



## A leading international biopharmaceutical company moves forward with Continuous, Collaborative Planning

*Greater automation and improved transparency helps the business deliver on its mission to treat more patients.*

A leading Biopharmaceutical company well-known in the medical industry for its breakthrough treatment of pulmonary arterial hypertension (PAH). Today the company is diversifying and has a clear ambition to develop new drugs and treat more patients.

In Australia and New Zealand, an advanced finance function is helping the business to deliver on this ambition more strategically.

The ANZ finance team is producing more detailed and accurate budgets and forecasts and delivering new insights to support each department in making better and faster decisions.

*“With Adaptive Insights we’re making finance more automated and transparent. It’s a whole new way of working that’s significantly improved our relationship and value to the business.”*

### Eliminating manual pain points

The ANZ finance team initially sought to streamline budgeting and forecasting, which was hampered working with the business using a series of complicated spreadsheets.

The manual process carried a high risk of error; a simple change in project codes or a broken formula could throw the whole budget off track.

By working with premier Adaptive Insights Business Partner Tridant to automate much of its budgeting and forecasting using Adaptive Planning, part of the Adaptive Suite.

Michael Gray, Managing Consultant at Tridant said, *“The Adaptive Suite is a great fit. In just four weeks, we have implemented a functional solution that eliminates manual touch points and gives business users the visibility needed to improve the planning process and make more informed business decisions.”*

## Revealing new insights

Moving to a new model for budgeting, forecasting, and reporting that is easy, powerful, and fast, the team started to track new metrics for decision-making. This included segmenting patient numbers into two categories, commercial patients and those with compassionate access.

This information was available in the past but it wasn't easily integrated into their budgeting and forecasting. Now that it is, the business can separate sales from total demand and forecast much more accurately.

## Decentralising control for more collaborative and continuous active plans

With training and support from Tridant, their ANZ finance team has rolled Adaptive Planning out to each business department. In addition to improving collaboration, department heads have greater access and control over their finances for decision-making. They no longer need to wait for static reports, but can access the data they need at the click of a button. They can get a top line view of budget spend and variances to date, and drill down into the details.

With a collaborative and continuous approach to budgeting, forecasting, and reporting, the finance team's productivity is now applied to increased analysis and strategic decision-making involving new investments to improve business performance.

Their finance team is now a partner to the business and not just a support function. "We're making finance easier for each department to leverage, and better supporting their strategic goals. That's exactly where we want to be as a finance team today,"

Michael Gray, from Tridant added, "*Working in the cloud means managers and budget owners, particularly on-the-go sales managers, can access their plans or forecasts from anywhere at any time with any changes instantly recognised in the group results. Everyone is now on the 'same page' and finance always have the latest information at their fingertips.*"

## About Tridant

Tridant is a specialist Information Technology firm focused on providing technology consulting services and the design and implementation of technology solutions optimised for planning, reporting & analytics, customer experience serving Public, Private and Government organisations throughout Australia and Singapore.

We help our customers leverage their data assets to improve profitability, increase revenue, reduce risk and make their businesses more responsive to customer expectations and market dynamics.

Our solutions are tightly integrated with key business processes and source systems, which help our customers to make the most of their investments in data, technology and people.

To learn more about Tridant please visit [www.tridant.com.au](http://www.tridant.com.au) or contact us on 1300 737 141



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