

## FIN-105 - Financial Modeling in Telecommunications

### Description

Financial models are a key element in most major business decisions. They are useful tools that allow business options and risks to be evaluated in a cost-effective manner against a range of assumptions, identify optimal solutions in evaluating financial returns and understand the impact of resource constraints to make the most effective business decisions. This 4-day Training Course provides participants with the fundamental concepts, principles, tools and best practices of financial modeling as it applies to the telecommunications sector in order for them to:

- Gain a true grasp of financial modeling and;
- Learn how to apply it on-the-job while linking it to the strategic plan

### Learning Outcomes

At the end of the course, participants will be able to:

- Understand the key concepts of financial analysis
- Demonstrate a true grasp of the link between the strategic plan and financial modeling
- Identify the type of financial models applicable to different situations
- Identify areas of strengths and weaknesses in financial results
- Develop more complex best practice based financial models
- Build short clear chart-based executive management reports on financial results
- Use excel to perform more complex financial modeling operations
- Efficiently build the financial representation of complex business cases

### Topics

The Training Course covers the following topics:

DAY 1

- Basic principles of accounting
  - Fundamental concepts of financial statements
  - Financial statements
  - *Exercise - Financial statement build-up*
  - Financial ratios
- Financial models What is a financial model?
  - Types of financial models
  - Main components of financial models
  - Annex: Telecom financial model characteristics
  - *Exercise - NPV/IRR*
- Price setting
  - Setting the optimal price
  - Pricing methodologies
  - Best practices
- Capital project/product introduction evaluation
  - Definitions
  - Typical process
  - Business case
  - Methods for evaluating projects
  - *Investment project - a practical illustration*

## DAY 2

- *Case Study - TopTelecom*
- Strategic planning process
  - The strategic planning process
  - Financial planning and budgeting
- Variance analysis on financial results
  - Performance management process
  - Implementation / Execution
  - Performance measurement tools
  - Performance evaluation
  - Variance analysis steps

## DAY 3

- Project / product evaluation - Practical aspects
  - Positive cash flows
  - Incremental cash flows
  - Size of the project
  - Strategic projects
  - Risk analysis

- Alternative solutions
- Prior to the capital committee /board meeting
- At the capital committee / board meeting
- Importance of following up project after approval
- Capital project/product introduction evaluationDefinitions
  - Business case
  - Methods for evaluating projects
  - Cost of capital
  - Case study: Networksoft
- Exercise - Excel functions

## DAY 4

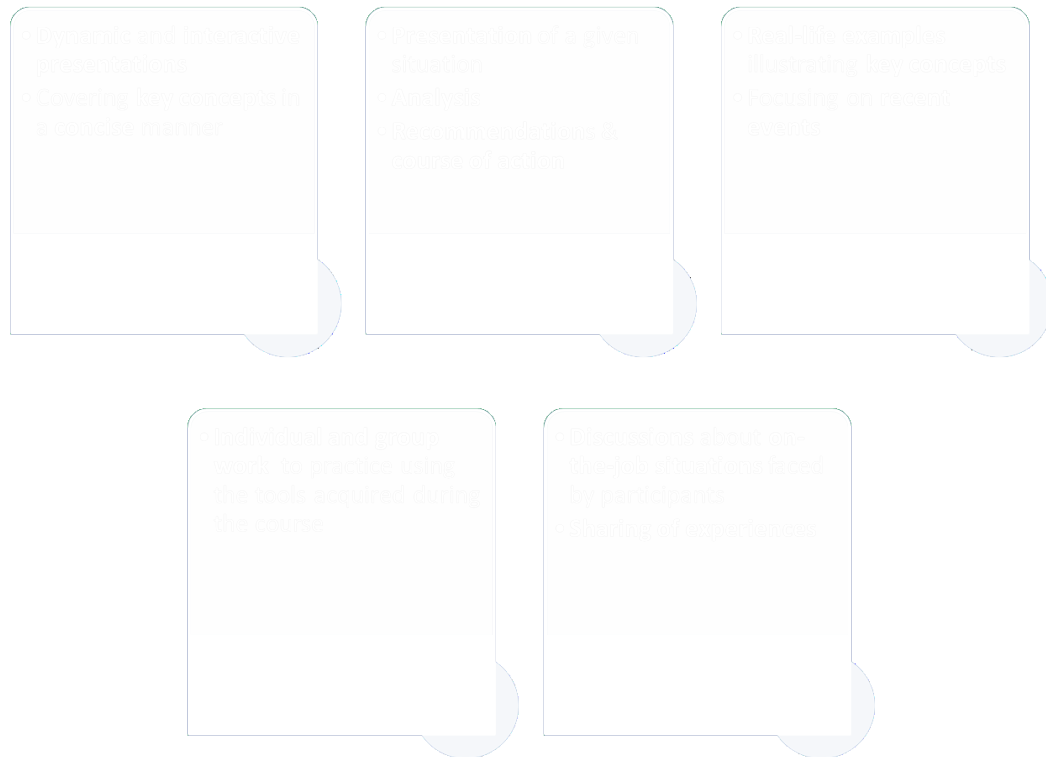
- Financial planning best practices and componentsFinancial planning and budgeting
  - Financial planning best practices
  - Main components of financial plans
- Exercise - Budget preparation - ZapChat
- Variance analysis for financial and non-financial resultsPerformance management process
  - Implementation / Execution
  - Performance measurement tools
  - Performance evaluation
- *Case Study - TopTelecom bonuses and salary increases*

## Target Audience

- Telecommunications managers and personnel responsible for financial analysis, financial modeling and business valuation
- Managers looking to complement their skill-set by gaining a good understanding of financial modeling

## Methodology

A combination of engaging activities and dynamic presentations to stimulate and maximize participants' learning.



## Location

A selection of Neotelis' training courses is held in various cities around the world. Please contact us at [training@neotelis.com](mailto:training@neotelis.com) for the complete Yearly Training Calendar.



Neotelis can also deliver in-house sessions of this course specifically for your organization. Please contact us at [training@neotelis.com](mailto:training@neotelis.com) for more information and a Proposal.

**About Neotelis**

Neotelis provides training, consulting, conferences and publications to the telecommunications industry worldwide. Its team of senior experts has trained thousands of executives and managers working for operators, regulators, policy-makers and governments in over 120 countries around the world.

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