



# ESSENTIAL ELEMENTS OF A WELL-CRAFTED PLANNING REGIME

# TODAY'S PRESENTERS



Eamon McCoubrey

Account Manager



Michael Nicolescu

Director of Client Success



# AGENDA

- Why Plan?
- Financial Planning Best Practices
- Tech Stack Best Practices
- How Our Clients Use Synario
- Demo

# WHY PLAN?

# So why plan?

Prepare for  
an unknown  
future

Drive change

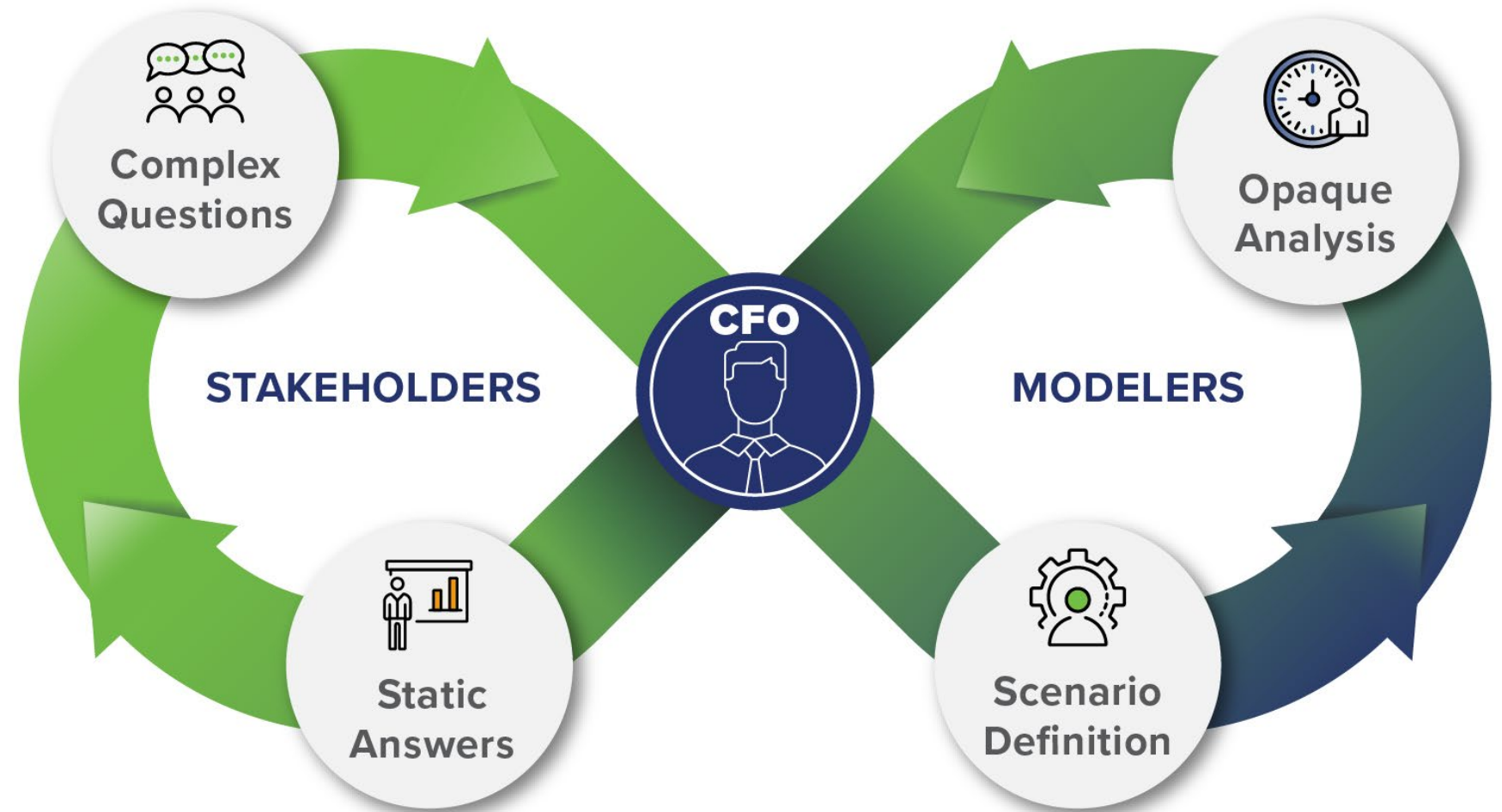
Make better  
decisions

- Macro Trends in Public Finance
  - Revenue Volatility and Uncertainty
    - Revenue sources sensitive to economic shifts, inflation, and demographic change
    - Federal and state funding is cyclical and politically uncertain
  - Aging Infrastructure
    - Deferred maintenance + new projects = larger CIPs
  - Staffing changes
    - Retirements and turnover
    - Standardization is important as staffing changes, so continuity remains



