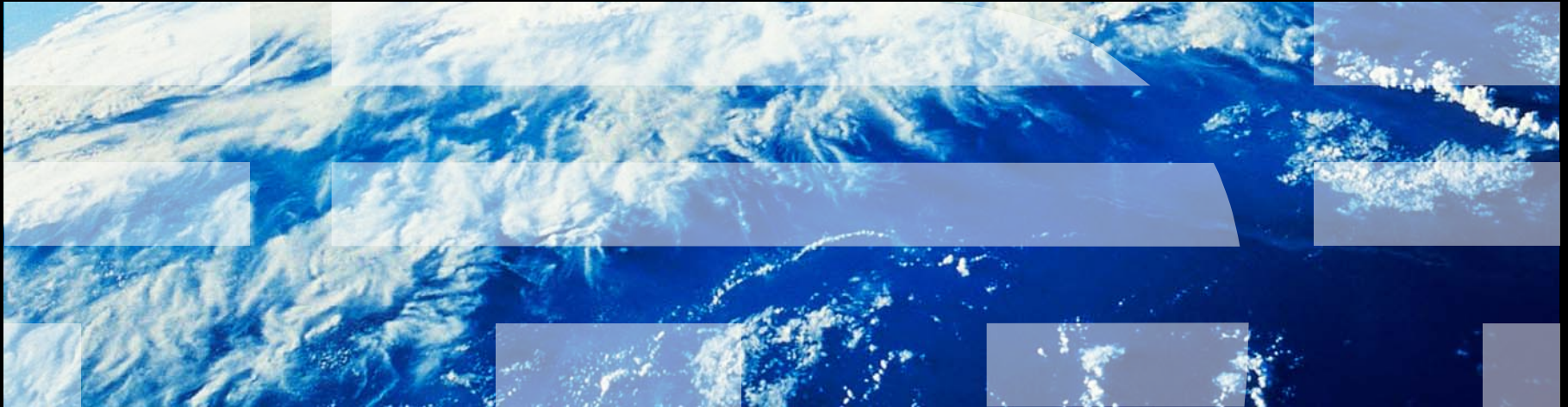


FINANCIAL PERFORMANCE MANAGEMENT ROADSHOW



Agenda

▪ Introduction	Mark Moss	09:15
▪ Management Accounts	Sunil Nair	09:40
▪ Budgeting and Planning	Sunil Nair	10:20
▪ Break		11:00
▪ Consolidation & Reporting	Mark Moss	11:20
▪ Wrap-up with Q&A		12:50
▪ Lunch		13:00
▪ IBM Cognos TM1	John Farrant	13:45



2009/10 – Challenge & Opportunity

Finance

“ Measuring / monitoring business performance is the #1 CFO priority ”

“ Better analysis, not better soft skills are needed to improve finance decision support ”

IBM Cognos FPM solution

Enterprise reporting and standardization

Financial Reporting & Consolidation

Financial Reporting & Analytics

Planning & Analysis

Finance owned & managed, open & independent systems

- ✓ World Class application for Financial Consolidation
 - ✓ Workflow, Controls and Audit Trail
 - ✓ Adaptable, configurable application
 - ✓ Multi-jurisdictional regulatory reporting
 - ✓ 200+ Validation and audit pre-built reports
- ✓ World Class analytics functionality
 - ✓ High performance, high scale in memory 64 bit server
 - ✓ Modeling environment for all types of performance management calculations
 - ✓ Interactive OLAP data source
- ✓ World Class application for Planning, Forecasting & Budgeting
 - ✓ Workflow, high modeling flexibility and scalability
 - ✓ Model financial and operational plans
 - ✓ Adaptable, end user driven planning input

