

## The State of Connected Planning

### at a glance: UK

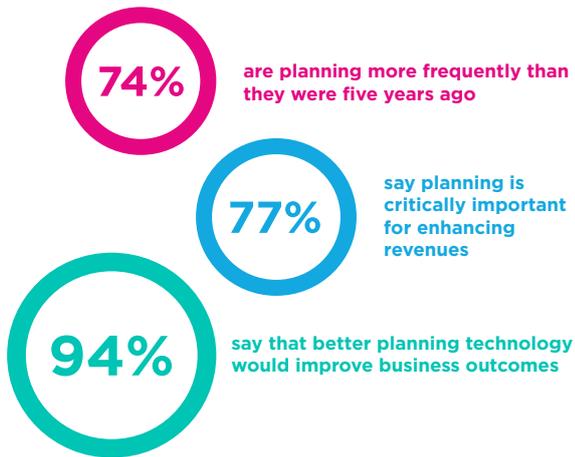
Our annual benchmarking report, **The State of Connected Planning**, investigates how leading organizations accelerate business value through Connected Planning.

We surveyed over 1,000 planning professionals across all business functions in 45 countries and 18 industries to uncover leading planning trends.

In this brief, we give you a view into our findings for the UK.



#### UK companies recognize the importance of planning



#### But they also face major obstacles

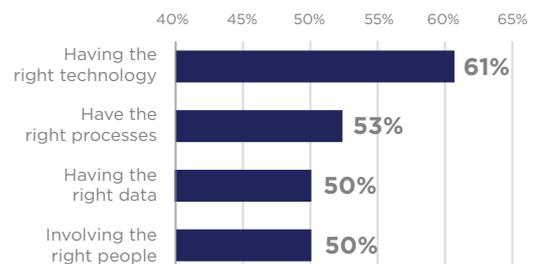


As UK companies strive to keep up with the accelerating pace of business, they are increasingly embracing planning as a path to business success. Our survey demonstrates this: A majority of UK companies call planning “critically important” to a host of business outcomes, including managing costs, enhancing revenues, optimizing resources, and making strategies actionable.

Yet UK companies also have problems planning as quickly and effectively as they’d like. Our research shows that only 87% plan quarterly or less and 82% still use spreadsheets for planning. When asked what they could change about their planning, 58% of UK companies answered, “we should make decisions faster.”

These limitations suggest a widespread need for technology that improves the speed of decision-making, enables quicker incorporation of market data, and enhances collaboration across the organization.

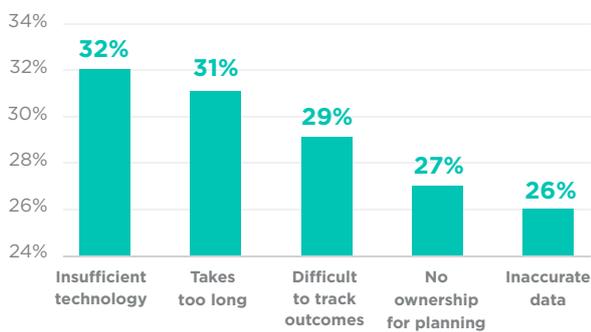
#### What could your organization improve in terms of planning? (UK companies)





UK companies describe multiple obstacles to planning, including insufficient technology and unreliable processes. A Connected Planning approach that provides all stakeholders with access to advanced technology and enables collaborative, streamlined processes can help companies overcome these barriers and dramatically improve their planning.

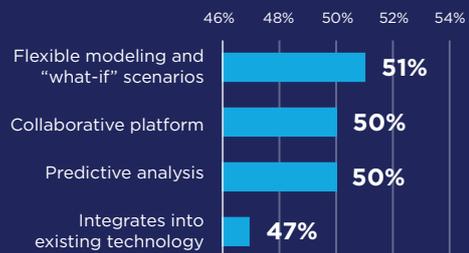
### What prevents UK companies from developing more effective business plans?



### BUILDING BLOCK:

UK companies value technology that provides accurate insight into the future and facilitates collaboration. To improve their planning, UK companies should leverage cutting-edge technology with robust scenario planning and predictive analysis.

### Which technological capabilities would most benefit your planning efforts?



### THE BOTTOM LINE:

Although UK companies value the importance of planning, they also struggle with too-slow planning, unreliable data, and insufficient technology. Our survey suggests that UK companies could improve business outcomes by mobilizing technology that better analyzes market data to give stakeholders more powerful insights into the future, and that empowers companies to develop more stable planning processes. By empowering decision-makers to make better, faster, more collaborative decisions, a Connected Planning solution can give UK companies the capabilities they need to keep up with the pace of business.