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12 reasons you should stop using spreadsheets for financial planning

**Success starts with
timely, accurate,
and powerful
financial planning.**

Why spreadsheets fall short for modern financial planning

Intentional, sustainable growth depends on strong planning. Yet many organizations still rely on spreadsheets—tools that simply weren't built for today's fast-moving, data-rich financial environment.

Spreadsheets feel comfortable and familiar, but financial planning has evolved. With so many variables influencing performance, static, manual files can't keep pace or maintain accuracy. Their limitations become even more apparent in a world where real-time decisions and cross-functional alignment matter more than ever.

Traditional planning focused on looking backward—last month, last quarter, last year. While historical data is still essential, it tells only part of the story. Finance leaders now need visibility into future outcomes, not just past assumptions. Trying to forecast the future using ERP exports and complex spreadsheets quickly hits a wall.

This ebook outlines 12 reasons why spreadsheets no longer meet the demands of modern financial planning—and why smarter, connected alternatives are now essential.

01

Spreadsheets are intimidating

Especially among employees who don't often use spreadsheets, opening an Excel file can be intimidating. Whereas a financial analyst might find spreadsheets useful, people in other roles may find them off-putting or downright confusing. That means you've already alienated a portion of your data-hungry audience from the outset. Many people won't even bother opening a spreadsheet sent over email, let alone get excited about analyzing them to deliver a "bottoms up" plan.

02

Spreadsheets are not built for human visual perception

Because a spreadsheet presents all the raw data at once, it's difficult to interpret what's important and what's not in building your financial plan. Visualization tools can be used to highlight the important aspects of a data set or results, but in spreadsheets it's hard to see the forest for the trees. When the raw financial planning data is presented in rows and columns, it is not easy to determine outliers, exceptions, or areas of focus. Your spreadsheet supporters are missing the point if the rest of the team finds it difficult to identify core financial elements, trends, or relevance to creating their individual financial plan, or synchronizing with the "top down" planning effort. And when it comes to viewing spreadsheets on a mobile device: open up a financial spreadsheet on your phone right now and try to find a specific cell. Enough said.

03

Financial planning spreadsheets “done right” are too expensive

How much time, effort, and skill does it take you to generate a proper financial planning spreadsheet? If it feels “too expensive” in the time it takes to gather the information you need, the effort to rationalize the various data inputs from the various departments, and the skill required from your top people to massage and interpret the data daily, then it probably is too expensive. Also, any financial planning spreadsheet that has an intimidating or impressive name (“Monster Budget” “Global Plan” and “Godzilla” are popular) or one that requires specific skills or a dedicated person to deliver is probably too expensive for the benefits derived. And that assumes you and your team have correctly mixed financial data from all your regions and groups, maintained calculation logic, and created a consumable, actionable financial plan without errors.

04

Spreadsheets are error-prone

Perhaps you feel that the accuracy and integrity of your own company's spreadsheets are just fine. That's assuming that you and the last three people that modified your spreadsheet have always used "AverageA" instead of "Average" from the formula dropdown list, have always selected the precise amount of cells from the activity costing spreadsheet, and have never accidentally entered data into a formula cell.

If you believe your spreadsheets are accurate, you could be the exception, as studies have shown that 94% of spreadsheets have significant errors¹ and nearly every spreadsheet has at least a 1% error factor within a formula cell.² Don't worry though, errors in your financial planning spreadsheet most likely won't end up costing your company \$6 billion like it did JPMorgan³ after misreporting its overall Value at Risk (VaR) for years, or push your government into implementing austerity measures after a few rows were hidden, like what happened in the UK in 2010.⁴

1. "What We Don't Know About Spreadsheet Errors Today, European Spreadsheet Risk Interest Group, Raymond R. Panko, 2015
2. Sorry Spreadsheet Errors, Forbes, 2014
3. How A Rookie Excel Error Led JPMorgan To Misreport its VAR For Years, Forbes, 2013
4. The error that could subvert George Osborne's austerity programme, The Guardian, 2013

05

Spreadsheets can't show real-time data

Your financial planning spreadsheet is only going to provide data as timely as the last time it was updated. Because of the time, effort, computing, and skills required to make these updates, teams are not likely to do this frequently enough in order to effectively act in volatile markets. Most organizations using spreadsheets for planning are looking at financial data from last month's "soft close" at best, or more likely at a moment in time several weeks or quarters behind based on the previous year's budget. This limits your time and ability to course correct issues and monetize opportunities, especially in the current environment of inflation, interest rate, and workforce volatility.

06

Spreadsheets don't provide views of financial history or trends

If you are able to quickly compare financial plans for a particular region, group, or practice or product across months, quarters, or years automatically within your spreadsheet, you are in the rare minority. Most financial plans are snapshots of a moment in time (FY23 Plan, June Budget, etc.) because of the expense of storage and data collection constraints of Excel. For the rest of you, just looking at a single number for a budget such as "\$73M" without context or history hampers your ability to actively and effectively improve your financial planning process.

