

# Life after SAP BPC – OneStream Software demo

November 16, 2022

# Speakers



**Peter Digby**  
President  
Performance Analytics



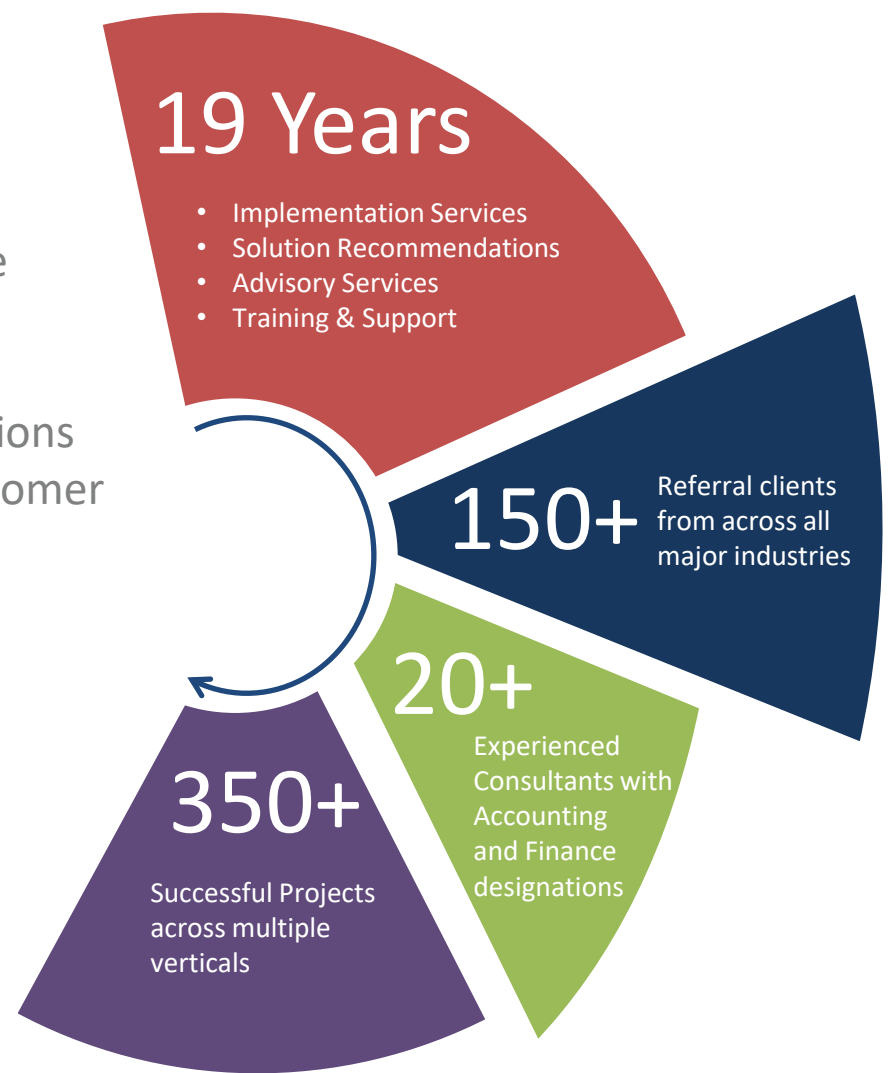
**Graham Finney**  
COO, Delivery Lead  
Performance Analytics



**Steve Cromwell**  
Senior Solutions Consultant  
OneStream Software

# Performance Analytics

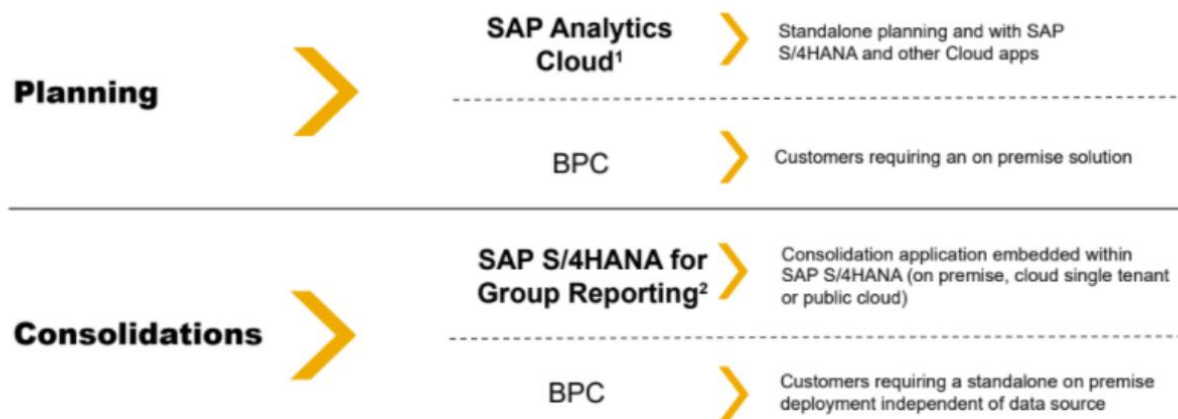
- SAP and OneStream - Corporate Performance Management (CPM) solutions specialists.
- We develop state-of-the-art analytic applications that are innovative, secure, efficient and customer focused.



