

# BusinessConnect

A New Era of Smart

21/10/14

## Fast Close Management

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Performance is based on measurements and projections using standard IBM benchmarks in a controlled environment. The actual throughput or performance that any user will experience will vary depending upon many factors, including considerations such as the amount of multiprogramming in the user's job stream, the I/O configuration, the storage configuration, and the workload processed. Therefore, no assurance can be given that an individual user will achieve results similar to those stated here.



# IBM Concert

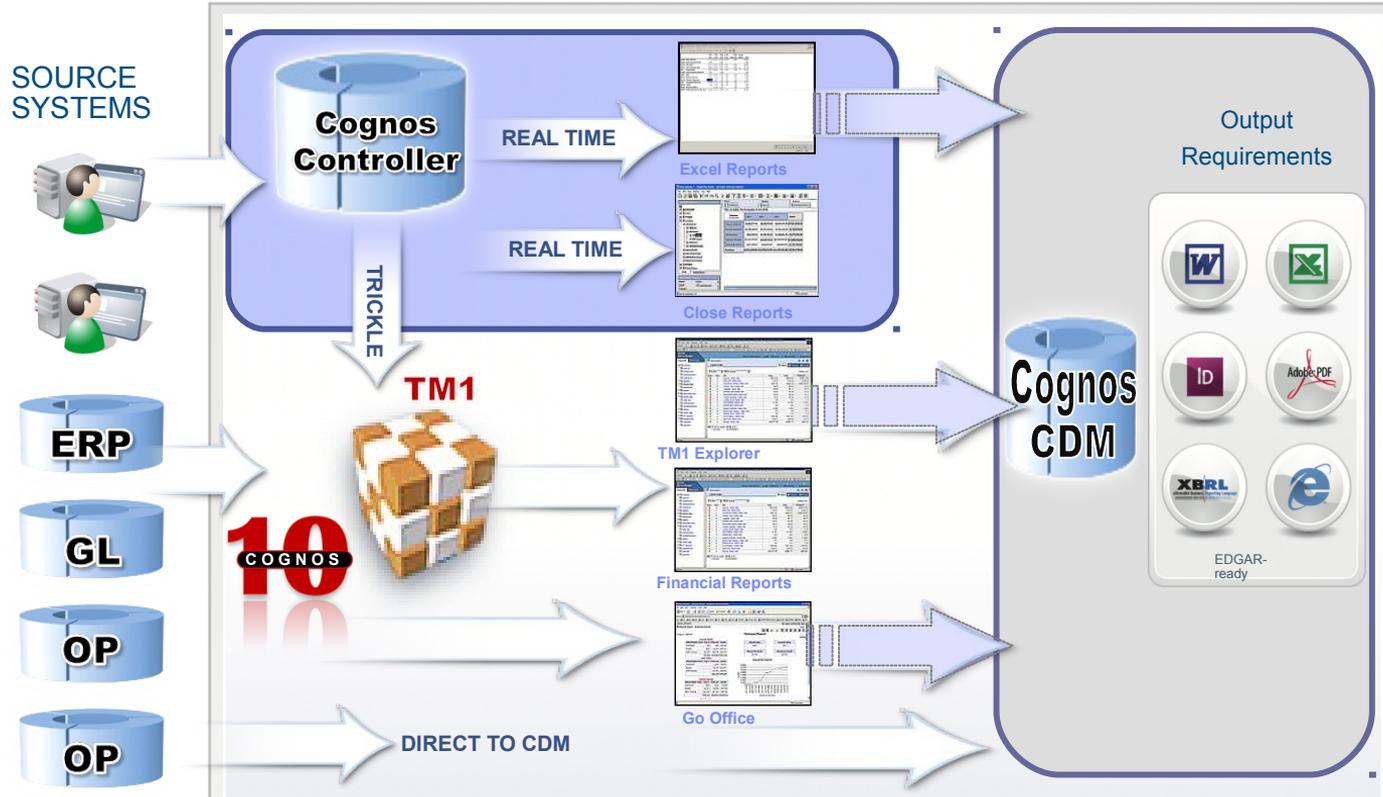
The screenshot displays the IBM Concert dashboard with the following components:

