### **Anchors & Ladders**

### **Cost Anchors**

Gartner found that 93% of CFOs are exhibiting cost management behaviors that actually harm their business. Most of these businesses suffer from at least one negative cost process or "cost anchor" that drag down earnings and negatively impact company performance.

CFOs distinguish themselves by the cost management practices they implement in their organization - from choosing to eliminate negative cost management practices that drag down earnings, to employing positive ones that increase revenue and profits.



According to recent Gartner research, Key Issues Facing CFOs, an average of 81% of a company's costs are defined by the industry they are in, and the remaining 19% are largely determined solely by decision making.

# Raise the

Establish a centralized cost environment that provides a detailed and complete view of performance

Climb the Ladders

Run scenarios to understand how future changes will impact performance and profits

Differentiate between value added and transactional costs

Plan for future events proactively with timely cost answers

Build flexible cost models that scale as the business grows and changes Forecast and compare performance for future periods to improved decisions

Improve cost accuracy with a dynamic and rapid allocation methodology

## of Cost Management



#### Cost Ladders

Adopt a

Forward-

Thinking

Mindset

Increase

Cost

Agility

**Detect Early** 

Cost

Warnings

professionals encourage four positive cost behaviors, or "cost ladders", that contribute to business growth by providing the necessary insight to establish a cost and profitability practice that delivers timely, accurate, and actionable results.

of businesses suffer from poor cost visibility

of businesses have a flawed perception of cost equivalence

84%

of businesses rely on outdated cost models

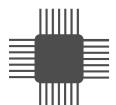
90%

of businesses face business

Provide business partners the ability to focus on controllable outcomes

racy
and
Rapid
Reallocation

## Master your anchors and ladders with better cost insights from ImpactECS



### Centralize

Gather and transform critical finance and operations data from systems across the company.



### Analyze

Evaluate and compare historical performance, calculate variances and identify root causes.



### Calculate

Compute and examine detailed cost and profitability results using your business rules and requirements.



### O Predict

Run simulations to expose the effects of business changes from either internal and external sources.