# OUR CUSTOMERS



# SAP Strategy for Planning & Consolidation



1. SAP's primary strategic solution for planning moving forward is SAP Analytics Cloud. BPC Optimized can still be used for real-time planning on SAP S/4HANA on premise, and BPC for BW/4HANA is recommended for standalone on premise deployments

2. SAP S/4HANA for Group Reporting is SAP's strategic consolidation solution moving forward in particular for customers implementing S/4HANA irrespective of deployment option (cloud or on-premise) as well as for customer's looking for a public cloud stand-alone offering. Group reporting can be used independently from operational accounting or other ERP functions in SAP S/4HANA if desired

# End of Maintenance Schedule (2022)

Product	End of Maintenance	Enhancements
BPC 10.1 MS	12/31/2024	MS Support only
BPC 10.1 NW	12/31/2027	MS Support only
BPC 10.1 Optimized for S/4HANA	12/31/2024	MS Support only
BPC 11.0 for BW/4HANA 1	12/31/2021	
BPC 11.1 for BW/4HANA 2	12/31/2024	SAC Integration
BPC 2021 for BW/4HANA 2021	12/31/2027	SAC Integration

A large, curved grid of blue cubes is shown, receding into the distance. One cube in the lower-left foreground is highlighted in white and glows with a bright blue light, creating a focal point. The background is a solid blue gradient.

# Introducing OneStream Software



# • The Finance Journey

Reaching the Next Inflection Point

## WHAT HAPPENED



### Book of Record

#### Close Processes & Consolidation

- Financial Consolidation
- Financial Reporting
- Statutory Reporting
- Performance Reporting

## WHAT'S HAPPENING



### Financial Signaling

#### Proactively Drive Performance

- Financial and Operational Data
- Daily, Weekly **Insights**
- High Volume, High Velocity**

## WHAT COULD HAPPEN



### Business Partnership

#### Planning & Forecasting

- Financial Planning
- Rolling Forecasting
- Integrated Business Planning
- Long-Range Planning
- Driver-Based Modeling



# Finance Transformation

Requires Operational & Management Excellence

## ERP: RUNNING THE BUSINESS

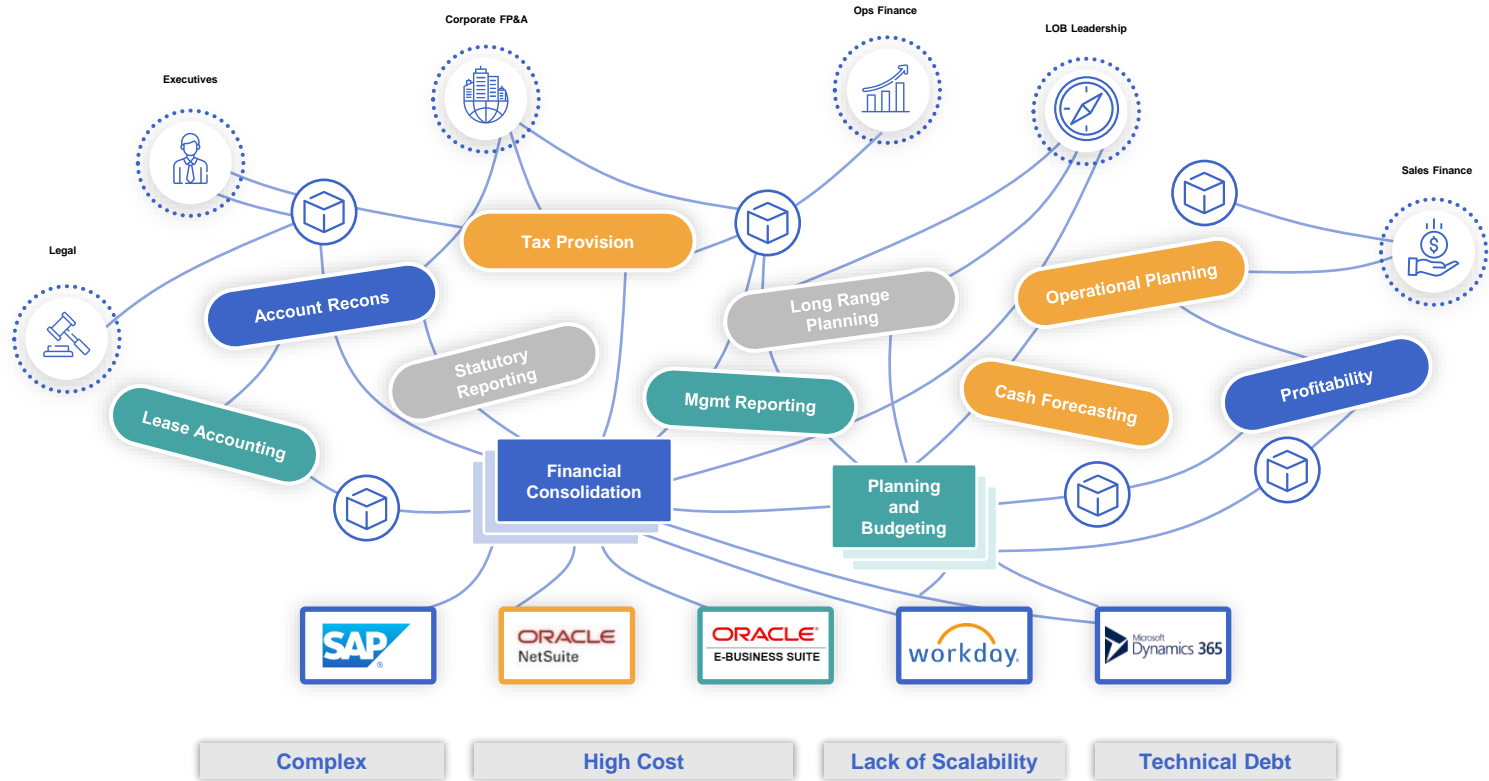
DECREASE COST | INCREASE EFFICIENCY  
IMPROVE QUALITY | REDUCE ERRORS  
INCREASE SPEED | CUSTOMER RESPONSE

