LOG-IT Club
Kompetenznetz Logistik.NRW

VVWL NRW
Verband Verkehrswirtschaft und Logistik Nordrhein-Westfalen e. V.

HERZIG
Marketing for Logistics

Logistik.NRW
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30 MINUTEN FÜR MEHR NACHHALTIGKEIT

VERANSTALTUNGSREIHE MIT INFORMATIONEN UND PRAKTISCHEN HINWEISEN FÜR IHR UNTERNEHMEN.

FOLGE

22

Bild Adobe

Logistik.NRW Kompetenznetz

CLOUD SPOT

Pigment

Our Vision

Our Mission

revolutionize business planning through **innovative** Planning solutions, driven by a deep understanding of both **business** intricacies and **technical** excellence.

We **bridge** the gap between functional business requirements and IT solutions, ensuring seamless **execution** from conceptualization to implementation, ultimately driving **transformative results**.

Project experience

Team

>30 Successful planning project implementations

8 Industries
such as logistics, retail & food

∞ Use Cases
In sustainability (CSRD), Financial planning (FP&A), Supply planning (S&OP) & HR

2 Solution Architects
*both with **>3** years planning experience at **Deloitte***

3 Model Builders
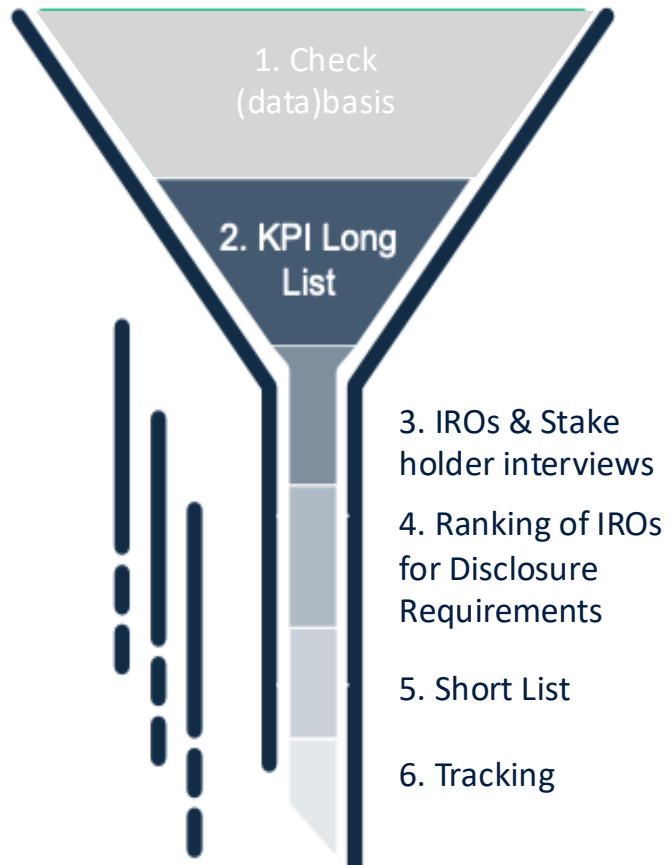*with **>8** years of professional experience in finance*

3 AI & Data warehouse experts
*enabling seamless **integrations***

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From materiality analysis to CSRD KPI set

