



Stephen Dews, CFO Keylane

## KEYLANE

'We were looking for a flexible reporting and planning solution to cover our requirements in S&OP, Project / Client Performance Management and Integrated Financial Planning. What we gained was a very open and configurable CPM platform (Unit4 FP&A) which was set up using expert implementation support from smartPM.solutions. They understood our business cases quickly and managed to help us obtain real value from the solution straight away.'

### KEY FACTS

- STATUS QUO BEFORE**  
 Fragmented, Excel based planning environment for S&OP and PPM. No overarching platform.
- TARGETS**  
 Fully integrated Reporting & Planning System for S&OP, Project Performance Management and Integrated Business Planning. Reduction of Redundancies and Data Interfaces.
- IMPLEMENTATION SUPPORT:**  
 smartPM.solutions-Team  
 Sales & Operations Solution: Demand vs. Supply Balancing on customer level;  
 Project/Client Performance Management: Project/Customer profitability, Util-rates, Integrated Financial Planning.
- RESULTS & LEARNINGS**  
 Keylane found a solution that cleared an aged and overgrown Excel jungle. Not only has smartPM helped a single department but created a single point of truth for all data driven decisions and provides a transparent and clear planning environment for S&OP, Project Delivery and Finance.

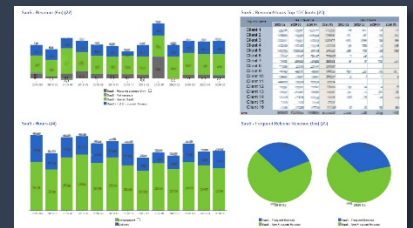
### Quick and proper decisions re Project Budget - Relevance and Resource Allocation

Keylane, headquartered in Utrecht (NL) is the leading European supplier of modern, customer-centric SaaS platforms to the insurance and pension industry.

It's 750 employees are the most important asset in delivering their solutions to their customers. With the newly introduced Corporate Performance Management solution it is now an easy task to calculate the available FTE working hours, accurately forecast turnover and match these predictions with the demand from clients.

The diverse project portfolio has become easier to manage and high impact decisions can be made faster and are now based on a reliable data source. Overarching all of this is the integrated financial planning solution, which therefore is more accurate in terms of what-if scenarios and end-to-end simulations.

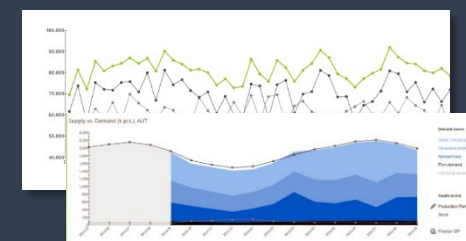
Another benefit is the time saved, which was spent on creating various reporting packages. This now happens at the click of a button



Revenue Forecast & Top Client Analysis



Capacity Dashboard



Optional: Production Plan Optimization Supply & Demand Balancing – Firm, expected, unknown demand



# A QUICK INTRODUCTION OF smartPM.solutions



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