

# Joining the dots

## How connected planning will transform retail banking

### Clouds overhead: Banks face a new raft of challenges

**80%**  
Rate changing customer demands as a significant challenge facing retail banks

**66%**  
See maintaining agility to respond to economic volatility as a major challenge

**42%**  
Cite inaccurate or untimely data as the biggest challenge for developing scenario-based modelling

**66%**  
Say that their finance and risk architecture is somewhat or very siloed

**74%**  
State carrying out scenario-based modelling as the most challenging aspect in relation to new capital and liquidity regulations

### Outlook overcast: Banks current planning processes are inadequate

**54%**  
State that cloud-based planning is only used for some functions and not across their whole organisation

Only **6%** feel that they are very effective at responding to Brexit in their planning process

**78%**  
Use cloud-based planning for sales performance management but  
**30%**  
only use it for strategic corporate planning

**58%**  
Say that they have not put digital measures in place to comply with financial services regulations in their planning process

**64%**  
Say that business plans are not visible across the entire organisation

### A break in the clouds: Improved planning is a top priority for banks.

**96%**  
Say they have plans to implement more cloud-based planning within the next three years

**54%**  
Rate improving forward-looking planning as a very high priority in their business planning

**54%**  
Budgeting is seen as the process that would most benefit from cross-departmental planning by a significant margin



**90%**  
See mobile as one of the most important technologies for their business planning over the next two years

**88%**  
Say that the scale and complexity of legacy data is a factor preventing them from making greater use of cloud-based planning