# Common inefficiencies in the decision cycle

Agility is a best practice,  
lost time is lost  
opportunity / revenue



Credibility



Angst



Burden

# FINANCIAL PLANNING BEST PRACTICES

# Adapting financial planning to today's challenges



## Plan with the long-term picture in mind

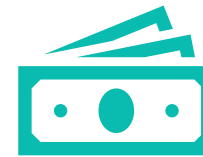
Shift from single-year budgeting to long-term forecasting



## Stay prepared with scenario analysis

Evaluate the financial impact of funding shifts, capital decisions, political outcomes

Develop the ability to quickly shift and adapt when environments change



## Unify Capital and Operational Planning

Avoid siloed plans – connect CIP, debt service, operating budgets, to see full impact of decisions



## Collaborate Across Departments and Stakeholders

Create a transparent, shareable planning environment for leadership, council, and finance

Create a planning process with standardization in mind



# Strategic Planning

Strategic planning is the top-level, five-year effort guiding your organization toward an established vision

# Infrastructure planning

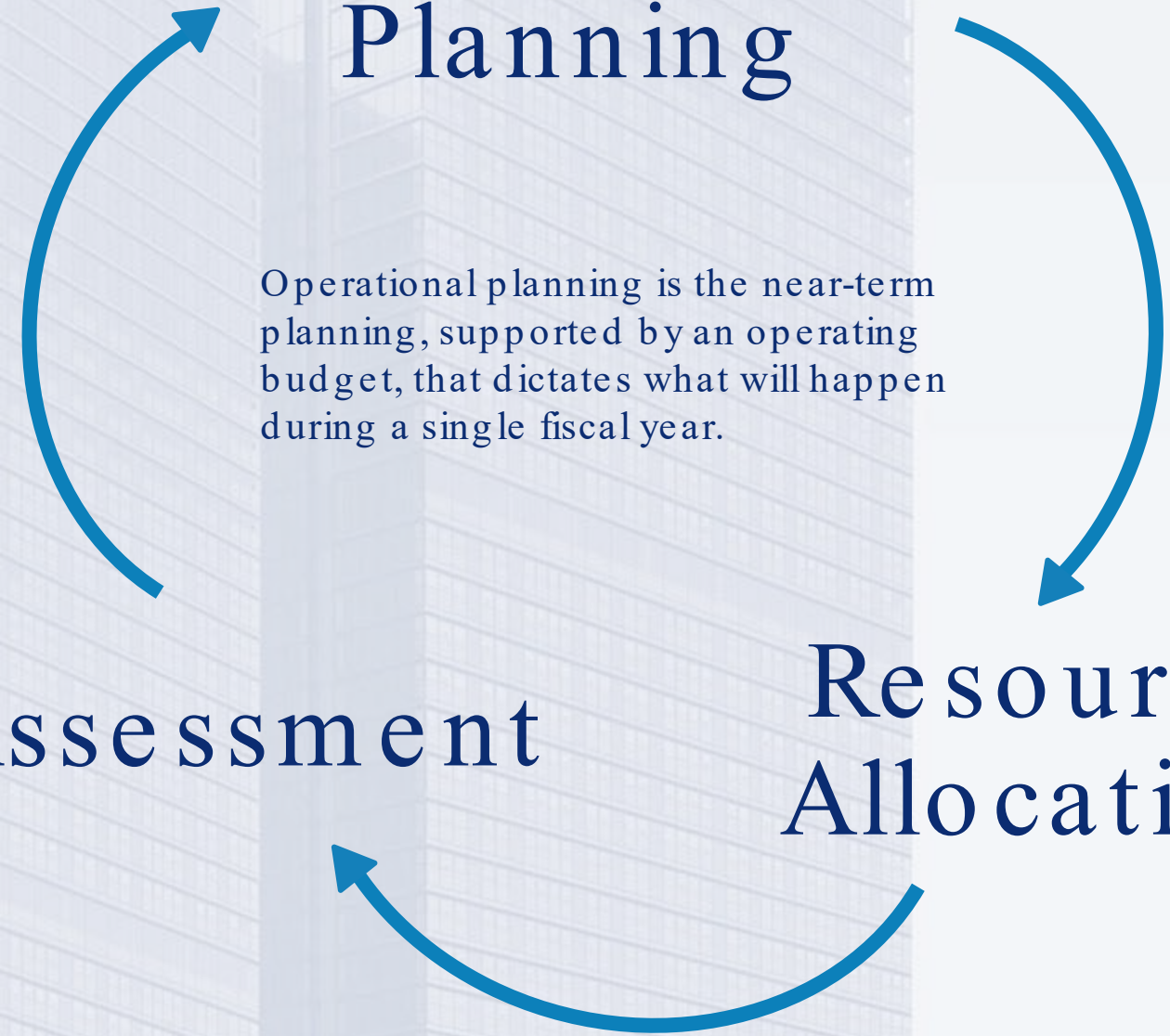
Infrastructural planning bridges strategic and operational planning over two to four years, focusing on key programmatic and support activities

