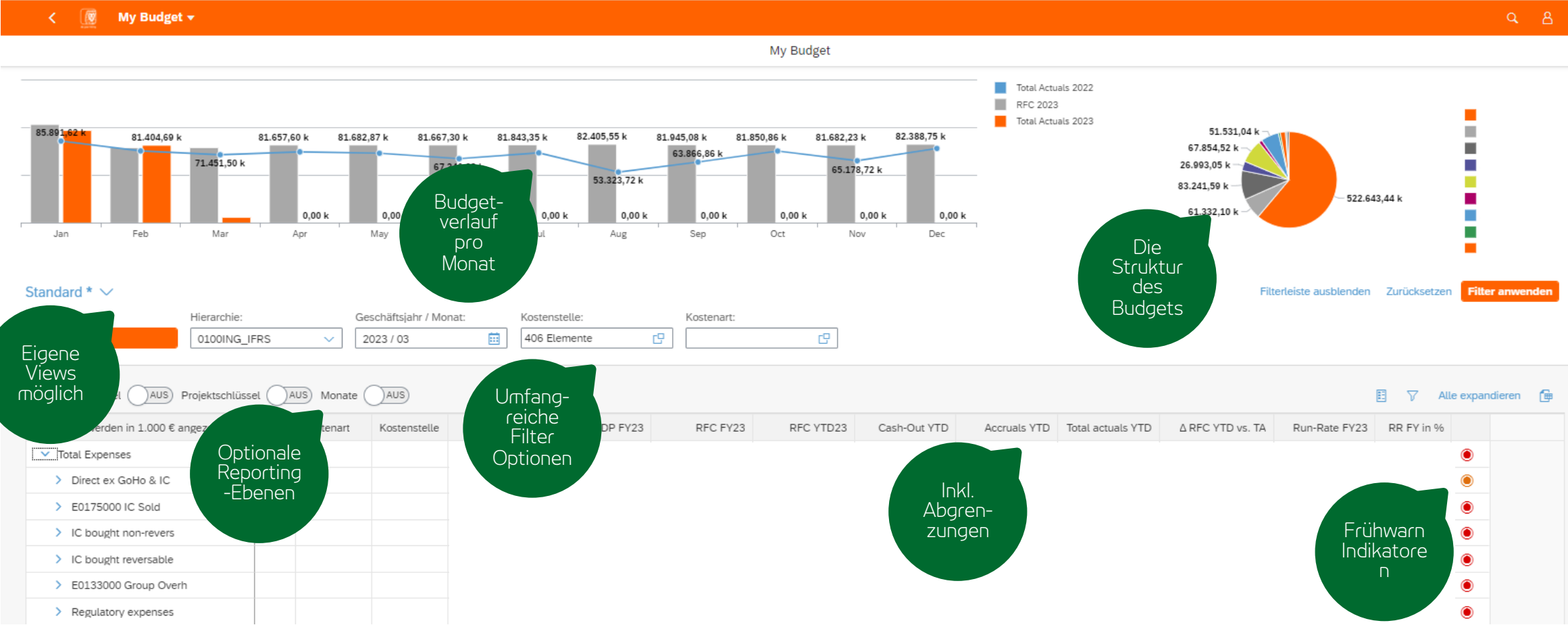
Recap: Our joint Journey



A baby is sitting on a patterned rug, interacting with a large white piggy bank. The baby is wearing a striped shirt and red and white striped pants. The piggy bank is white and has a small black eye. The baby's hands are on the piggy bank, and their feet are visible on the rug. The background shows a white crib and a white wall.

My Budget | Launch materials

My Budget | Neue Features, frisches DYT Design



My Budget | Next Level Reporting

My Budget

My Budget

Filter Menu:

Hierarchy: 0100ING_IFRS

Kostenstelle:

Kostenart:

Budgetschlüssel:

Projektschlüssel:

Budgetschlüssel ☒ AN

Projektschlüssel ☒ AN

Monate ☐ AUS

Alle Werte werden in 1.000 € angezeigt		Kostenst...	Budgetschlü...	Budget Besc...	Projekt Besc...	Act. EoY 2...	P 23	RFC 23	RFC YtD	Actuals YtD
E9520000	SW Licenses		AM795					0,00 k	0,00 k	0,00 k
E9520000	SW Licenses		AM316					0,00 k	0,00 k	0,00 k
E9520000	SW Licenses	5080	AM770					0,00 k	0,00 k	0,00 k
E9520000	SW Licenses	5080840003	AM820					0,00 k	0,00 k	0,00 k
E9520000	SW Licenses	5080840003	AM821					0,00 k	0,00 k	0,00 k
E9520000	SW Licenses	5080840003	AM326					0,00 k	0,00 k	0,00 k
E9520000	SW Licenses	5080840003	AM743					0,00 k	0,00 k	0,00 k
E9520000	SW Licenses	5080840003	AM778	02042				0,00 k	0,00 k	0,00 k
		5080840003	AM818					0,00 k	0,00 k	0,00 k
		5080840003	AM740					0,00 k	0,00 k	0,00 k
		5080840003	DS738					0,00 k	0,00 k	0,00 k
E9520000	SW Licenses	5080840003	AM319					0,00 k	0,00 k	0,00 k
E9520000	SW Licenses	5080840003	AM811					0,00 k	0,00 k	0,00 k
E9520000	SW Licenses	5080840003	DS719					0,00 k	0,00 k	0,00 k

Lineare und Saisonale Planung

Budgetschlüssel Ebene möglich

Einzelkosten und Belege!

