

Alight provides a flexible easy-to-use budgeting and planning solution that enables finance teams to streamline plans and more effectively communicate to management. Created by the team that developed Pillar which set the standard for enterprise planning software, Alight provides visibility into the key drivers that most impact your company's bottom line. Alight is rated #1 in customer satisfaction.*

Budgets and Forecasting

With Alight Planning, you cut budget and forecast cycles in half and measurably improve analysis of the numbers and insights into the business. Difficult planning issues — for example, converting budgets into rolling forecasts, managing the collaboration process, maintaining driver models, and integrating actuals — all are handled seamlessly.

Alight changes the planning experience by delivering innovative structures and interfaces that make budgeting and forecasting effective processes — heavy on analytics, light on maintenance.

Long Range Planning

Alight Planning lets you create any type of long range or strategic financial model — with fewer errors and with a seamless transition between strategy and operational budgets.

Features include flexible and customized time periods, easy to use modeling interfaces, and automated balance sheet.

"The expense budgets and rollups to the P&L were seamless. Auto-generation of line items when importing gave us true apples-to-apples comparisons of actuals and plan with visibility into trends.

I could tell right away that the Alight people had thought through a lot of details that counted. "

Judy Van Norman
CFO, Down East Enterprises

	2009 Forecast	2009 Budget	Variance	Var %
Gross Sales				
Software				
North	\$ 3,632,836	\$ 2,634,800	\$ 998,036	37.9%
South	\$ 1,899,080	\$ 1,882,000	\$ 17,080	0.9%
West	\$ 2,163,690	\$ 2,258,400	\$ (94,710)	-4.2%
Total Software	\$ 7,695,606	\$ 6,775,200	\$920,406	13.6%
Services				
Consulting	\$ 5,353,602	\$ 5,646,000	\$ (292,398)	-5.2%
Training	\$ 1,719,900	\$ 1,782,000	\$ (62,100)	-3.5%
Support	\$ 751,260	\$ 773,280	\$ (22,020)	-2.8%
Total Services	\$ 7,824,762	\$ 8,201,280	\$(376,518)	-4.6%
Total Gross Sales	\$15,520,368	\$14,976,480	\$543,888	3.6%
Net Sales	\$15,520,368	\$14,976,480	\$543,888	3.6%
Cost of Sales				
Software COGS	\$ 463,504	\$ 376,704	\$ (86,800)	-23.0%
Consulting COGS	\$ 3,150,036	\$ 3,307,705	\$ (157,669)	4.8%
Training COGS	\$ 165,387	\$ 163,766	\$ (1,621)	-1.0%
Support COGS	\$ 665,803	\$ 665,510	\$ (293)	0.0%
Total Cost of Sales	\$ 4,444,730	\$ 4,513,685	\$ 68,955	1.5%
Gross Margin	\$11,075,638	\$10,462,795	\$612,843	5.9%
Operating Expenses				
Administration	\$ 2,101,145	\$ 2,130,564	\$ 29,419	1.4%
Marketing	\$ 2,795,645	\$ 2,585,037	\$ (210,608)	-8.1%
Sales	\$ 1,868,941	\$ 1,773,233	\$ (95,708)	-5.4%
Development	\$ 1,414,092	\$ 1,408,228	\$ (5,864)	-0.4%
Depreciation & Interest	\$ 229,873	\$ 235,704	\$ 5,831	2.5%
Total Operating Expenses	\$ 8,409,696	\$ 8,132,766	\$(276,930)	-3.4%
Operating Profit	\$ 2,665,942	\$ 2,330,029	\$335,913	14.4%

Scenario Analysis

Alight incorporates the most robust feature set of any planning package for managing scenarios, a fundamental requirement for budgets, forecasting and long range plans.

You can create and compare up to 100 different scenarios and switch between scenarios in real time. You can also change values and underlying structures across multiple scenarios in a single operation, a huge time saver when analyzing many scenarios in one session.

Reporting

You can set up any type of standard or ad hoc reporting with "slicing and dicing" of the data by as many as eleven custom dimensions.

Using dimensions and allocations, you can select filters for real time profitability analysis by business unit, product, customer or region.

You can also create highly formatted reports and assemble them into "report books" for export to Excel and PDF.

* *The 2010 BPM Partners Pulse Survey.*



Customers

Alight has over 200 customers across many business segments including: business and financial services, healthcare, higher education, manufacturing, technology, non-profit, and wholesale/retail distribution.

Customers include: Kaiser Permanente, Verizon Wireless, SunGard, Pittsburgh Mercy, Swan & Dolphin Resort at Disney World, Iroquois Gas Transmission, Pennsylvania State University, Tuft's Medical Center, Haws Corporation, FBL Financial Group, and Down East Enterprises.

Implementation

Software selection is important. However, too many packages end up sitting on the shelf, embarrassing the implementation team and costing time and money. There are two fundamental issues: 1) is this software easy enough for finance staff to implement without heavy-duty IT involvement or technical consulting? and 2) when support is needed, is the vendor there with quality training and an accessible team?

Alight Planning software is designed for implementation by the finance team with minimum IT support. Installation takes just a few minutes. Setting up financial statement rollups and account structures is straightforward. And building complex activity driver models, typically a difficult and frustrating process with spreadsheets, takes a fraction of the time.

Alight delivers a first class training experience with over 10 hours of online automated training materials backed by a 400 page implementation manual. Our in-house consultants are world class planning gurus with years of experience and hundreds of customer implementations to their credit. Implementation timeframes are measured in weeks, not months.

"I actually built the Schoolwires P&L model during the trial period before I bought Alight Planning!

I had the package up and running on my own in a fraction of the time it would have taken in Excel—and without help from the Alight implementation staff except for the occasional support call."

**Don Eisele
CFO, Schoolwires**

"It was clear that Alight's structures for scenarios would be an important tool for 'what-if' analysis.

During executive review meetings, we had top executives modifying model assumptions and making decisions in real-time.

Building the same model in Excel would have been a maintenance nightmare."

Larry Van Kuran

Configurations and Pricing

Alight Planning is configured and flexibly priced for small and mid-market companies and divisions or business units of larger organizations.

You can buy a permanent license for Alight Planning software in two configurations:

Alight Desktop — fully functional planning and analysis software for a single user with a desktop installation. \$5,995 for a permanent license plus a 20% annual support fee.

Alight Enterprise — robust file server architecture with process controls and security for up to 100 users. Pricing is based on a sliding scale of number of users. For example, a permanent license for 15 users is \$30,000 plus a 20% annual support fee.



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Getting Started

Ask about the **Alight JumpStart** — a program where prospective clients start development of their financial model and confirm that critical requirements can be met *before making a purchase decision.*