# Operational Planning

Operational planning is the near-term planning, supported by an operating budget, that dictates what will happen during a single fiscal year.

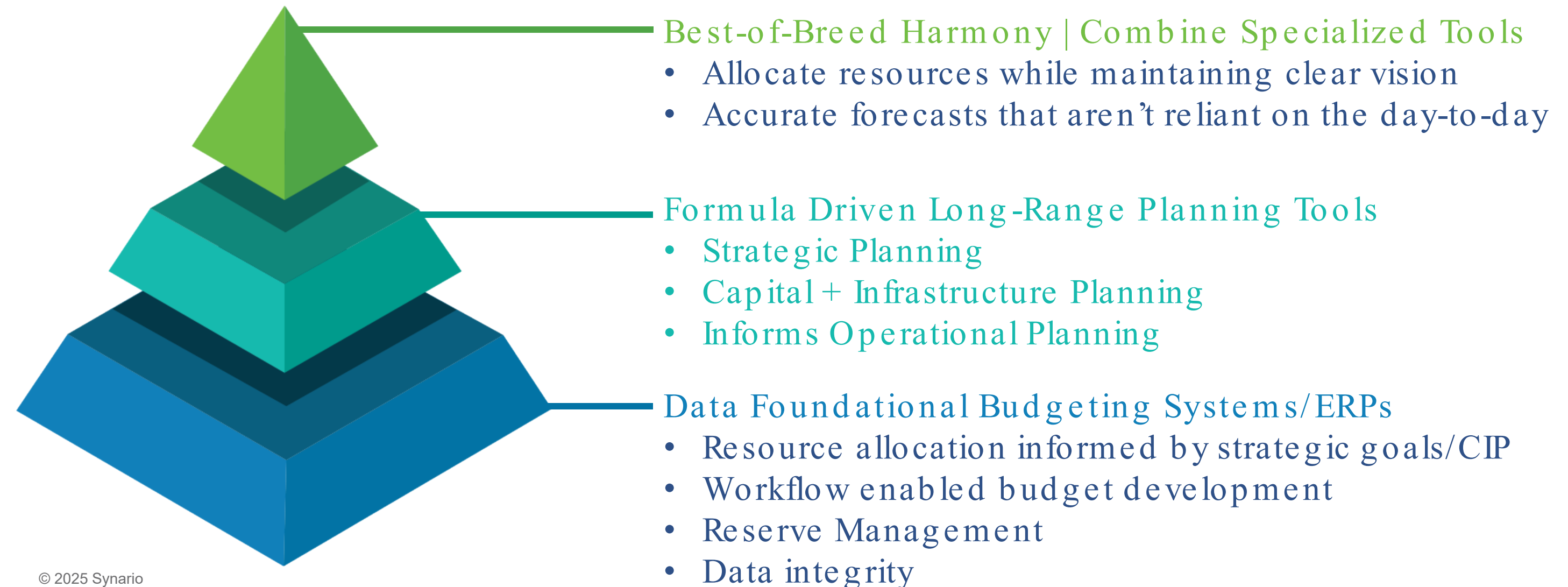
# Assessment

# Resource Allocation



# TECHNOLOGY STACK

# UNDERSTAND THE PURPOSE OF YOUR SOFTWARE AND SEE WHERE IT THRIVES





WHERE  
WE FIT



Data Analytics

Financial Modeling



MODELING INTELLIGENCE (MI)

Operational Planning  
(Budget Framing/Resource Allocation)

Capital Planning  
(Projects/Programs/Initiatives)