1. Check (data)basis

2. KPI Long List

3. IROs & Stake holder interviews

4. Ranking of IROs for Disclosure Requirements

5. Short List

6. Tracking

Challenges

1 Data availability

2 Impact, conflicting goals, database

3 Documentation, data quality & ambition

4 Audit trail, argumentation & weighting of KPIs

5 Preparation of systems for Tracking

6 Steamless integration with data sources

Milestones

Definition of key KPI areas

Longlist for relevant DRs

Validated Impact, Risk & Opportunities for business areas

Transparent ranking on DR's that can be argued for
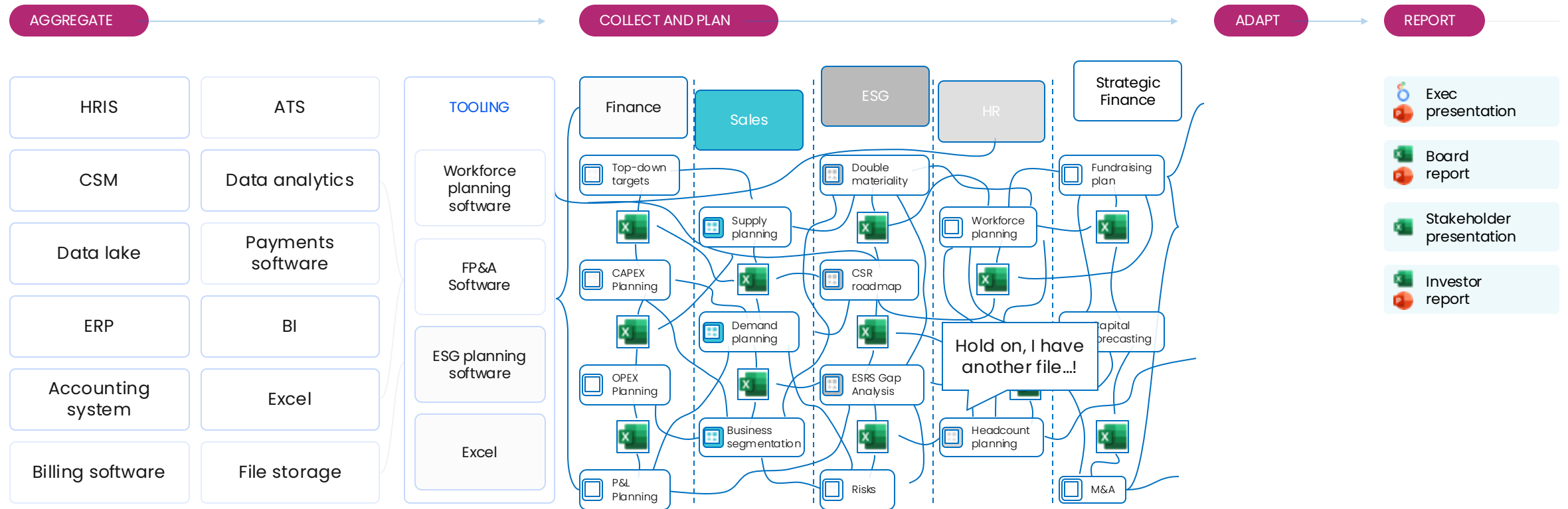
Include short List into DR tracking

ESG KPI set in line with own strategy and legal requirements

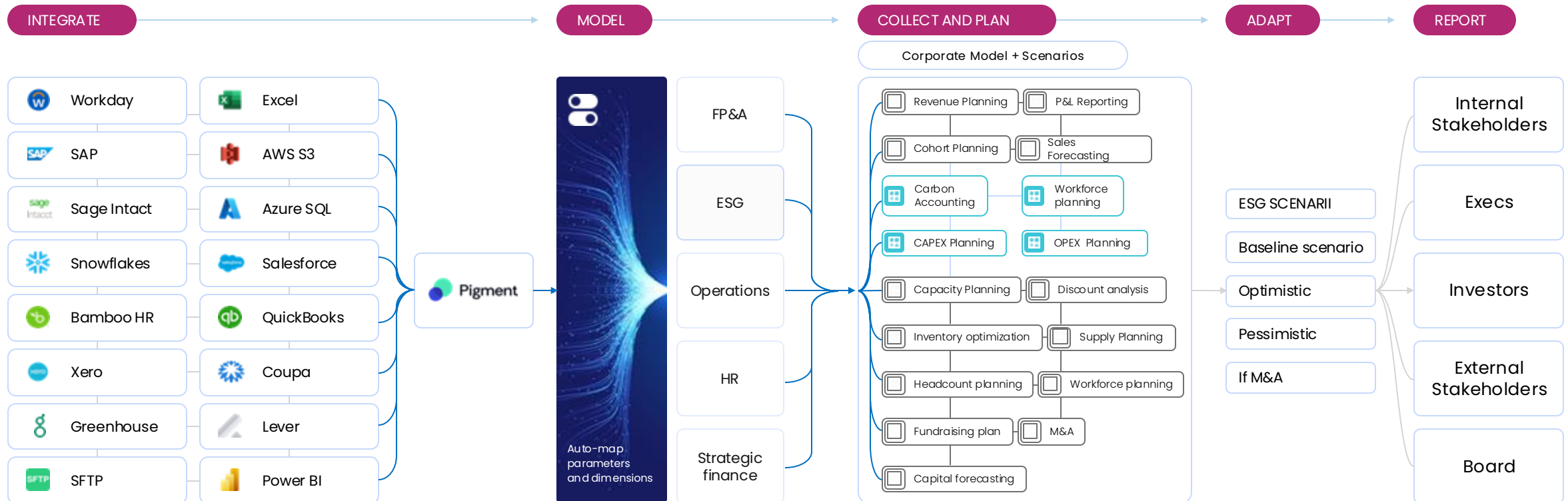# Concretely, Pigment allows businesses to transition from siloed, repetitive and inaccurate collection and planning…