## xPM: MANAGING THE BUSINESS

INSIGHTS | ACROSS SYSTEMS & PROCESSES  
AGILITY | DYNAMIC PLANNING & REPORTING  
ALIGNMENT | ACROSS THE ENTERPRISE

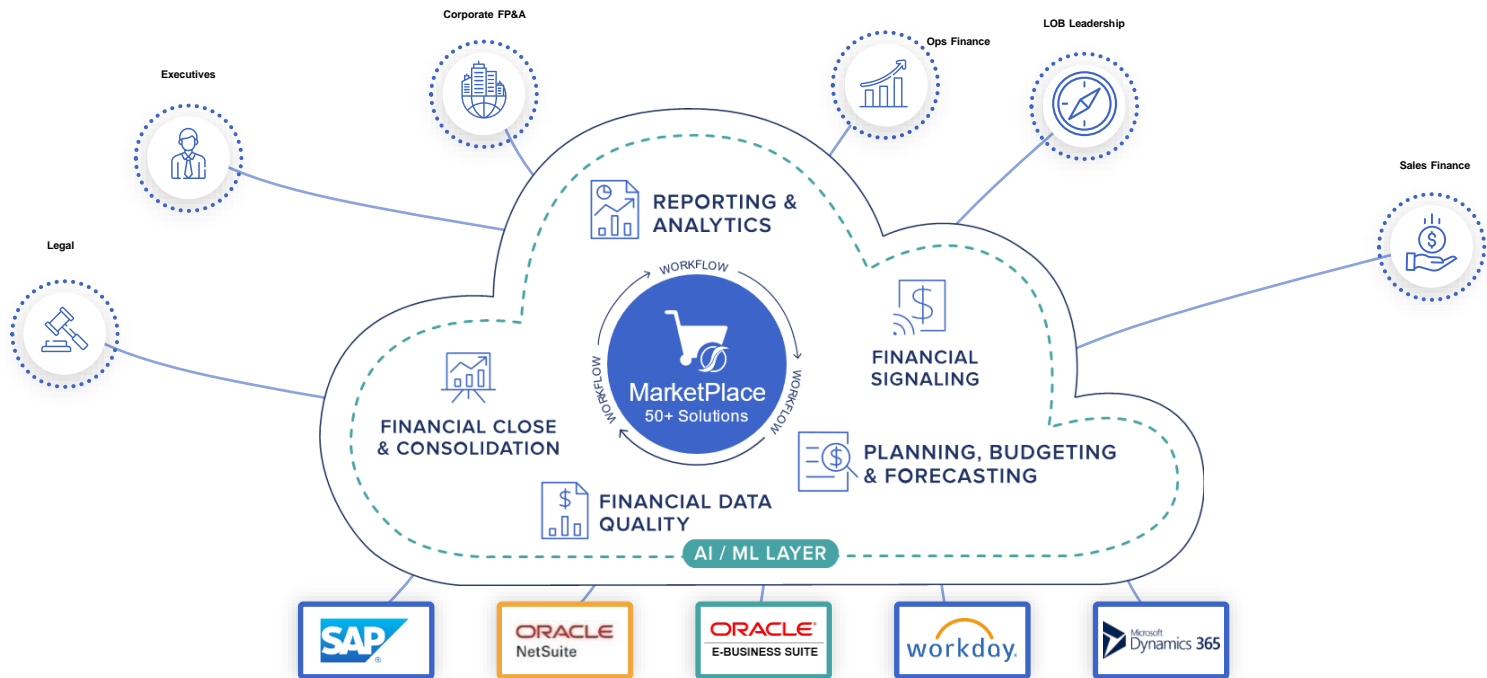
# CPM 1.0 – Fragmented

Multiple applications, numerous points of maintenance, and complex data integration