- Navigation:** Top bar includes "IBM Concert", "CFO HOME", a search bar, and the user name "Guy Jones".
- Left Column (Documents):**
  - P&L Analysis (web icon)
  - Planned Revenue (web icon)
  - Review Gross Margin (web icon)
  - SmartCo Annual Report 2013... (pdf icon)
  - SmartCo QBR Q4 2013.pdf (pdf icon)
- Financials Summary:**
  - Due 95 days ago
  - 2 groups
  - Admin: 0% progress
  - CFO: 25% progress
- Revenue 2015 Plan:** 84.7M with a progress bar.
- Cost per FTE:** 304K with a gauge chart.
- EPS Plan 2015:** 5.11 with a gauge chart.
- Rev per FTE:** 1.91M with a gauge chart.
- Net Profit 2015 Plan:** 25.5M with a progress bar.
- Net Profit Actual 2014:** 33.4M with a progress bar.
- Mgmt Report:** (web icon)
- Disclosure Status (FORM 10-K):**
  - Owner: David He
  - Report Group: DEMO Report Group
  - Progress: In progress (3), Review (2), Modelling (2)
  - Period End Date: 6/29/2014, Report Due Date: 5/15/2014
  - Submission Date: 6/22/2014, Days till Submission: 113 Days Overdue
  - Table of items with Name, Status, and Due Date:
- S2 Consolidation Status (Due Date: Dec 31, 2014):**
  - Processing (1), Reconciled (1), Ready (2)
  - Cognos Inc: 3 Missing, 1 N/A, 2 Reported
  - Cognos R&D: 2 Missing, 0 N/A, 1 Reported
  - Cognos Services: 2 Missing, 0 N/A, 0 Reported
  - Cognos Global: 1 Missing, 4 N/A, 3 Reported





# IBM Business Analytics FCM Solution:

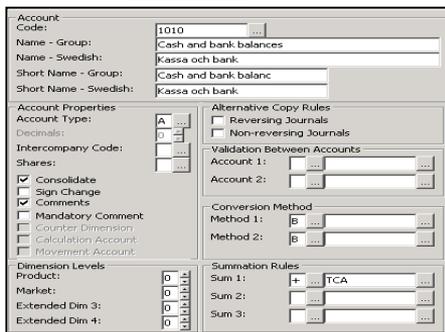
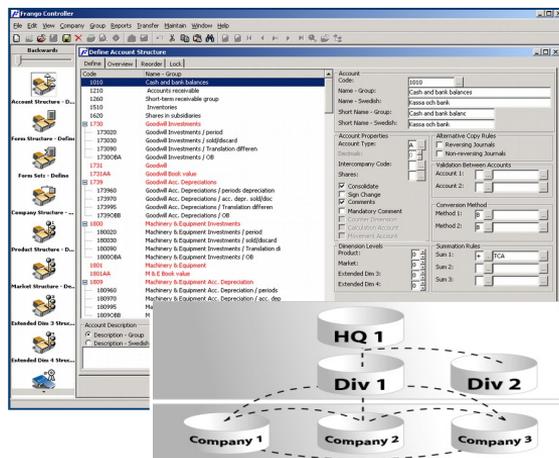


*Integrated Financial Governance*

# IBM takes a holistic approach to FCM



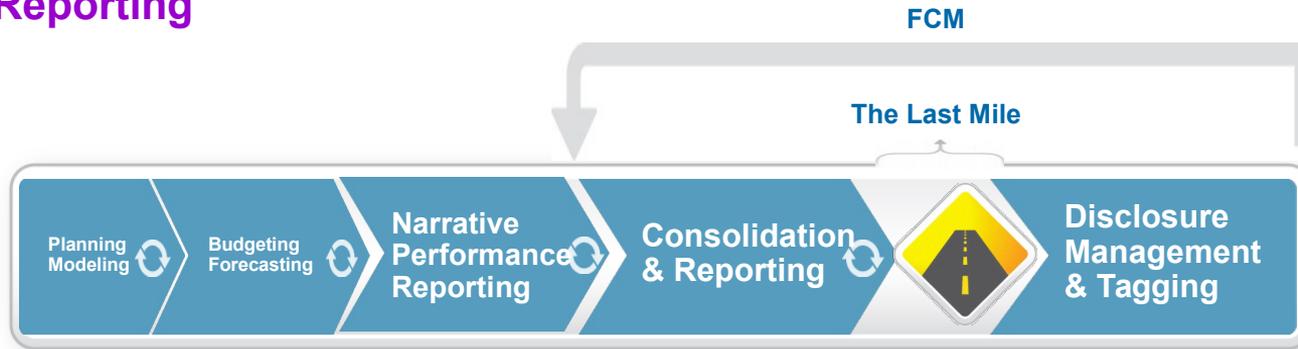
IBM Business Analytics is optimized to work together in **integrated solutions with open architecture on a highly scalable platform to obtain time, control and confidence.**