07

Spreadsheets don't let you drill into invoice, purchase order, or journal entry

Because it's so challenging to view historical data in a spreadsheet, your ability to drill down into the key transactional data and assumptions driving financial planning is limited. Are revenues down because your three largest projects are behind schedule and you can't recognize the revenue? Is it because of currency fluctuation? Is everyone just adding 10% to their budget because that's the easiest thing to do? Or are they just not including expensive projects/hiring that will happen regardless of what goes into the budget to make their numbers fit? Without transactional data, these questions either remain unanswered or, worse, fuel new spreadsheets, finger-pointing, and arguments over who has the right data.

08

Your financial spreadsheet is the “single source of truth” until it isn’t

If your organization maintains a financial plan/budget for all your services, products, prices, regions, and practices, that’s impressive. But what happens when you add a new product or service organically or through acquisition? Do you try to combine multiple spreadsheets? Do you redo all impacted budgets? You may hear things like “We budget on a different cycle” or “Your plan is wrong, here’s how we are tracking it.” Suddenly you have a mishmash of financial plans. And that’s not to mention the potential formatting inconsistencies of combining European and U.S. date conventions, or commas and decimal points.

09

Spreadsheets are difficult to share

Even with cloud solutions like Google Sheets, it's difficult to collaborate on a spreadsheet among multiple team members. Because of the possibility that data could accidentally be deleted or changed, many important spreadsheets are still shared as static documents. At best, a financial budget spreadsheet might get emailed once a month, which makes it easy to get lost in inboxes. As for collaboration, updating your revenue forecast assumptions or "performance to plan" spreadsheet with everyone's individual comments or edits, or emailing "just read my email to see what I'm asking" method is rarely efficient either.

10

Data is not secure in spreadsheets

Too often the answer to the collaboration issue cited previously is to lock your financial planning spreadsheets, so you can share them without worry of alterations or edits. Unfortunately, most people figure out a workaround, saving a local copy that they can edit themselves. Now instead of being more secure, you are less secure, and everyone has their own copy to alter or take with them if they leave the company. This can also lead to issues around auditability (“Who knew what when?”) and wasted resources as multiple organizations try to determine who has the final final FINAL version of the budget spreadsheet.

Spreadsheets lack development rigor

Most people think of their financial planning spreadsheets as “just a report”, but the reality is that it is much more than that. Because most financial plans combine transactional financial data, aggregated numbers, calculation logic, and a presentation layer, your spreadsheet is more like a development environment than a simple report. However, most users will use it as a simple report and look only at the data they need at that very moment. This sacrifices traditional development rigour such as proper data modelling, testing of formula logic, documentation, versioning, user types and training, device form factors, auditability, and many of the other elements mentioned earlier, such as collaboration and security. What happens when the original creator of the VBA code in your budget spreadsheet leaves, or the multiple version problem becomes so widespread that no two regions, groups, or practices can align? How long could your organization thrive without a real picture of your financial plan?

12

Financial spreadsheets aren't built to scale

For most software, the more people in your organization that use it, the better it is for the organization. Excel and the like are the opposite. Planning/Budget spreadsheets multiply in ways they shouldn't, and the more versions with your financial data that exist, the less likely it is that you'll ever have an accurate picture of your financial plan. "Locking it" won't work (see #9 and #10), the more versions, the great chance for errors to creep in (see #4), and once the propagation has occurred, the chance of getting it back in line are minimal at best (#8), and immensely expensive at worst (#3).

What is the best alternative to a financial spreadsheet?

The answer is simple: Rely on your ERP vendor to provide financial reporting, analytics, and planning as part of their offering. If they can't do that, look for a new vendor. If your company isn't using a modern financial solution today, now is the time to switch, as improving margins or cash flow by just a few percentage points can pay for the entire solution.

It's also more important than ever to make sure that you're leveraging an ERP solution tightly connected to your CRM. Managing financial and customer information on the same platform helps teams run more efficiently by saving time and resources. Additionally, using a financial solution with embedded reporting, analytics, and planning on the same platform as your CRM allows you to make decisions with unprecedented access to realtime information about your business as you more easily access demand and sales data with your planning assumptions and actual performance.

If sales are down significantly for a product or service, a modern ERP can notify you with visual reports the minute the trend begins, days or weeks before your Excel-based financial plan has the same data entered into its cells. By unifying all the data related to your customers, products, resources, and financials in one solution, not only does it make calculating financial performance and updating financial planning easier, but it accounts for every detail – from cash to costs to demand, forecasting revenue and protecting margins. It's the smartest move a financial leader can make today.

Experience Modern ERP

Certinia elevates business growth with a complete platform built for services organizations—connecting service delivery, finance, and customer success. Native to Salesforce, Certinia helps companies operate as one unified business, make smarter decisions, and scale with agility.

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