# CPM 2.0 – A Better Approach

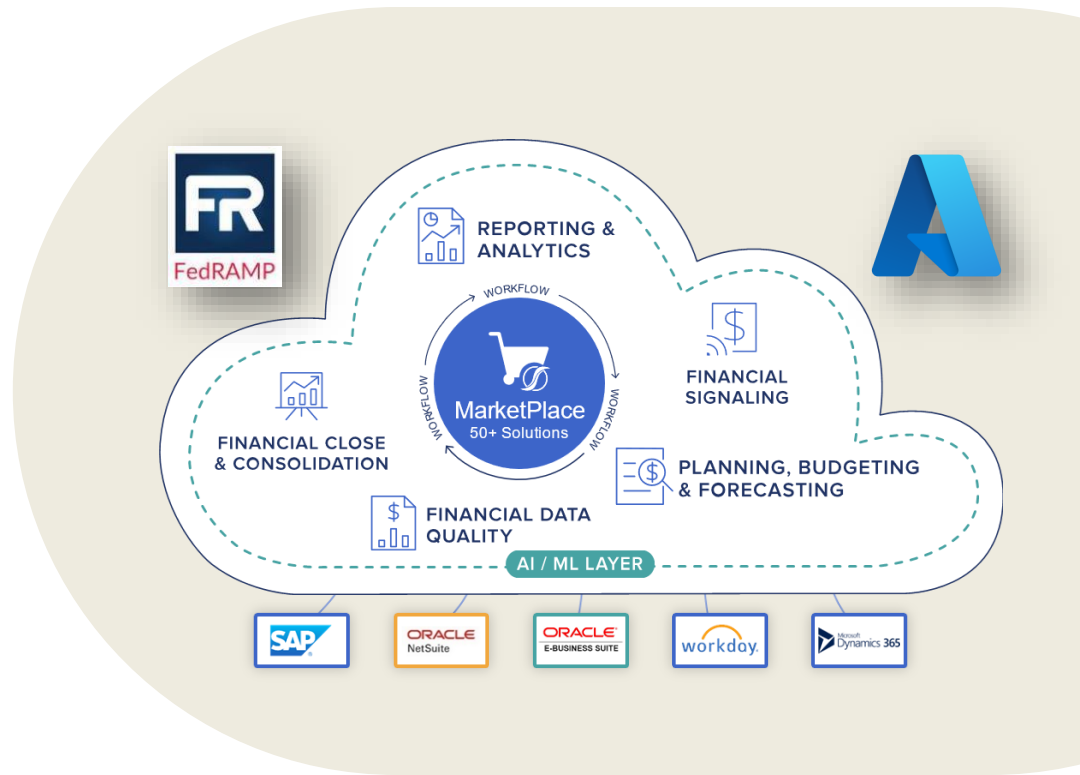
ONE Application | MULTIPLE Solutions



# CPM 2.0 – A Better Approach

ONE Application | MULTIPLE Solutions

- ✓ **Integrated** Master Data, Financial Data Quality, & Workflow
- ✓ **Access** to Transaction & Operational Details
- ✓ **Advanced**, Global Financial Consolidation & Reporting
- ✓ **Extensible Solution** for Planning at Corporate & BU Levels
- ✓ **Flexible** Reporting, Dashboards, & Microsoft Office Integration



# OneStream at a Glance

Focusing on 100% Customer Success



1K+ Global Customers with 125+ > \$10B



885+ NA/SA



270+ EMEA



30+ APAC



RETAIL, MINING, OIL and GAS, FINANCIAL SERVICES, MANUFACTURING, HEALTHCARE, LIFE SCIENCES, TRANSPORTATION

## Teledyne Technologies Wins Ventana Research Digital Leadership Award



### Leveraging the Power of Analytic Blend

After completing their initial implementation, Teledyne **extended their implementation to encompass reporting and analysis of operational data, leveraging the *Analytic Blend* capabilities of OneStream.** Ms. Cage said “The initial focus here was on Strategic Sourcing and Procurement across the enterprise. **Having visibility into their spend across over 300 entities has enabled them to reduce the number of suppliers they are using, negotiate better terms with vendors, and save a substantial amount of spend.”**

“We’re also using **Analytic Blend for weekly transactional sales data** to see sales trends across different channels. **The simplification efforts are expected to drive 100 basis points of margin improvement each year.** OneStream is a key enabler of this – providing accountability for teams to better respond and make changes to their business to see these margin improvements.”

