

CASE STUDY

CHALLENGES

Frontier, one of the United States' largest airlines, was spending too much time and effort trying to get an accurate P&L statement. Initially, the airline hired a different firm to complete their Anaplan implementation. However, the implementation was a failure due to an improper approach -- and thus had to be abandoned. Without the proper Anaplan implementation, Frontier was forced to do all their data tracking in Excel with multiple spreadsheets. Excel was not built to grow to the size or complexity that Frontier was hoping to achieve.

Frontier's FP&A team desperately needed a system that would efficiently and accurately pull data from multiple dimensions. They needed to have a clear understanding of what their balance sheet looked like, without having to spend days collecting data. Each cost center was operating individually with its own Excel spreadsheet. The Frontier FP&A team wanted to pull complex data with varying dimensions, which could not be done without multiple people working on the report along with numerous hours gathering data. For example, flight plans, fuel, reservations, hedge and more were all tracking data individually. Time that could be spent forecasting, preparing or analyzing, was being consumed searching for information. Their planning process was not refined and needed a robust, singular source to pull their data.

The freedom and flexibility afforded by Excel are typically met with the conundrum of human risk factor. In the spreadsheet world, this is where people accidentally change data and formulas or create "lookup labyrinths." Frontier needed a useful, accurate implementation to correctly and efficiently gather data. Double checking everything in Excel was wasting time and resources.

Frontier wanted a partner they could trust to correctly implement Anaplan the second time. Frontier chose Allitix to rebuild their program and processes.



Failed initial implementation



Spreadsheet silos/ manual processes



No balance sheet



Planning process was not refined

SOLUTION

Allitix compiled all the complex data from the various spreadsheets and created a single data hub for the information. The Allitix solution enabled the FP&A team to slice and dice through the data and extract necessary information quickly. All the various complex dimensions could be pulled from single source rather than multiple spreadsheets. This implementation saved time and resources for the team while decreasing inaccuracies. The human risk factor associated with Excel was also eliminated in this implementation.

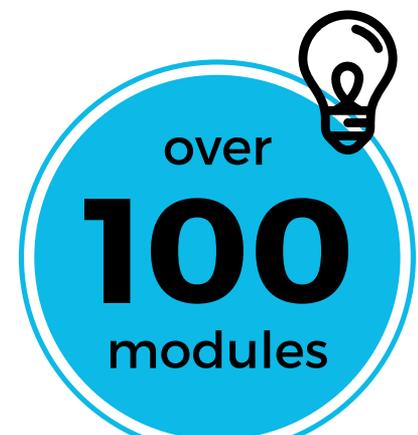
The model Allitix delivered was very complex, with over 100 modules. It enabled Frontier can pull expenses from multiple aspects of the business within the single model.

- ✓ **Income statement & balance sheet**
- ✓ **Centralized data hub**
- ✓ **Consolidation of data and various complex spreadsheet "applications"**
- ✓ **Fleet plan (maintenance plans and spend analysis on different planes)**

RESULTS

Following the Allitix implementation, Frontier was able to pull live information rather than spend days gathering it. Time can be spent forecasting and analyzing data, rather than collecting it. The FP&A team can automatically understand their expenses to build out an accurate balance sheet. Reporting is faster, more accurate and takes less effort from the team. Time spent gathering data can now be spent utilizing information for planning. The FP&A team experienced natural attrition and could reallocate 2 employees; This saved the team over \$200,000 a year without backfilling those positions!

Frontier was so pleased with the Allitix implementation of Anaplan, they decided to move forward with an additional phase of work. The next implementation is for their accounting team, slated to begin in April 2019.





ABOUT ALLITIX

We are a people-driven consulting firm which prioritizes the goals and vision of our clients but also invests to empower its individuals. Our guided approach enables our clients to deliver immediate project results while providing them the knowledge and skills to maximize and drive future success.

- We are focused on people.
- We help you stay one step ahead.
- We are in this together.

WHAT WE DO

1. STRATEGY & OPERATIONS

We help our clients see the bigger picture through planning and analytics.

2. TECHNOLOGY ENABLEMENT

We give your users and model builders the tools and resources needed to build a true connected planning process across your organization.

3. BUSINESS PERFORMANCE MANAGEMENT

People, process, technology, & data are the pillars of performance management. We help you lay the foundation which scales for success.