

3 STEPS TO DRIVING AGILITY IN PLANNING, BUDGETING AND FORECASTING

Working in a fast-paced, sophisticated organization isn't easy. Especially if you want to respond quickly to new opportunities and risks. As a finance leader and business partner, it's your responsibility to encourage and support innovation. Innovative ways to drive performance. Innovative ideas for new products. Innovate ways to disrupt. All of this sounds great — if you have time to do it.

To enable innovation, a high-level of focus is required from a finance leader who appreciates the big picture. Someone who understands how financial risks are factored into business decisions. Someone who's ready to create the foundation for **finance transformation**. A leader who flawlessly executes across constantly changing priorities and external factors.

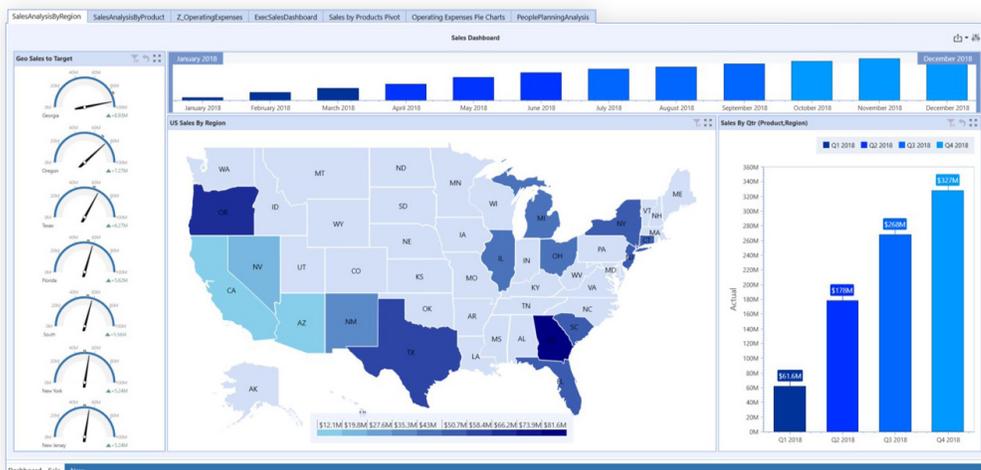
Are you ready to unleash the true value of finance? Driving agility in financial planning, budgeting and forecasting is critical for today's forward-thinking organizations. By generating sophisticated forecasts, your finance organization can focus on initiatives that drive meaningful innovation.

Business Agility Requires Finance Transformation

Finance leaders must have **accurate information across the enterprise** to make fast, informative decisions that drive business performance. But unfortunately, CFOs have spent billions on legacy corporate performance management systems (CPM) and fragmented planning tools that require users to manually transfer data between applications rather than enabling finance leaders to drive business performance. **Isn't the role of technology to enable the business?**

Instead, legacy CPM tools, or connected finance solutions, hinder finance teams from achieving their full potential by adding costs and complexity into critical processes. To assess your current level of agility, consider the following questions:

- **Does your finance function have the right resources** to effectively focus on strategic priorities across the entire organization?
- **Can you plan at the customer level, volume, or unit price** and dynamically see the impact through your financial statements?
- **Is your organization maximizing the time available** for analysis, scenario modeling, decision making and other value-added activities?



3 Steps to Driving Agility in Planning, Budgeting and Forecasting

1

Implement a Rolling Forecast

Move beyond static annual budgets and continually plan to provide finance and operations leaders the ability to make forecast adjustments based on what's happening today.

2

Align Operations and Finance Goals

Unify operational data with financial results for improved scenario planning, pipeline strategies and better visibility enterprise-wide.

3

Leverage Business Drivers and KPIs

Understanding the key business drivers that affect the financial aspects of your business will help leaders accommodate for potential unforeseen expenses.



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Intelligent Finance Solutions Drive Business Agility

Building an agile finance team is about creating partnerships across the organization that drive business performance. OneStream's Intelligent Finance platform supports multiple CPM processes and eliminates disconnected spreadsheets, point solutions and legacy CPM systems. OneStream enables financial leaders to focus on key business drivers while providing business partners with the visibility and flexibility to shift initiatives on a dime. Consider the following three steps to driving agility in budgeting, planning and forecasting:

- **Implement Rolling Forecasts** — By continuously planning over a set time horizon, rolling forecasts provide a **timely vision beyond the current calendar or fiscal year** by enabling users to see trends or potential headwinds and adjust plans accordingly.
- **Align Operations with Finance Goals** — Create opportunities to **better engage your business partners** by putting more focus on the actual drivers that impact the business across areas like Sales, Operations and HR.
- **Focus on Business Drivers & KPIs** — Intangible, non-financial KPIs play a critical role in **guiding strategy and long-term decision-making**, and being able to synthesize this data is meaningful in understanding what moves the needle.

Did You Know? The Dresner Advisory 2020 Wisdom of Crowds EPM Market Study showed that **64%** of organizations are using rolling forecasts, and **16%** of them replaced annual budgets with rolling forecasts. How does your organization compare to your competition?

Addressing the Challenges

OneStream works with hundreds of global organizations to help drive agility across budgeting, planning and forecasting. Here are a few examples of these customer successes:

- **The Carlyle Group** replaced four legacy Hyperion solutions with OneStream for driver-based people planning, modeling, and real-time reporting
- **Frank's International** developed an 18-month rolling forecast with increased visibility into their internal supply chain activity and oil rig level gross margins.
- **Fruit of the Loom** improved visibility into financial and operating results by line of business, brand, product and geography by capturing and analyzing more than two billion data points from their source systems.
- **Henniges Automotive** analyzes and creates detailed customer, product, and part-level profitability analysis to drive business performance across the organization.
- **Xylem** automated thousands of expense allocations across segments for actual and budget scenarios with more detailed and accurate reporting of operating results.



The ability to collect more granular data in OneStream facilitates better, faster business decisions. With OneStream, we have more time available to spend analyzing data for future initiatives, and the flexibility of OneStream provides the ability to respond quickly to changing business needs.”

— Mark DiMatteo, Sr. Manager CPM System
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