### Streamlining Financial Close, Reporting and Planning

Teledyne achieved a number of benefits by implementing OneStream for *financial consolidation*, reporting, *planning* and *account reconciliations*. **For example, OneStream has helped reduce the close process by 4 days monthly, from 8-9 days to 4-5 days. By moving account reconciliations into OneStream, the company is realizing annual cost savings of over \$100K per year.**

Teledyne now has an actual scenario, budget plan scenario and a forecast scenario for each month in OneStream. Actuals are completed by day 5, with an updated forecast by day 8. Teledyne is asking the businesses for a snapshot of their forecast each month, including income statement, balance sheet, and cash flow activity. The team has also built created a more summarized 3-year strategic plan in OneStream.





# OneStream Enables Intelligent XP&A

XP&A's "Finance out" approach validates the importance of **Financial Intelligence**

## Budgeting, Planning & Forecasting

- ✓ Rolling Forecasting
- ✓ Integrated Business Planning
- ✓ Long-Range Planning
- ✓ Driver-Based Modeling & Specialty Planning

## Close & Consolidation (Book of Record)

- ✓ Financial Consolidation
- ✓ Intercompany Eliminations | FX
- ✓ Financial & Stakeholder Reporting
- ✓ Statutory Reporting



## Performance Reporting

- ✓ Guided-Reporting
- ✓ Profitability by Product, Customer, Channel
- ✓ Self-Service Visualizations
- ✓ Ad-hoc Analysis

## Financial Signaling

- ✓ Financial and Operational Data
- ✓ Daily, Weekly Insights
- ✓ High Volume, High Velocity
- ✓ Take Action Mid-Stream

Intelligent XP&A

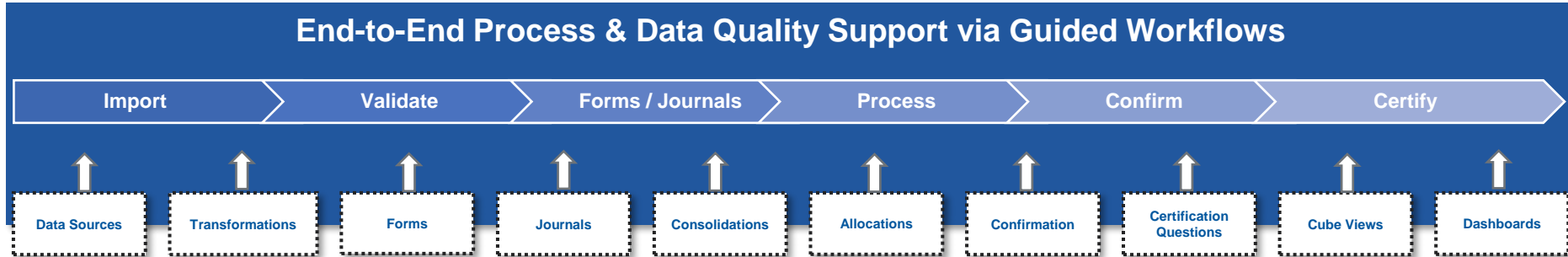
# Unique Advantages



How **OneStream** Approaches **Intelligent Finance**

# Improved Data Integrity, Transparency, & Integration

## Unique Advantage Guided Workflows



Houston.Import - Actual - Mar 2022

Import Validate Process Confirm Workspace Confirmation Completed

Run Confirmation

Status	( All ) Summary Rule Analysis					
Confirmation	Status	Rule Name	Rule Text	Tested	Passed	Failed
	●	Balance	Assets-Liabilities-Shareholders Equity must = 0	2	2	0
	●	Cash Overdraft Reclass	Cash Deposits must be > 0, Overdraft must be reclassified to AP Trade.	2	2	0
	●	Headcount Import	Headcount must be > 0	2	2	0
	●	Manufacturing	Manufacturing Headcount	2	2	0
	●	G&A	General and Administrative Headcount	2	2	0
	●	Selling	Selling Headcount	2	2	0
	●	Sales Detail Check	Sales Detail total must be within \$1,000 of Trial Balance Third Party Sales value.	2	2	0

# → Direct Data Connection Examples

Unique Advantage Financial Data Quality

1C  
AccPac  
Aggresso  
ARM  
AS 400  
Axapta  
BAAN  
Blackbaud  
BPCS  
BST  
Bullhorn  
**Bureau of Labor/Stats**  
Cascade  
CDK  
COINS  
Data Warehouse  
DAX  
DB2

