# TekLink

# A leading food and beverage service provider accelerates its financial forecasts with Anaplan

## Business Challenges and Objectives

- Provide their sales team with an easy-to-use tool for Sale Incentive Planning.
- Reduce manual labor and eliminate room for error by using an automated tool rather than Excel.
- Provide the ability to add exceptions by users with detailed comments for the main components of the plan.
- Increase auditing capabilities for changes in an employee's sales plan.
- Provide the ability to display results with and without exceptions.
- Provide updated results every time actual sales information is updated.
- Provide dashboards and reports for sales personnel and regional directors.

## Client

- Our client operates as a leading food and beverage service provider for travelers on a global scale. Their expertise lies in establishing inventive dining establishments in airports across the world. They offer distinctive and memorable food and beverage experiences while prioritizing top-notch customer service.

## Industry

- Retail

## Function

- Financial Controlling

## Technology

- Anaplan

## The Solution

- The TekLink Team implemented a top-down driver-based forecasting solution for all the financial statements.
- The solution is designed to be dynamic, enabling easy adjustments to the calculation methodologies and drivers, such as Sales, Direct Labor, DIO, DSO, and DPO.
- The solution also accommodates for a complete income statement, balance sheets, and cash flow statements.
- The Team developed the Lease/Contract modules to calculate the lease income and expenditure.
- The other modules include Cost Planning, Corporate Workforce Planning, G & A Accounts, Depreciation, and Amortization.
- The solution allows the execution of version comparison reports such as Actual Vs. Forecasts that get converted to visuals aid in providing actionable insights.

## Outcomes and Benefits

- A 50% reduction in planning, analysis, and reporting time significantly decreased operational efforts.
- A flexible solution allowing for quick changes to drivers and growth percentages at different levels in the organizational hierarchy.
- Eliminating the use of spreadsheets by moving the planning process to Anaplan.
- The solution is easy-to-use and 100% owned by the business.