AGGREGATE · COLLECT AND PLAN · ADAPT · REPORT

Aggregate sources:
HRIS, ATS, CSM, Data analytics, Data lake, Payments software, ERP, BI, Accounting system, Excel, Billing software, File storage

Tooling: Workforce planning software, FP&A Software, ESG planning software, Excel

Collect and Plan departments: Finance, Sales, ESG, HR, Strategic Finance

Finance: Top-down targets, CAPEX Planning, OPEX Planning, P&L Planning
Sales: Supply planning, Demand planning, Business segmentation
ESG: Double materiality, CSR roadmap, ESRS Gap Analysis, Risks
HR: Workforce planning, Headcount planning
Strategic Finance: Fundraising plan, Capital forecasting, M&A

"Hold on, I have another file…!"

Report: Exec presentation, Board report, Stakeholder presentation, Investor report

2024

...to collaborative collection and planning, that is both accurate and agile

INTEGRATE → MODEL → COLLECT AND PLAN → ADAPT → REPORT

INTEGRATE

Workday	Excel
SAP	AWS S3
Sage Intact	Azure SQL
Snowflakes	Salesforce
Bamboo HR	QuickBooks
Xero	Coupa
Greenhouse	Lever
SFTP	Power BI

Pigment

MODEL

Auto-map parameters and dimensions

- FP&A
- ESG
- Operations
- HR
- Strategic finance

COLLECT AND PLAN

Corporate Model + Scenarios

- Revenue Planning
- P&L Reporting
- Cohort Planning
- Sales Forecasting
- Carbon Accounting
- Workforce planning
- CAPEX Planning
- OPEX Planning
- Capacity Planning
- Discount analysis
- Inventory optimization
- Supply Planning
- Headcount planning
- Workforce planning
- Fundraising plan
- M&A
- Capital forecasting

ADAPT

- ESG SCENARII
- Baseline scenario
- Optimistic
- Pessimistic
- If M&A

REPORT

- Internal Stakeholders
- Execs
- Investors
- External Stakeholders
- Board

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DEMO: How we approach ESG Performance at Pigment

⚙ Set-up

Goal

Define what must be collected and how

Outputs

- → List of data points to collect, in line with regulations (e. g., CSRD) and materiality
- → Data aggregation map defined
- → Scope defined (dimensional granularity)
- → RACI for each data point
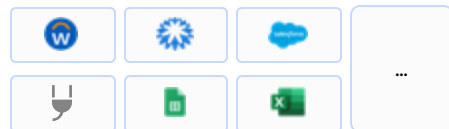
🗄 Collect

Goal

Collect efficiently all ESG data points

Outputs

- → All internal and external ESG data points in one space, accessible to all XFN teams (Finance, CSR, Business, Operations), in line with access rights
- → Embedded workflows and alerts to ensure validation process
- → Auditable data (audit trail)

⏱ ESG Performance

Goal

Focus on ESG Performance, by using Pigment capabilities to have in-depth data analysis by design

Outputs

- → Display
- → Simulate
- → Modelize

so Finance, ESG, Business and Operational leaders can align targets and track performance in real-time, across the organization

📄 Report

Goal

Report to relevant stakeholders

Outputs

- → Auditable reports for external communications on progress (annual reports, investor reports, regulatory authorities)
- → Reports for internal executives and boards
- → Reports for internal teams

Gefördert durch:

Ministerium für Wirtschaft, Industrie, Klimaschutz und Energie des Landes Nordrhein-Westfalen

How Pigment enables you to master CSRD

- **Reach goals:** transition from regulatory follower to proactive & future oriented planner

- **Break silos:** Seamless data integration across IT-sources & departments

- **Track progress:** Audit trail & Transparency on maturity analysis & future business development

- **Data-driven decision:** Use data insights for quick & profound business decisions

Zeit für Ihre Fragen

Unsere Veranstaltungsreihe „30 Minuten für mehr Nachhaltigkeit" vermittelt in kurzen Webinaren wesentliche Informationen und unterstützt Sie mit Anregungen, Ideen und praktischen Hinweisen für Ihr eigenes Unternehmen.