Deltek CostPoint  
**Dynamics Navision**  
EAS  
E-Automate  
Enertia  
Epicor  
ERA  
**Exact**  
**Fort Knox**  
FX Rate Web Service  
GP Dynamics  
Great Plains  
HubSpot  
iFIN  
IFS  
Infor LN  
**Intacct**  
ISA/ACCOUNTVIEW

IT2  
JAMIS  
JDE  
Lawson  
LN  
Macola  
Made2Manage  
ManMan  
**McKesson**  
**Meditech Healthcare DB**  
Metacom  
Metlspan  
Microsoft Analysis  
Services  
Microsoft Dynamics  
**Microsoft Dynamics AX**  
Microsoft Navision  
**Multiview**

MySQL  
Nav 13  
NewStar  
OBIEE  
OpenAccounts  
Oracle  
Oracle 11i  
Oracle EBS  
**Oracle ERP Cloud**  
**Oracle NetSuite**  
Oracle R12  
PDI  
Pegasus  
PeopleSoft  
**Plex**  
Quarum  
RFMS  
Ross

S3 Data Lake  
Sage  
**SalesForce**  
**SAP**  
SAP Business ByDesign  
**SAP ECC**  
**SAP HANA**  
Solomon  
SQL  
Sun  
Syteline  
Tasco  
Teradata  
Unity  
WinTeams  
**Workday**  
XA  
Yardi

# — Designed for Sophisticated Requirements

**Unique Advantage** Embedded Financial Intelligence – **Fewer Business Rules**

## Consolidation

- **Automatic elimination bookings**
- CTA calculation
- Configurable accounts pairs
- **Complete elimination auditability**

## Adjustments

- Template based journals
- Allocation journals
- Parent level adjustments
- **Automatic bookings**
- Historical overrides
- **Origin dimension**

## Ownership Management

- **Ownership percentages by period and scenario**
- Share Value analysis
- **Automatic multi-currency calculations**
- Configurable accounts pairs definition
- Calculation order with multiple passes support to handle complex ownership structures and cross ownership situations

## Allocations

- **Sophisticated Allocation & Spreading**
- Top-Down & Bottom-up Planning

## Currency Translation

- **Automatic FX triangulation**
- FX Rates by scenario
- FX by account type
- Multiple input currencies per entity

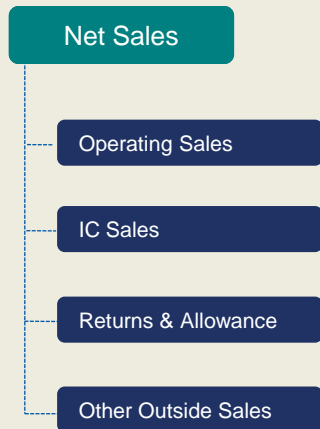
## Intercompany Matching

- **Automatic IC Matching**
- Security supported access to counterparty bookings
- IC Matching reports
- **IC mismatches resolution native support**