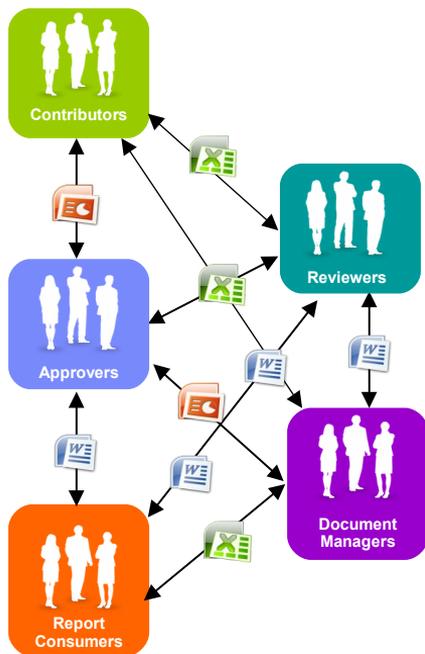
- Built-in Consolidation Engine and Methodology
- No programming necessary
- Multi Jurisdictional GAAP Reporting
- Familiar Web & Excel User Interface
- Consolidation Workflow
- 260+ Working Reports – Out of the Box

- Application Configuration Approach
- Financed Operated/Managed
- Rapid Time to Value

## Issues with Manual FCM and Manual Narrative Performance Reporting



- Combining financial results with narrative information difficult
- Existing report writing systems incomplete
- MS Word & MS Excel shared via e-mail or server
- Manual processes
- High degree of risk, little or no security, controls, audit trail or transparency
- **Same fire-drill each reporting period**



**Many enterprises struggle with slide version control as a significant business issue** — not just a productivity issue at the individual information worker level. For example, business units often find it extremely difficult to ensure that appropriate content, such as a correct financial statement is in the slide.

Source: Forrester, 2007

Risk Elements	Outcomes
<ul style="list-style-type: none"> <li>▪ Error</li> <li>▪ Fraud</li> <li>▪ Overdependence</li> <li>▪ Incorrect interpretation</li> <li>▪ Lack of enterprise interoperability</li> <li>▪ Lack of accuracy</li> <li>▪ Productivity</li> <li>▪ Compliance</li> </ul>	<ul style="list-style-type: none"> <li>▪ Financial loss</li> <li>▪ Legal challenges</li> <li>▪ Loss of stock value</li> <li>▪ Loss of reputation</li> <li>▪ Fines and penalties</li> <li>▪ Job loss</li> </ul>

Source: Forrester Research, Inc.

From our work in the current year, we established that **95% of the excel spreadsheets examined had errors** out of which **80% had significant monetary errors** (i.e. spreadsheet gives an incorrect result).

Source: PwC, 2011

**Spreadsheets, a fact of life in most enterprises' financial business processes, form the core operations tool of many organizations** around finance, treasury, reconciliations, portfolio and asset management, audit, and risk management, to name a few.

