

## Customer Success Story

# Working Links improves scenario modeling and forecasting with Adaptive Insights



**Working Links**  
**Public-Private**  
**Voluntary Company**  
London, UK

### Challenges

- Existing TM1 system was difficult to use and maintain
- No ability to easily conduct scenario modeling
- Reforecasting process was slow and onerous

### Why Adaptive Insights

- Intuitive user interface
- Robust Scenario planning functionality
- Strong forecasting capabilities

### Results

- Implemented the solution in less than two months
- Rolled out to 15 users via WebEx training
- Reduction in the amount of headcount spent on the budget and planning process

## Introduction

Working Links was founded in 2000 and operates in more than 100 locations across England, Scotland, Wales, Poland and the Middle East employing more than 1000 people. It is a unique organization that delivers services to tackle social exclusion and poverty by helping disadvantaged individuals and communities. The organization's programs have helped more than 240,000 people get back to work. Working Links helps and supports people who face significant challenges and barriers such as those who have been unemployed for a long time to former offenders, lone parents and older workers. It also works with employers and the prison and probation services to help prisoners in over 55 prisons.

## The Challenge

The Finance team had managed the annual budget process for more than six years by relying on a TM1 system. Various parts of the organization accessed the tool in order to input specific budget data. Unfortunately, as the organization grew it became more and more difficult for the finance team to manage the system and conduct the type of scenario modeling and forecasting that they wanted to do.

"Facing another budget cycle relying on TM1 meant that we would once again not be able to conduct the type of modeling we wanted to do," said Nigel Richards, Commercial Finance Director, Working Links. "This triggered the budgeting and forecasting project we embarked on."

"We asked all the vendors to do a proof of concept. Clear Plan's proof of concept was very much in tune with how we wanted to manage the budgeting and forecasting process. The Adaptive product could do what we wanted it to do and the support services from Clear Plan were exactly what we needed to implement the solution successfully."

Julie Bashford, Financial Planning Analyst

## Customer Success Story

"Adaptive has enabled us to make the budgeting process much more efficient. From an end user perspective, the solution is a lot more intuitive and users were pleasantly surprised at how easy it was to pick up and use. Now we better understand how changes in our model impact our cash flow position and can be confident in the data."

Nigel Richards  
Commercial Finance Director

"Facing another budget cycle relying on TM1 meant that we would once again not be able to conduct the type of modeling we wanted to do. This triggered the budgeting and forecasting project we embarked on."

Nigel Richards  
Commercial Finance Director

## The Solution

The finance team researched a number of providers and invited three organizations in for a demonstration. Clear Plan, a leading Adaptive Insights partner was one of the companies who presented to the organization. After Clear Plan and the other two solution providers presented to the finance team, Adaptive was selected due to its intuitive interface, scenario planning functionality using complex modeling, forecasting capabilities and ability to meet a short implementation time frame.

"We asked all the vendors to do a proof of concept," said Julie Bashford, Financial Planning Analyst, Working Links. "Clear Plan's proof of concept was very much in tune with how we wanted to manage the budgeting and forecasting process. The Adaptive Planning product could do what we wanted it to do and the support services from Clear Plan were exactly what we needed to implement the solution successfully."

## The Results

The finance team at Working Links worked closely with Clear Plan to implement the solution in less than two months. They rolled Adaptive out to 15 users by conducting training via WebEx.

"Adaptive has enabled us to make the budgeting process much more efficient," said Richards. "From an end user perspective, the solution is a lot more intuitive and users were pleasantly surprised at how easy it was to pick up and use. Now we better understand how changes in our model impact our cash flow position and can be confident in the data. An additional benefit is a reduction in the amount of headcount spent on the budget process. Finally, there is increased transparency in the numbers and we can easily identify the source of the number by drilling into the cell in the model."

### Corporate Headquarters

3350 W. Bayshore Road, Suite 200  
Palo Alto, CA 94303

T: +1 800 303 6346  
F: +1 650 528 7501

### UK / Ireland Headquarters

88 Wood Street London,  
EC2V 7RS, UK

T: +44 0 208 528 1767

### Australia Headquarters

Level 1, 7 Clunies Ross Court  
Eight Mile Plains, QLD 4113, Australia

T: +61 7 3118 5013  
F: +61 7 3041 6020

adaptiveinsights.com  
adaptiveinsights.co.uk

info@adaptiveinsights.com  
sales@adaptiveinsights.com  
press@adaptiveinsights.com  
support@adaptiveinsights.com