Folien senden wir Ihnen auf Wunsch gerne zu.

  Alle Folgen jetzt auch auf
https://www.youtube.com/results?search_query=log-it+club+e.v

Informationen auch in unserem Greenpaper.

https://www.logit-club.de/nachhaltigkeit

Haben Sie Fragen, Anregungen zur Nachhaltigkeit in der Logistik? **Wir freuen uns auf Ihren Input!**
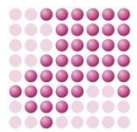
Bild von Glenn Carstens-Peters auf Unsplash

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BACKUP

Pigment relies on these three pillars
to offer its users a simple and powerful solution

Integrated

A scalable way to see all your data, in real-time

01

Intuitive
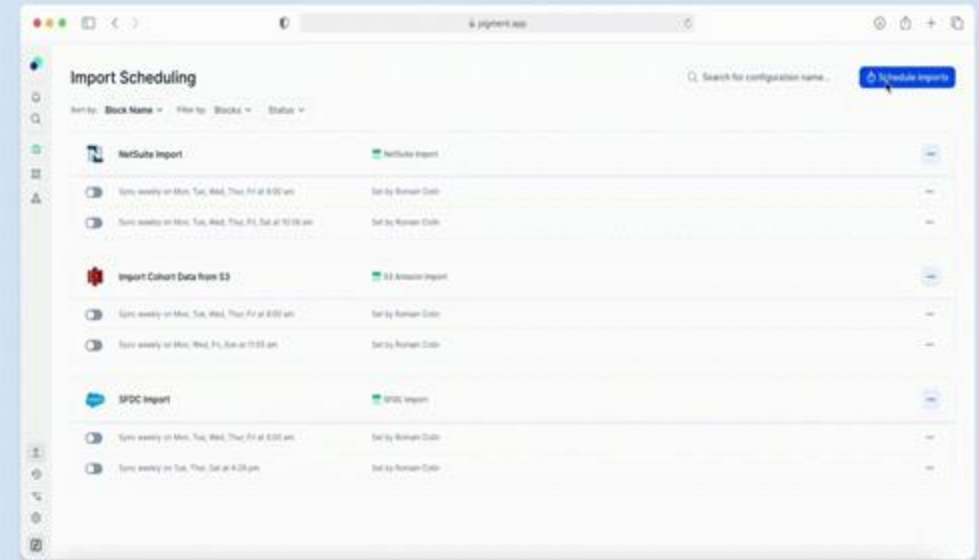
Plan together, without platform constraints