Budgetschlüssel Auswahl

Projektkosten Reporting

My Budget | Daily Business Support

Kostenart	Kostenstelle	Belegnr.	Betrag	Budgetschlü...	Budget Besc...	Projektschlü...	Projekt Besc...	Marketing	Text	Gebucht	Buchungsdatum	Belegart
			34.471			02176	2ND INTERNAL RMBS		Deckungsregister	001/2023	04/01/2023	KR

Beleg zur Buchung

Beleg anzeigen

Jahr	Bukr.	Beleg-Nr.	Buchungsdatum	Archiv Typ	Archiv ID	Text	
2023	0100		16/12/2022	04/01/2023	/AFI/IEML	P1	
2023	0100		16/12/2022	04/01/2023	/AFI/IPDF	P1	
2023	0100		16/12/2022	04/01/2023	/AFI/PROWF	P1	Workflow Protokoll
2023	0100		16/12/2022	04/01/2023	/AFI/PROWF	P1	Workflow Protokoll

PDF der Rechnung ansehen

Dokument anzeigen

\$value

1 / 2

53%

1



Project:

Project manager:

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VAT-NO
CoC
IBAN
BIC

NL8108952505
34177144
NL54INGB0668
INGBNL2A

Invoice

Export oder Drucken möglich

Zitate aus Feedback

„ ... ich bin grad in der Doku/
Video- habt ihr super gemacht. Ich
glaube ich komme auch so
zurecht.“

- Standarduser (Retail)



„Habe mittlerweile Zugriff – schönes
Tool! Und Du hast die Videos auch gut
gemacht!“

- Management User (Retail)



„Perfekt!
Ein Traum, Danke!“

- Poweruser Business (Retail)



„ ... Danke für die informative und
unterhaltsame Präsentation ... und vor
allem für die coole App!“

- Standarduser (WB)



„ ... danke für die coole Vorstellung
gestern. 😊
Uns sind natürlich direkt noch mehr
Ideen gekommen ... “

- Poweruser Business (Retail)



