

From the usual Operating Control to Economic and Financial Strategy.

Substantial differences between this one and the usual Operating Control.

The effort made by the writer and his partners was to uniquely connect each entrance / exit directly to the Accounts Plan of income that generated it. This greatly facilitates the understanding of phenomena and of their generation, with the immediate perception of the processes consequential and, subsequently, how to manage the business.

Usually the two events are unrelated, with different goals and logics, managed by professionals with different extraction and orientations, the two systems interface only when integrated utility or operating losses in equity

What usually lacks in the classic Operating Control.

Economic Area:

- Simulations in real time about different Business Units
- Assessment of the convenience of BU, also introducing new ones
- References to production lots
- Determination of the Pricing of the various products and their impact on the overall
- Monthly and progressive charts of movements of the indicators (revenue, fixed costs, variable costs) with the highlight of the possibilities of corrective actions
- What If analysis and formulation of economic scenarios
- Decision-making reports with alerts of KPIs (Key Performance Indicators)
- Tables that highlight the Monthly Economic Forecast

Financial Area

- Evaluation of Business Model (if the operation is able to meet business goals) with the highlight of Correctional be made.
- What If analysis and formulation of financial scenarios
- Monthly flows generated by operations, financial position and aggregated from the two, after deducting the advances of the customer invoice.
- Charts of the trend of **NET** income / expenditure without duplicate amounts
- Monthly charts immediately understanding of the Financial Forecast
- Distribution among the banks in terms of credit-debt with the optimization of each Forecast

Capital Area

- Charts of Sources and Uses with references to benchmarks
- Tables which contain summary indicators to allow a proper dialogue with funders and stakeholders
- Tables for an immediate understanding of own rating

The economic crisis, but especially **structural** of Companies, can no longer rely on outdated models to understand the phenomena that drive them. There is no escape from a crisis expecting to get different results by continuing to act in the same ways.

Already exist, if people want to be informed, not only signs, but also tools already operating in companies that get very interesting Performances.

This model, designed using Report decision-making, all linked to each other and consistent, aims to allow a clear and immediate perception whether of the current state whether of the progress, during the year of the trend of business variables, with their reflections into the Economic, Financial and Capital Areas.

Thereby makes it possible to take prompt decisions concerning the following Areas

- Economic
- Financial
- Capital

To design

- Future investments and to understand if possible and how to cope them
- To check how the company stands to the market and make changes quickly

The formulation of the budget for subsequent years is more detailed and easier, allowing the company immediately to assess the impact of changes over the previous year. So that will clarify the business areas that absorb higher costs and those that are more profitable.

