

FALL 2011 & WINTER 2012 APPLICATION UPDATE

Featuring extensive new reporting and collaboration capabilities and delivering numerous cloud computing advantages, these releases enable Adaptive Planning to further strengthen its ability to address market demand for CPM applications.

Transaction Reporting & Analysis

This powerful new functionality provides a way for companies to improve their corporate performance management with tight integration of transaction-level detail from other enterprise applications, located both on-premise and in the cloud. Users can drill down into underlying transaction detail from summary values in plans and reports. This capability can make budget managers more autonomous and efficient in understanding their actual data and budget variances, and can free finance and accounting for higher value-added activities. In addition to improved decision-making, it can also result in reduced budgeting, forecasting, and reporting cycle times, because companies have all of their actual and plan data available in one centralized application.

Key Features

- Flexible, drag-and-drop field definition
- Customer-designated fields
- Multiple automated import options
- Flexible import frequency, e.g., monthly, daily or weekly
- Easy access to transactions from sheets and reports
- Easy drag-and-drop creation of reports for analysis

Key Benefits

- Improve corporate performance management with tight integration of data between systems
- Make budget managers more autonomous and efficient with self-service tools
- Free finance for higher-value added activities
- Make better-informed decisions more quickly
- Reduce budgeting, forecasting, and reporting cycle times

Adaptive Planning Bill Admin at Devco

Actuals Amount: 28,435 USD
 Filters: Account: 6210 Advertising
 Plan: Is Total Company (Rollup)
 Time: Q1-FY11

Sorted By: Date in ascending order, Name in descending order
 Note: These imported transactions may not tie to Actuals due to accounting adjustments

Type	Date	Invoice #	Name	Vendor ID	Amount
Bill	01/05/2011	106243	Christianson & Co	1322	9,416
Bill	02/10/2011	2188-12	Monster.com	1364	5,624
Bill	02/26/2011	16650	ProSearch	3256	3,864
Bill	03/29/2011	29333005	Samantha Gill	4323	3,200
Bill	03/25/2011	12564	Yahoo! Advertising	3256	5,130
Bill	03/29/2011	983401-22	Facebook Trial	3326	1,200
Total					28,435

Page: 1 Total Pages: 1

Example of Transaction Detail Report.

“Adaptive Planning is known for being one of the most innovative performance management vendors, but it’s also clear that they listen to their customers.”

—Craig Schiff, CEO, BPM Partners

Other Reporting Enhancements

These new releases introduce a wealth of additional new features that broaden and deepen functionality in the area of financial reporting.

Report Annotations provide opportunities for collaborative explanations, comments and questions on reports. Report notes can include an ongoing thread with input from more than one user, or can be single comments, such as variance explanations. Notes can refer to specific data values or to the overall report, and can be viewed either within the report or as footnotes.

Report Books enable reports to be grouped and stored together, and generated, printed, and distributed with a single request. Report Books can be distributed via email and easily downloaded for financial presentations such as board packages and month-end management reporting.

Conditional Formatting allows users to define rules that determine formatting, such as color-coding values that exceed certain thresholds, which is particularly useful in scorecards.

Dashboard enhancements include expanded layout possibilities with more choices of numbers and types of reports to be included.

Snapshot Reports provide a way to save and store “point-in-time” reports, complete with annotations, for archiving and shared reference.

In-Report Calculations provide greater power and flexibility to report authors of all types, allowing users to create more calculations “on the fly” within reports, such as adding different business metrics or derived financial calculations.

“The new reporting capabilities in this release, particularly the Report Books and dashboard enhancements, will enable us to easily create financial presentations such as board packages and month-end management reports, and ensure that we always have an up-to-date view of our business performance.”

—Lisa Van Huystee, Director of Financial Planning & Analysis, SEMI

Other Product Enhancements

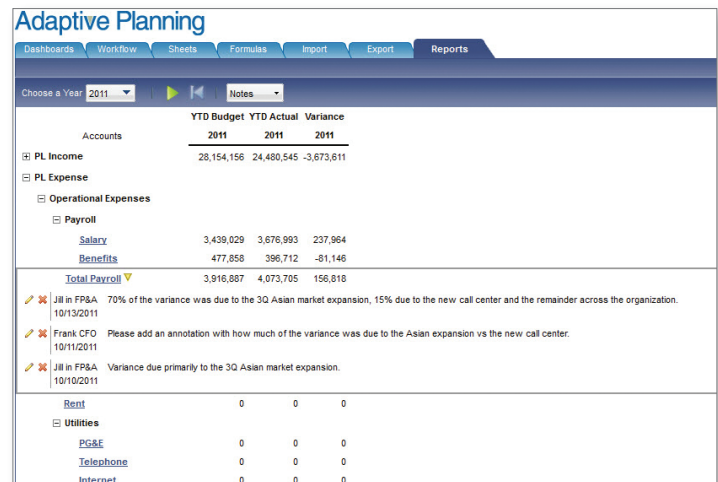
The Fall 2011 and Winter 2012 releases also deliver numerous other enhancements that make Adaptive Planning more powerful and easier to use for administrators and end users. Collaboration capabilities have been enhanced, with the ability for users to share annotations and discussions within reports, and to provide product feedback from within the application.

Product Feedback gives users a mechanism within the Adaptive Planning application to share their ideas for product enhancements, vote for product capabilities, and stay informed about the status of their suggestions. The new Product Feedback capability supports faster response to customer needs.

Document Repository provides new collaboration options by establishing a centralized location for storing and sharing documents (e.g., Powerpoint, Excel, Word, or PDF files) related to budgeting, forecasting, and other corporate performance management activities.

Status Board enables users to see who else is logged into the application, and how recently a user has performed an action.

Numerous other enhancements include expanded formula-writing capabilities and improved security with more password management options.



The screenshot shows the Adaptive Planning interface with a report for the year 2011. The report displays a table with columns for YTD Budget, YTD Actual, and Variance. The data is categorized by Accounts, including PL Income, PL Expense, Operational Expenses, Payroll, Salary, Benefits, Total Payroll, Rent, Utilities, PG&E, Telephone, and Internet. Annotations are visible below the table, providing context for the variance data.

Accounts	YTD Budget YTD Actual Variance		
	2011	2011	2011
PL Income	28,154,156	24,480,545	-3,673,611
PL Expense			
Operational Expenses			
Payroll			
Salary	3,439,029	3,676,993	237,964
Benefits	477,858	396,712	-81,146
Total Payroll	3,916,887	4,073,705	156,818
Jill in FP&A 70% of the variance was due to the 3Q Asian market expansion, 15% due to the new call center and the remainder across the organization. 10/13/2011			
Frank CFO Please add an annotation with how much of the variance was due to the Asian expansion vs the new call center. 10/11/2011			
Jill in FP&A Variance due primarily to the 3Q Asian market expansion. 10/10/2011			
Rent	0	0	0
Utilities			
PG&E	0	0	0
Telephone	0	0	0
Internet	0	0	0

Example of Report Annotations.



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