My Budget – Die Launchkampagne

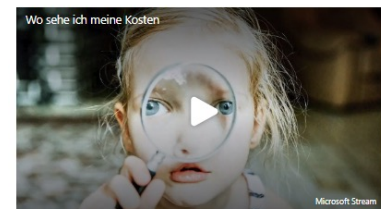
Infoportal



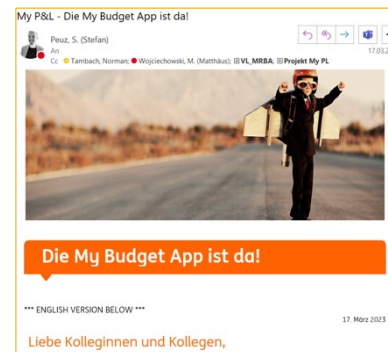
Hier findest Du ein Handout



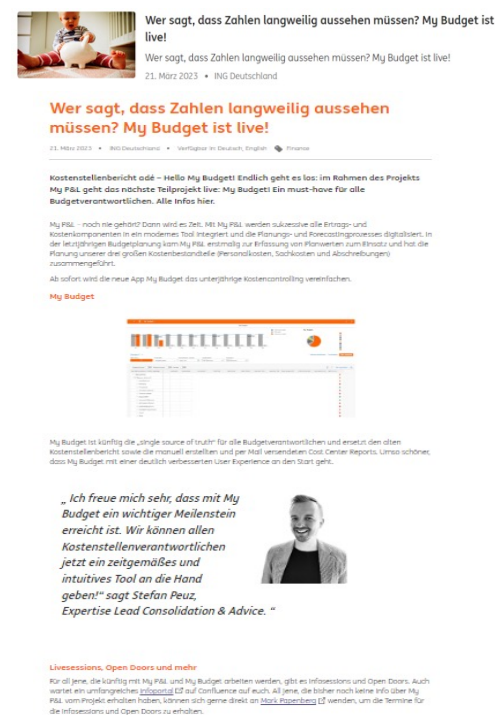
Hier findest Du ein Tutorial Video



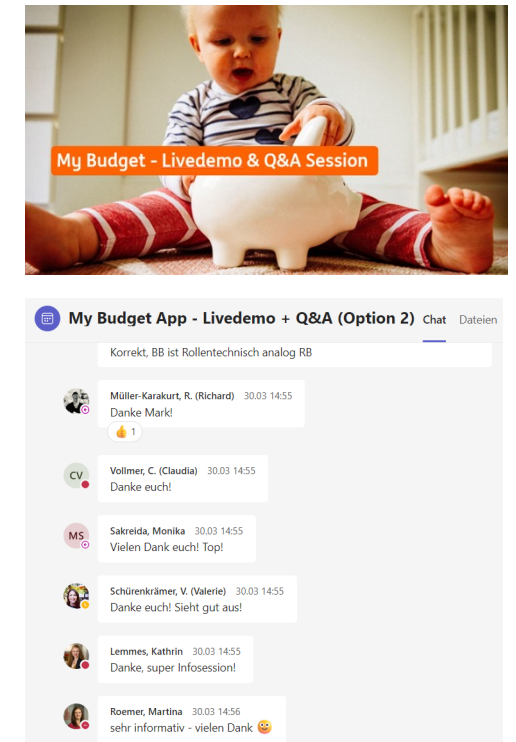
E-Mail Kommunikation



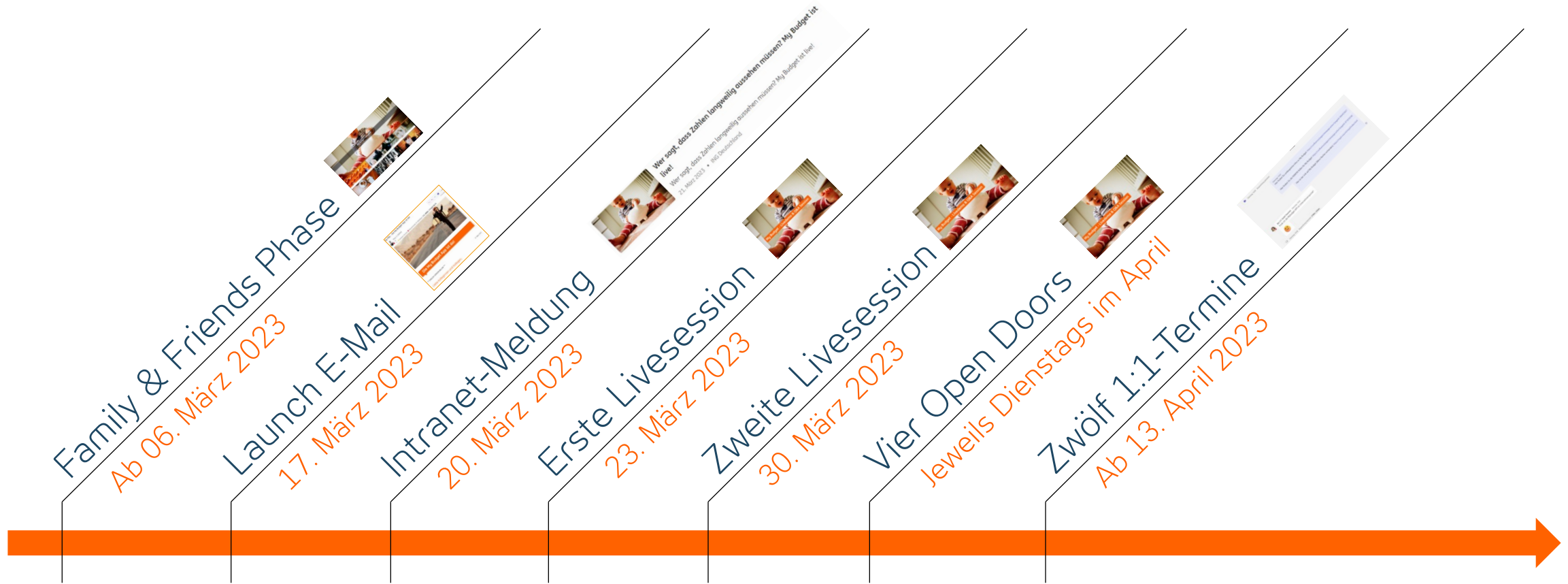
Intranet



Livesessions/Events



My Budget – Kampagnen Ablauf



A baby is sitting on a patterned rug, interacting with a large white piggy bank. The baby is wearing a striped shirt and red and white striped pants. The piggy bank is white and has a small black dot for an eye. The baby's hands are on the piggy bank, and their feet are visible on the rug. The background shows a white crib and a white wall.

My Budget Launch | in figures

My Budget Launchkampagne in figures

>150 Teilnehmer

Bei den Livesessions CoE/Bankweit

Fast 90%

Der aller User geschult

320 Aufrufe

Der Tutorial Videos

Mehr als 270

Rollen für My P&L

4 Open Doors

Ca. 40 Teilnehmer

Ca. 16 Stunden

Einzel- / Gruppen Interviews

>1.300 Leser

Der Intranet Meldung

ADWEKO is part of X1F

1	Ufenau capital (Pfäffikon, CH) as sole owner
37	International locations in 12 countries: GER, AUT, CH, GBR, POL, HUN, ROU, GRE, SRB, USA, CAN, AUS
150+ m €	Revenue 2022
20+ m €	EBITDA 2022
1000 +	Highly qualified employees
365+	Active clients

