

Long-Range Planning

ALIGNING STRATEGIC INITIATIVES & FINANCIAL GOALS

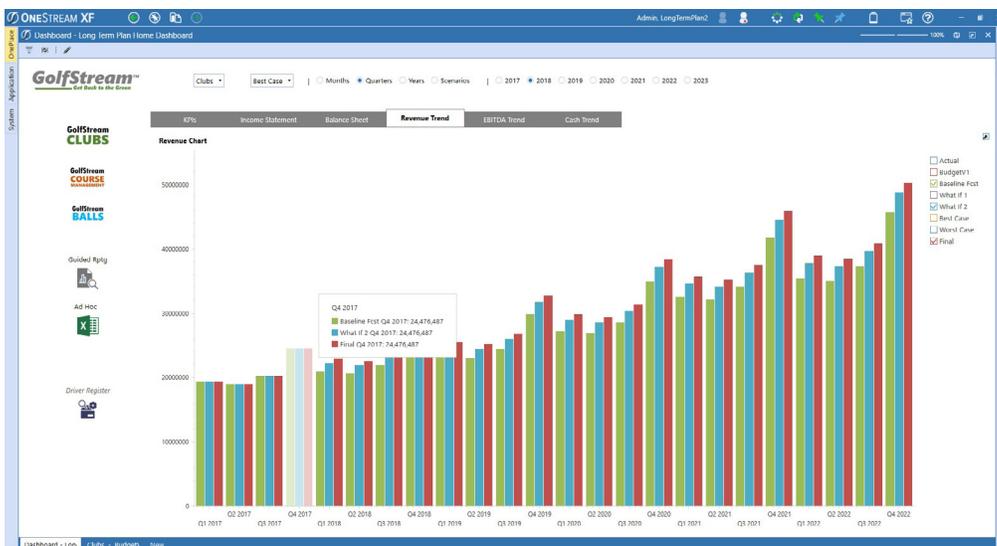
CFOs and finance leaders at large and sophisticated organizations are uniquely positioned to understand how key initiatives like new product investments, acquisitions and divestitures impact financial results. That's why corporate finance teams are often the natural choice to lead the long-range planning process. As a blueprint to navigate future external risks and monetize market opportunities, long-range planning helps prioritize strategic initiatives and capital sourcing needs required to achieve financial goals. Unfortunately, many finance teams still rely on spreadsheets and manual processes to capture, review and analyze detailed operational assumptions. This often results in a fragmented mess of additional spreadsheets — each containing multiple tabs of complex calculations and inter-linked schedules that offer little traceability to financial plans.

Long-Range Planning Requires Agile & Scalable Solutions

- Can you dynamically calculate the impact to long-range P&L, balance sheet and cash flow plans for various debt and capital structure scenarios?
- Does your long-range planning solution provide audibility and transparency into initiative-level plans such as acquisitions, divestitures or other strategic investments?
- Are you able to quickly compare multiple what-if scenarios to evaluate impact to net income or cash flow with and without specific strategic initiatives?
- Can you easily seed the annual operating plan or rolling forecasts with the long-range plan to ensure alignment with short-term financial goals?

Modern finance leaders require agile and scalable solutions that meet the ever-changing demands and uncertainties of the long-range plan. And that's why leaders at the world's most sophisticated organizations such as **Guardian Industries, CO-OP Financial Services and The Carlyle Group** are turning to OneStream.

OneStream's SmartCPM™ platform is the only unified solution capable of meeting the needs of modern finance. And with financial consolidation, reporting, budgeting, planning & forecasting, data quality and advanced analytics — OneStream's extensible platform can evolve to address current and future business planning needs — **all within a single application.**



Unified Platform for Long-Range Planning

✓ Predictive Analytics:

Set long-term targets with statistically significant, non-biased predictive models. Adjust baseline predictive forecasts with strategic initiatives such as acquisitions, new products, plant shutdowns, etc.

✓ Extensible Dimensionality:

Plan for the unique needs of diverse lines of business and the consolidated corporate standard without compromise — all in a single application. Eliminate the need for fragmented spreadsheets and offline processes.

✓ Built-In Reporting & Analysis:

Compare actual results with long-term plans by line of business and consolidated results with easy-to-use, self-service dashboards. Excel® and PowerPoint® Integration streamlines ad-hoc analysis stakeholder reporting.



A Modern Foundation for Long-Range Planning

OneStream supports line of business and corporate finance teams with the agility and scalability required to manage the long-range planning process across the organization. And with capabilities for predictive forecasting, reporting and analytics, OneStream's unified platform will further streamline planning and reporting and increase alignment between finance and operations — all while providing the flexibility for various scenario planning and sensitivity analyses. The Long-Range Planning solution includes the following and more:

- **Predictive Analytics**—Based on historical financial and operational detail, OneStream will surface **highly correlated predictive models** (such as ARIMA, Holt-Winters, Exponential Smoothing) directly within the application to **set targets, seed forecasts and create dashboards**. Take business partnerships to new levels by focusing on strategic initiatives and NOT baseline forecasts.
- **Extensible Dimensionality**®—Provide line of business and corporate finance teams with the flexibility to plan for their unique needs, **without compromise**. Manage divisional plans based on their individual requirements. Roll-up consolidated results based on the corporate standard – with **full transparency** into the underlying operational plans
- **Built-In Reporting & Analytics**—**Easily compare** actual results to long-range plans at for various lines of business and for the consolidated organization in a single solution. Leverage **Excel® & PowerPoint®** integrations for ad-hoc analysis and stakeholder reporting.

Addressing the Challenges

OneStream works with hundreds of global organizations to unleash finance teams to spend less time on data integration and maintenance — and more time driving strategic initiatives and business performance. A few examples of additional key benefits include:

- **Streamline Planning & Analysis**—Create various **scenario models and what-if analyses**. Create business drivers for strategic initiatives, as well as the consolidated P&L, balance sheet and cash-flow statements.
- **Focus on Strategic Cash Needs**—Align various debt schedules to manage assumptions for **principal payments, amortization and interest expense**. Create business rules for additional debt-paydown, stock buy-back and **DSO, DPO, DOH** assumptions.
- **Eliminate Offline Spreadsheets**—Reduce reliance on fragmented Excel® models with static worksheets & calculations. Eliminate **version control risks** and while maintaining full transparency into long-range plans.
- **Scale Across the Organization**—Enable **line of business and functional business partners** to develop and maintain long-range plans. familiar workflows, controls, reporting and analysis tools increase user **acceptance/adoption and accountability**.



THE CARLYLE GROUP

GLOBAL ALTERNATIVE ASSET MANAGEMENT



“**Long-Range Planning is a critical process at Guardian** to identify our strategic initiatives and investments required to meet our financial objectives. OneStream not only **streamlined the process by eliminating spreadsheets** but also helps **drive visibility and ownership** of our long-range plans with **built-in reporting and analytics to monitor performance** and actively work with key stakeholder groups to help them achieve their goals. By **unifying our planning and reporting process all within OneStream**, Guardian ensures that long-range plans remain relevant and are not diluted down to a corporate exercise that adds little value to the business.”

—Alex Beired, Global Director Financial Planning & Analysis | GUARDIAN INDUSTRIES