Building an FP&A Model

For a Cloud Communications Company

Summary

This hands-on course focuses on the skills required to design and create an interactive Financial Planning & Analysis ("FP&A") model of a cloud communications company that adheres to the highest industry standards.

The course material includes model design, logic, construction, financial concepts and accounting treatment. During the seminar, participants will build a model that includes forecasts of a detailed monthly revenue build up by contract, FTE level costing and other division level costing components. The model will also include integrated financial statements.

⭐ **Prerequisites**

Participants should have a solid grasp of basic accounting fundamentals and proficiency with Excel prior to taking this course.

🕐 **Timing**

This course requires 8 - 12 hours, depending on the amount of material to be covered.

Learning Topics

1. Design and Structure a Financial Model
- ✓ Design a clear and logical financial model
- ✓ Discuss the need for a model to serve as a budget and decision-making tool
- ✓ Create clearly defined inputs and assumptions
- ✓ Connect strings of data to create assumptions and footnotes

2. Build Powerful Scenarios and Financial Statements
- ✓ Use switches to create effective scenarios and value drivers
- ✓ Forecast and build-up a company's revenues and expenses from detailed monthly estimates and projections
- ✓ Design and incorporate a company's income statement, balance sheet and cash flow statement

3. Incorporate all Relevant Schedules
- ✓ Construct all necessary schedules, including:
    - Monthly revenue build up from sales force
    - Calculate FTE expenses by department from per person assumptions
    - Working Capital Schedule
    - Income Tax Schedule
    - Debt and Interest Schedule
    - Shareholders' Equity Schedule
- ✓ Use Lookup functions within the model to effectively extract information
- ✓ Build and manage complex formulas for multi-period contract payments that contain price escalators
- ✓ Properly incorporate Senior Term Debt with an amortizing repayment schedule
- ✓ Create a robust Bank Operating Line (or Revolving Credit Facility)
- ✓ Design and incorporate a cash sweep for a company's Bank Operating Line
- ✓ Balance the company's balance sheet

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