



FinNext 2020 Tech Challenge Overview

Models, Inc. has been a wholesaler and distributor of model collectibles such as classic cars, planes and trains in the United States, Europe and Asia for approximately 15 years. The company's distribution sales operation is divided into four territories across 19 countries. Models, Inc.'s customer base is primarily toy and collectable retailers; its current product base consists of six product categories, with 86 unique product models. Over the past three years, Models, Inc. has experienced moderate sales growth, but does experience variance in the COGS of its various product models as well as their per unit pricing between various clients.

Product Categories	Sales Territories
<ul style="list-style-type: none">• Classic Cars• Motorcycles• Planes• Ships• Trains• Trucks & Buses	<ul style="list-style-type: none">• APAC• EMEA• Japan• North America

Models, Inc. is preparing for an executive off-site meeting to review the current performance and view forecasts and has asked FP&A to prepare materials ahead of the meeting. The FinTech challenge is to prepare a five-minute video demonstration of the current and projected financials for the leadership.

Competition Details

Objective: To provide a single place where the FP&A community can view, learn about and compare various planning tools under similar conditions.

The data set required to compete in the Tech Challenge is located [HERE](#). Your recorded submission should rely on visualization capabilities to complete the following tasks:

1. Navigate through the sales and COGS data by various dimensions to find areas of strength and weakness, while demonstrating these software capabilities:
 - Drill down and drill through
 - Self-service slice/dice, keeping in mind security levels
 - Dashboards by role
 - Visualization of profit by various dimensions
2. Forecast sales for the remainder of 2018
 - Create and present a sales forecast for the remainder of 2018 (June through December) using trend analysis, predictive BI or driver-based assumptions methodologies
 - Show the revenue variance between your forecast and budget



3. Create 3 sales forecasts for 2019,
 - o Demonstrate the ability to easily create multiple scenarios and compare against each other
 - Recession (-15% in Sales)
 - Base Case Growth (25% Growth in Sales)
 - Aggressive Growth (35% Growth in Sales)