Strategic Planning  
(LT Decision-Making)

Resource Allocation/Assessment

Budgeting / Forecasting → simple formulas

Data Mining

Business Intelligence (BI) → statistics, trends, AI

General Ledger

ERP

Accounting

History

Current Period

Planning Period

[Actuals]

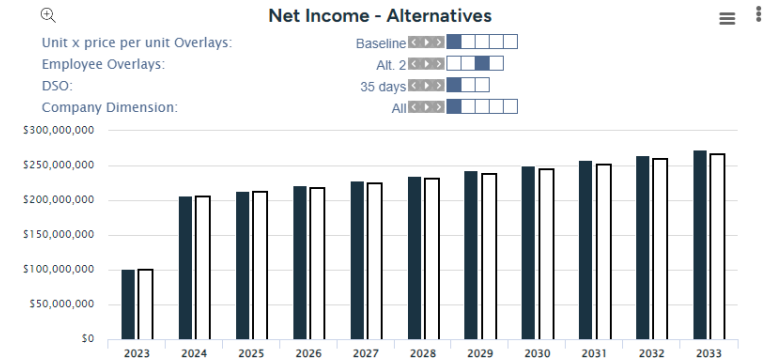
[Budget]

[Projection]

# FINANCIAL MODELING MADE SMARTER

## Live Platform Demonstration

ASSUMPTIONS			
Input Manager			
FO Tables (filter) ?	Line Item Values	Company # : Company Label (filter)	Region # : Region Label (filter)
Units Sold - Baseline			
Units Sold - Alternative 1			
Units Sold - Alternative 2			
Units Sold - Alternative 3			
Compensation - Baseline			
Compensation - Alternative 1			
Compensation - Alternative 2			
Compensation - Alternative 3			



Unit x price per unit Overlays: Baseline  
Employee Overlays: Baseline  
DSO: 35 days  
Company Dimension: All

Financial Statements - Alternatives				
	2023	2024	2025	2026
Income Statement				
Revenue				
Product Sales	1,419,130,000	0	0	0
Service Sales	909,600,000	918,696,000	927,882,960	937,161,790
Total Revenue	2,328,730,000	918,696,000	927,882,960	937,161,790
Cost of Sales	1,391,530,000	0	0	0
Gross Profit	937,200,000	918,696,000	927,882,960	937,161,790
Margin Expense	0	0	0	0
Operating Expense	812,940,000	645,320,092	646,670,175	648,216,840
Operating Profit	124,260,000	273,375,908	281,212,785	288,944,950
Other Income/Other Deductions	(1,440,000)	(1,440,000)	(1,440,000)	(1,440,000)
Interest Expense	14,280,000	14,169,600	14,169,600	14,169,600
Interest Income	4,290,000	4,290,000	4,290,000	4,290,000
Income Before Taxes	112,830,000	262,056,308	269,893,185	277,625,350
Taxes	12,000,000	55,031,825	56,677,569	58,301,323
Positive Net Income Adjustment	0	0	0	0
Negative Net Income Adjustment	0	0	0	0
Net Income	100,830,000	207,024,484	213,215,617	219,324,026
Balance Sheet				
Assets				
Current Assets	750,880,000	913,519,484	1,126,735,100	1,346,059,127
Long Term Investments	0	0	0	0
Property, Plant and Equipment	617,960,000	617,960,000	617,960,000	617,960,000
Intangibles	145,460,000	145,460,000	145,460,000	145,460,000
Other Assets	112,030,000	112,030,000	112,030,000	112,030,000
Total Assets	1,626,330,000	1,788,969,484	2,002,185,100	2,221,509,127
Liabilities and Equity				
Liabilities				
Current Liabilities	683,910,000	639,525,000	639,525,000	639,525,000
Long Term Debt	234,940,000	234,940,000	234,940,000	234,940,000
Other Long Term Liabilities	272,110,000	272,110,000	272,110,000	272,110,000
Total Liabilities	1,190,960,000	1,146,575,000	1,146,575,000	1,146,575,000
Stockholders Equity	435,370,000	642,394,484	855,610,100	1,074,934,127
Total Liabilities and Equity	1,626,330,000	1,788,969,484	2,002,185,100	2,221,509,127
Cash Flow Statement				



To Discuss Planning and Modeling Contact Us  
[mccoubrey@synario.com](mailto:mccoubrey@synario.com)  
215-557-1284

[www.synario.com](http://www.synario.com)



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