Source: Forrester, 2008

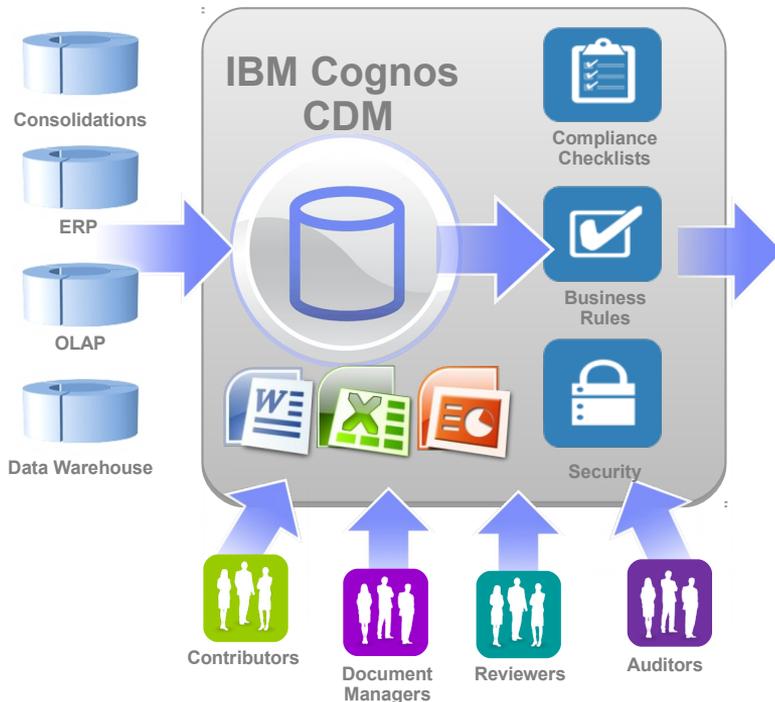


## IBM Cognos CDM – a single, secure platform for enterprise reporting & disclosure management

- Proactively **prepare** for continuing growth of global regulatory, statutory and investor demands for more **transparency** and **disclosure**
- Ensure proper **controls**, **audit trail** and transparency into each step of the reporting process
- Enforce global process ownership through standardized and **streamlined finance operations**
- Enable **collaboration** between team members in a **secure environment**
- Spend **less time** on admin and bean-counting processes... And more time focusing on tasks that enable your organization to **make better, more intelligent decisions**



# IBM Cognos CDM – How it works

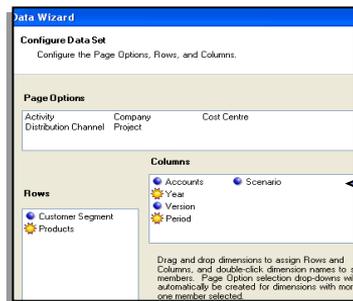


- Regulatory reports & industry submissions
- Statutory accounts production and filing
- Monthly/quarterly board books
- Internal formatted management reports
- CEO/CFO Packages
- Press releases & announcements
- Stock exchange submissions

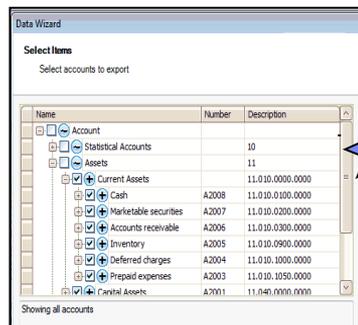


## IBM Cognos CDM –Reports integrated to authentic data sources

- Dynamic reports automatically update in near real-time from authentic data sources
- 24 x 7 access to authentic enterprise data without involving IT



Integrate with authentic enterprise data sets



MV_YEAR	MV_PERIOD	MV_CLIENT_ACCOUNT_ID	MV_CLIENT_SECURITY_ID	MV_SECURITY_NAME	
2	Y2011	P04	LIV03CBDLF	B56PS09	LV Short Corp Bond Gross Ins Inc
3	Y2011	P04	LIV03PMLF	B52LJH7	LV Short Date Gilt Gross Ins Inc
4	Y2011	P04	LIV03UKELF	599529	Africa US002 25
5	Y2011	P04	LIV03UKELF	287580	British American Tobacco Ord GBP0 25
6	Y2011	P04	LIV03UKELF	133580	British Empire Secs IT GBP0 10
7	Y2011	P04	LIV03UKELF	163992	Caledonia Ins Ord GBP0 05
8	Y2011	P04	LIV03UKELF	803922	Centrica Ord GBP0 05 1728
9	Y2011	P04	LIV03UKELF	557681	Howden Journey Group Plc Ord GBP0 10
10	Y2011	P04	LIV03UKELF	5679591	Investor B SEK6 25
11	Y2011	P04	LIV03UKELF	B3L65L0	LV UK Equity Inc Fund Grp Sh Acc
12	Y2011	P04	LIV03UKELF	561589	RSR Insurance Ord GBP0 275
13	Y2011	P04	LIV03UKELF	912332	Ultra Electronics Holding Ord GBP0 05

Data flows to reports in CDM

# Automate and Control Excel-based Processes

- Pull data from multiple datasets into a single, secure database with automatic reconciliation

Go from an environment with -

- Lack of overall visibility
- No audit trail
- Inefficient Processes
- Risk of Errors
- Collaboration is difficult

To a solution that leverages:

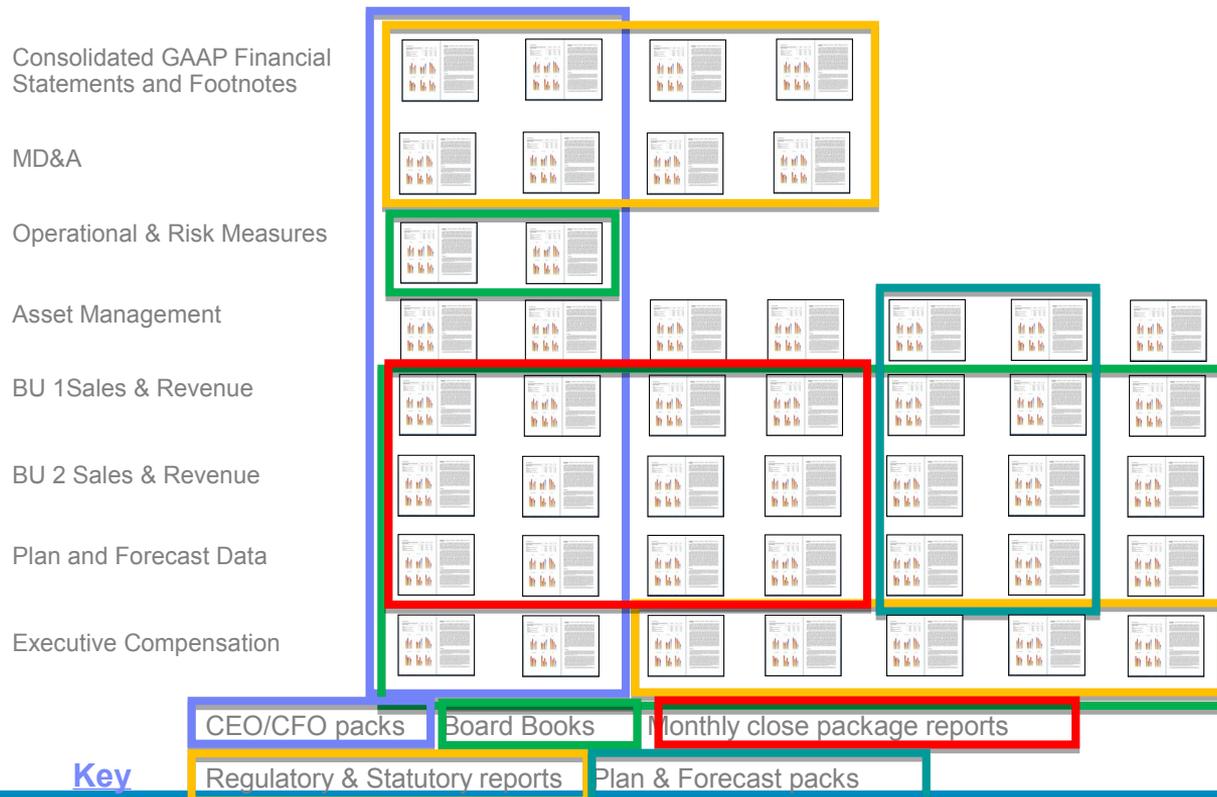
- Enhanced collaboration
- Complete visibility over each step in the process
- No more manual data collection and checking – now a highly efficient process
- Reduced risk of errors
- Automatic rollover to next period

From our work in the current year, we established that **95% of the excel spreadsheets examined had errors** out of which **80% had significant monetary errors** (i.e. spreadsheet gives an incorrect result).

Source: PwC, 2011



## IBM Cognos Disc Mgmt – Ensure single version of the truth



## How do customers use IBM CDM?

- Local & regional statutory reporting
- Global XBRL tagging & filing requirements
- GAAP to IFRS conversion
- Internal performance reporting and file management
- Controls & compliance requirements
- Public sector budgets and annual reports
- Corporate Social Responsibility (CSR) reports
- Stock Exchange reporting requirements

The screenshots illustrate various reporting and compliance features of IBM CDM, including document management, regulatory reporting (Regulation S-K), financial data analysis, and detailed report generation.

# Product Demo – IBM Cognos Disclosure Mgmt



## Today's issues

### CFOs main challenges (CFO-study2013):

Finance efficiency    Business Insight

**40%**

of enterprises produce  
finance metrics manually

**50%**

manually produce  
operational metrics

**50%**

of its time on transactional  
activities

**55%**

aren't satisfied with their  
operational planning and  
forecasting analytical capability

**35%**

of the companies interviewed  
lack a common reporting  
platform

**50%**

lack a common planning  
platform

**30%**

lack the necessary common  
data definitions and  
processes

**45%**

are poor to average at  
anticipating external forces



# Question & Answer