02

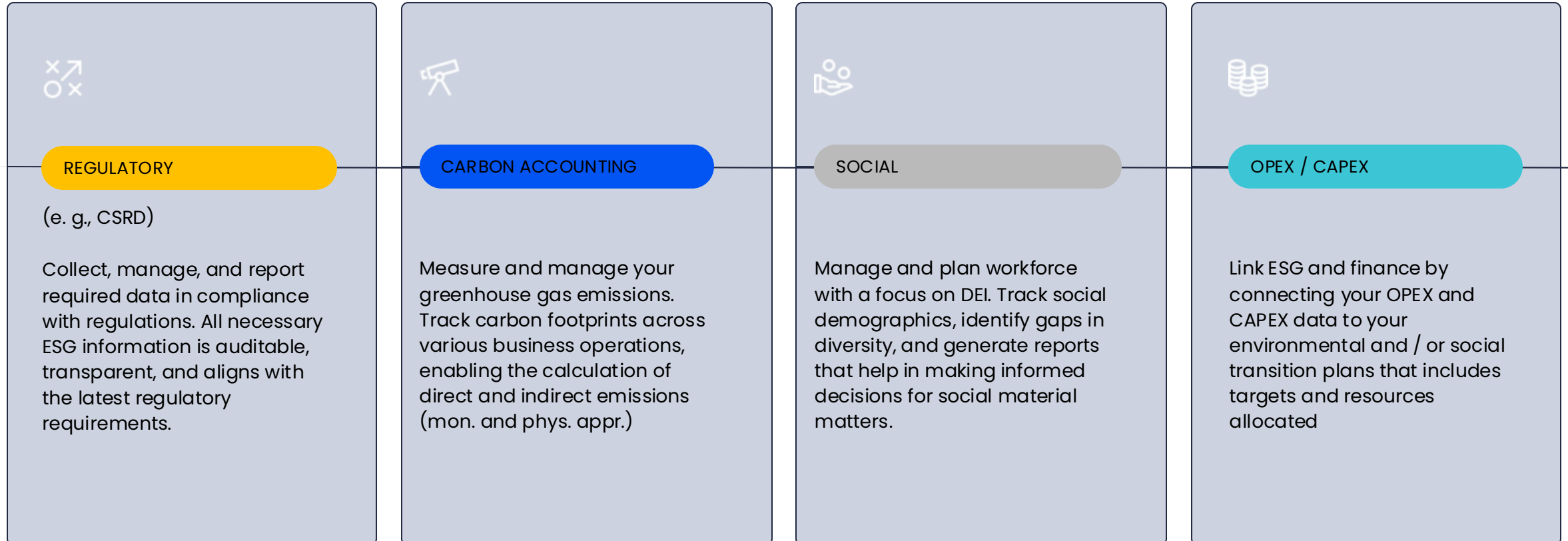**Adaptable**

Adapt models instantly, without restrictions

03

WHAT ARE THE AVAILABLE TOOLS ?

Three main approaches

	Spreadsheets	Point Solutions	Planning platforms (EPM)
Emissions estimate	✓	✓	✓
Emissions monitoring	◌✓	✓	✓
Scenario Planning	⊗	◌✓	✓
Connectivity with Finance / XFN	⊗	⊗	✓

Our ESG use cases at a glance

REGULATORY

(e. g., CSRD)

Collect, manage, and report required data in compliance with regulations. All necessary ESG information is auditable, transparent, and aligns with the latest regulatory requirements.

CARBON ACCOUNTING

Measure and manage your greenhouse gas emissions. Track carbon footprints across various business operations, enabling the calculation of direct and indirect emissions (mon. and phys. appr.)

SOCIAL

Manage and plan workforce with a focus on DEI. Track social demographics, identify gaps in diversity, and generate reports that help in making informed decisions for social material matters.

OPEX / CAPEX

Link ESG and finance by connecting your OPEX and CAPEX data to your environmental and / or social transition plans that includes targets and resources allocated

Planning today is holding your business back

According to **Accenture** , Finance teams spend:

>**85%** on data reconciliation, visualization, and reporting *whereas only*

<**15%** is used for insights & decision support

INEFFICIENCIES

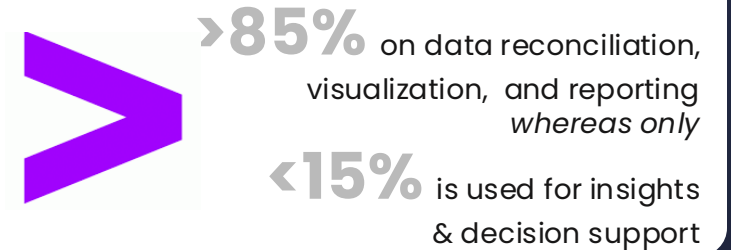**Chaotic and rigid planning is creating huge inefficiencies** and costing your business

INACCURACY

All of your plans, across every team, from multiple data sources means the data you plan with is inaccurate

You aren't able to plan fast enough and adapt your plans when unexpected changes arise

2024

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A platform for all your planning needs, in one place

Sales Planning
use cases

→ Revenue planning
→ Sales forecasting
→ Account segmentation & scoring
→ Sales Capacity planning

→ Territory planning
→ Quota planning
→ Incentive compensation
→ Sales to revenue planning

HR Planning
use cases

Talent acquisition
Headcount planning
Recruiting and finance reconciliation
Incentive compensation
ESG & Financial reporting
Merit increase & market adjustment
Demand planning and forecasting
Headcount management

Budgeting & Forecasting (FP&A)
use cases

→ Demand planning and forecasting
→ P&L Reporting
→ Cashflow projection
→ OPEX Planning

→ Pricing & Margin optimization
→ CAPEX planning
→ Integrated 3-Statement Build
→ Scenario modelling & What-ifs

2024