# Plan & Report Without Compromise

Unique Advantage Extensible Dimensionality®

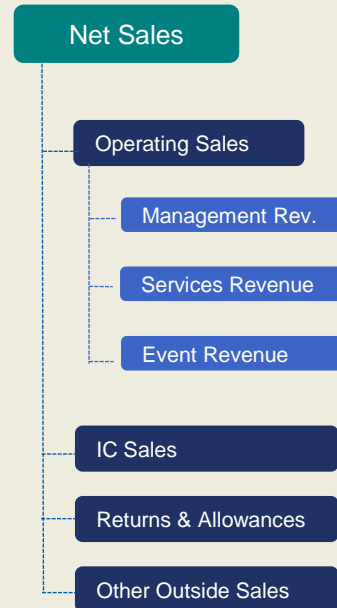
## Corporate Standard | Actuals



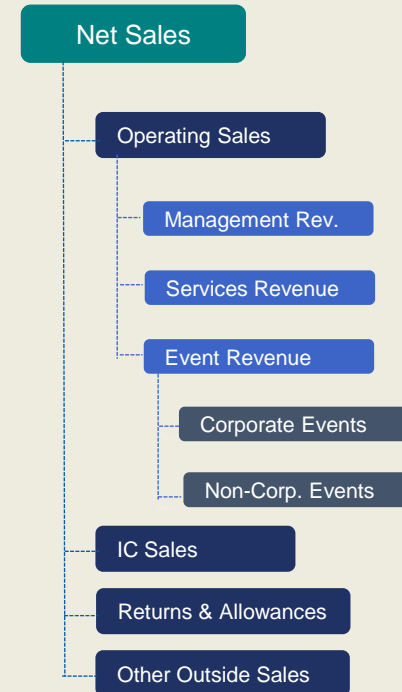
## Manufacturing | Actuals



## Services | Actuals



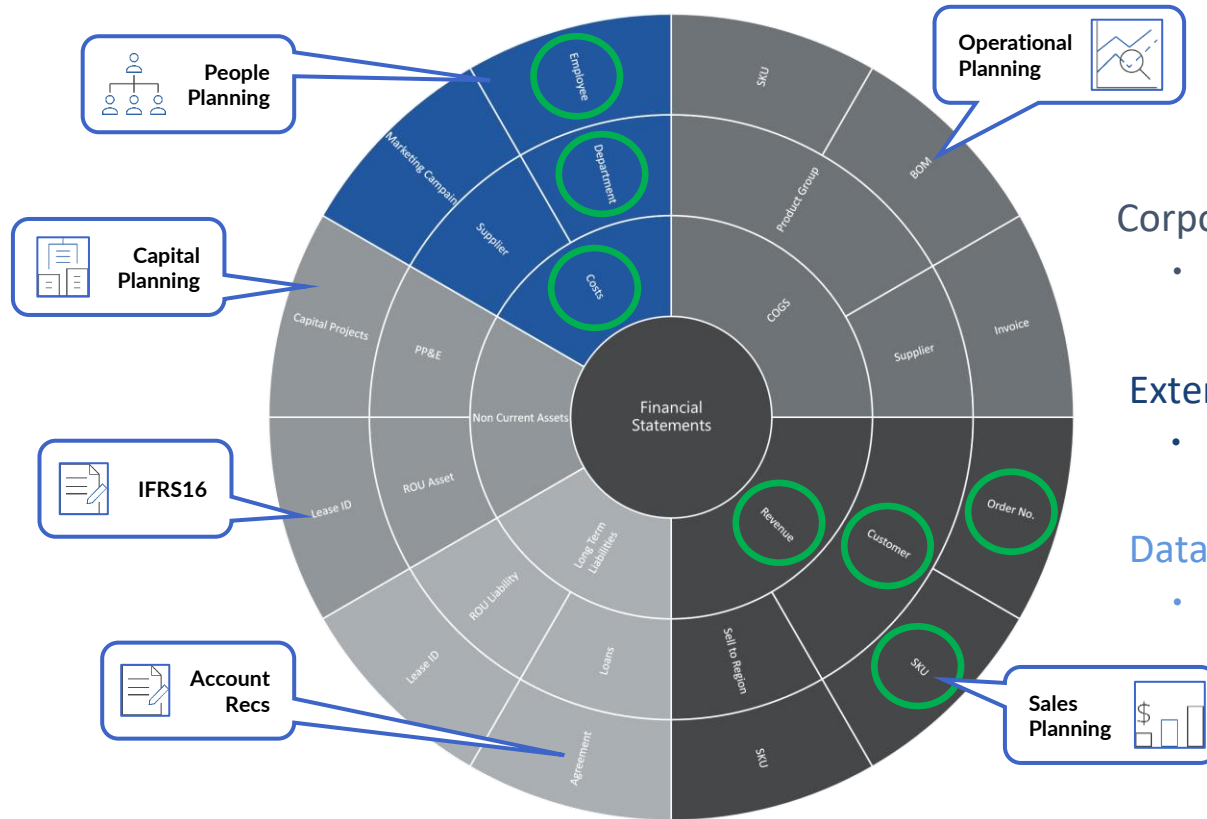
## Services | Budget





# Blend Financial & Operational Data

Unique Advantage Extensible Data Modeling



## Corporate Chart of Accounts

- Financial Statements, Reporting & Compliance

## Extensible Dimensionality

- Multi Dimensional, Slice & Dice Analysis

## Data Blending

- High Volume Dimensional & Transactional Data, Granular Analysis & Planning

# Accelerate Insights with 50+ Pre-Built Solutions

**Unique Advantage** Download, Configure, and Deploy from the MarketPlace

## Productivity Tools



Guided Reporting



Parcel Service



Task Manager



Data Entry 123



Snippet Editor

## Financial Close & Reporting



Account Reconciliations



Transaction Matching



Close Manager

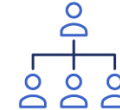


Tax Provision



Compliance Solutions

## Planning & Analysis



People Planning



Capital Planning



Cash Planning

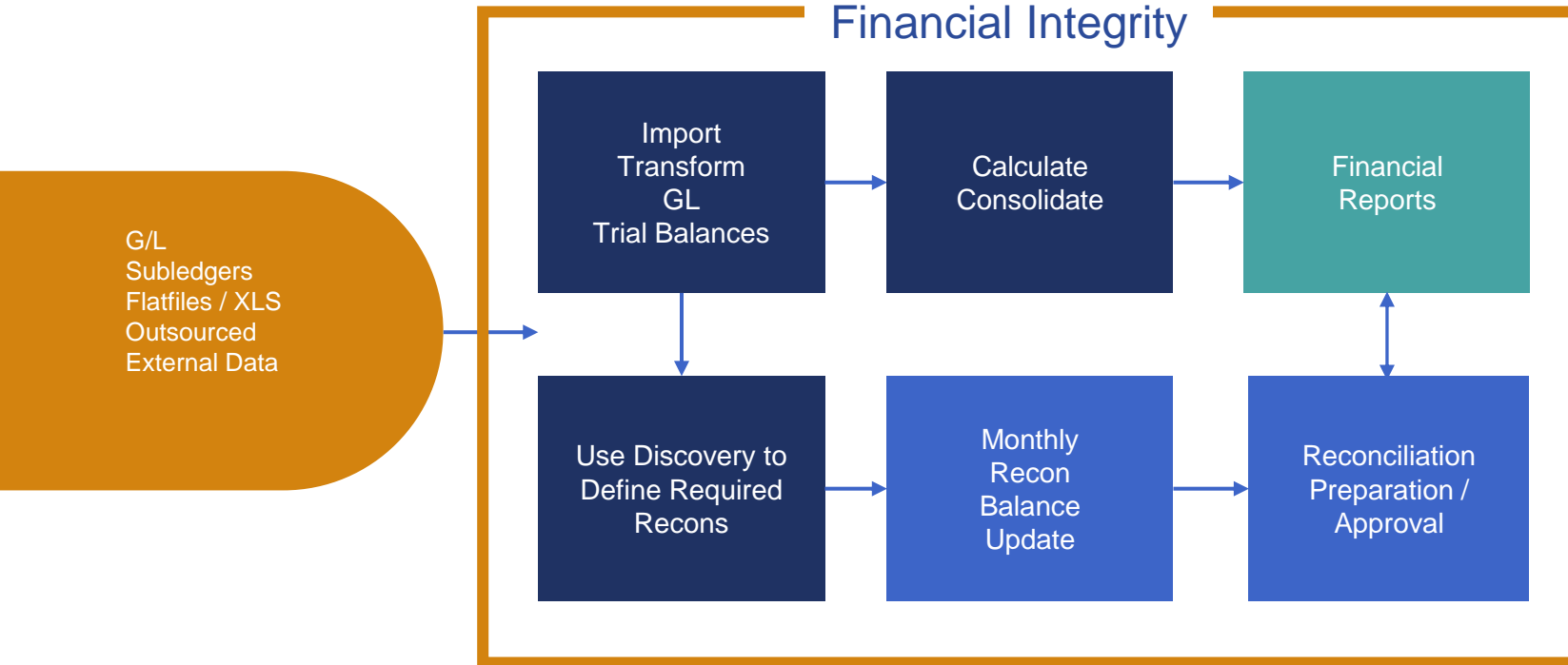


Predictive Analytics 123



Sales Planning

# → The Unified Approach – Eliminates the Gap



# • The Power of Intelligent Finance

Conquering Complexity so Finance can Lead @ Speed



# BPC to OneStream Conversion Utility

- Converts BPC Dimensions & Properties into corresponding Onestream dimensions
- Captures % Ownership, % Controlling, and Ownership Type by Category Type and Time
- Converts FX Rate table
- Much Faster than Manual Conversion
- Eliminates re-keying errors
- Great for jump-starting a project, prototyping, or proof of concept
- Great for capturing all BPC history into OneStream
- Built by BPC experts

[Click here to see short video of Conversion Utility in action!!](#)

# BPC to OneStream Customer Success

Multinational corporation running SAP and BPC

- Need for Consolidation
- Need for FP&A (Replace Anaplan)
- Need for Lease Accounting (IFRS 16)
- Need Tax Provisioning
- **Moved to OneStream for all the above**

**“McCain Foods Finance Directors considered this the most successful system implementation they have ever done.”**





# Splash, Custom Demo,

**SAVE THE DATE**

OneStream  
**SPLASH™**  
User Conference &  
Partner Summit

**APRIL 17–20, 2023 | WASHINGTON, DC**

EDUCATION | WORKSHOPS | NETWORKING  
PARTNER SHOWCASE | VIRTUAL OPTION

Learn More at  
[Splash.OneStreamSoftware.com/Save-the-Date](https://Splash.OneStreamSoftware.com/Save-the-Date)

**#SplashDC**

# Interested in Learning More?

Reach out to me to Evaluate OneStream

- 30-minute Discovery call
- Schedule a OneStream demo tailored to your needs
- ½ day workshop to convert your BPC application to OneStream

**Peter Digby**

**Phone:** (416) 986-1999

**Email:** [Peter.Digby@PerformanceAnalytics.com](mailto:Peter.Digby@PerformanceAnalytics.com)

**Web:** [www.PerformanceAnalytics.com](http://www.PerformanceAnalytics.com)