IBM Cognos FPM solution

IBM Cognos 8 BI

IBM Cognos 8 Controller

IBM Cognos 8 TM1

**IBM Cognos 8 TM1
IBM Cognos 8 Planning**

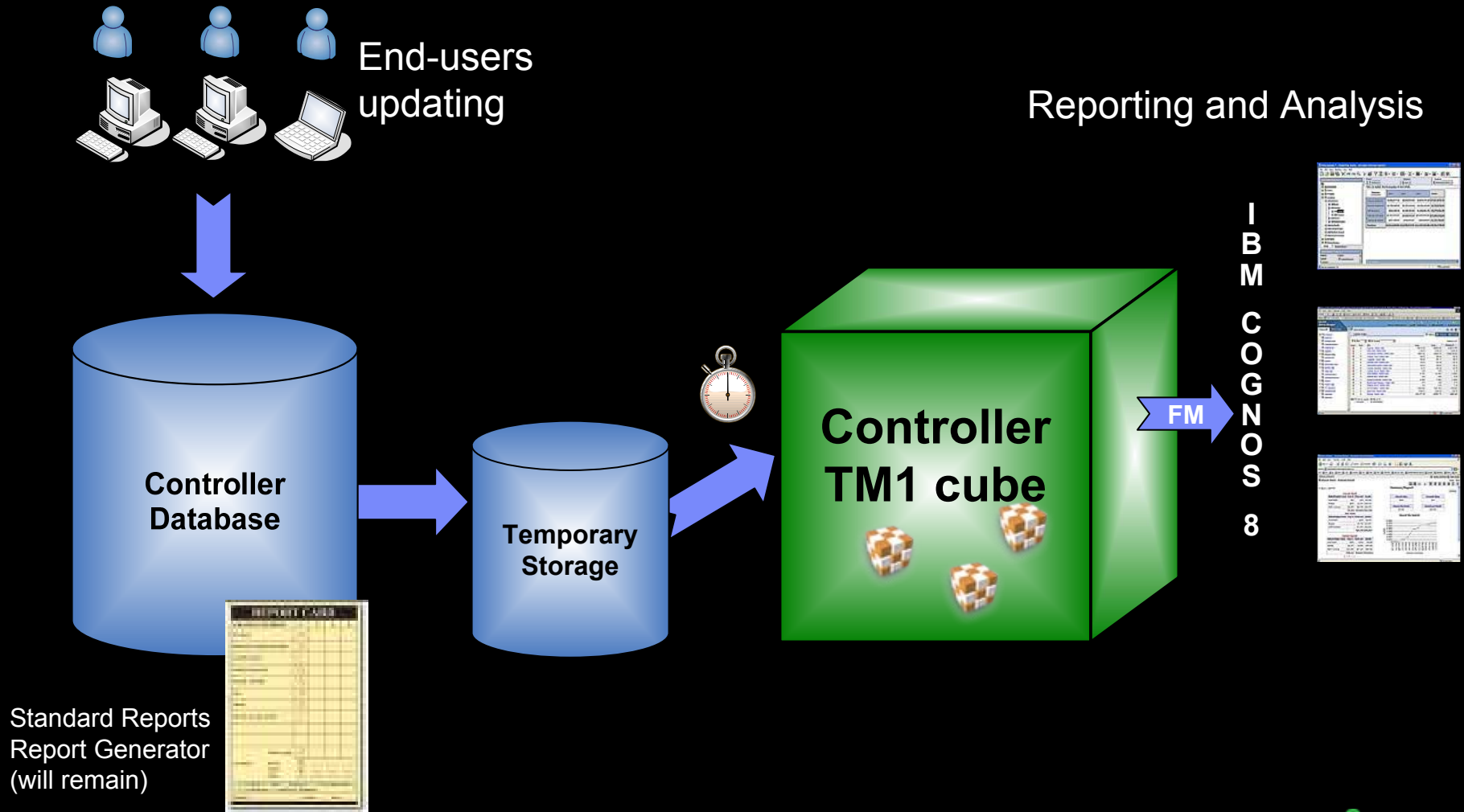
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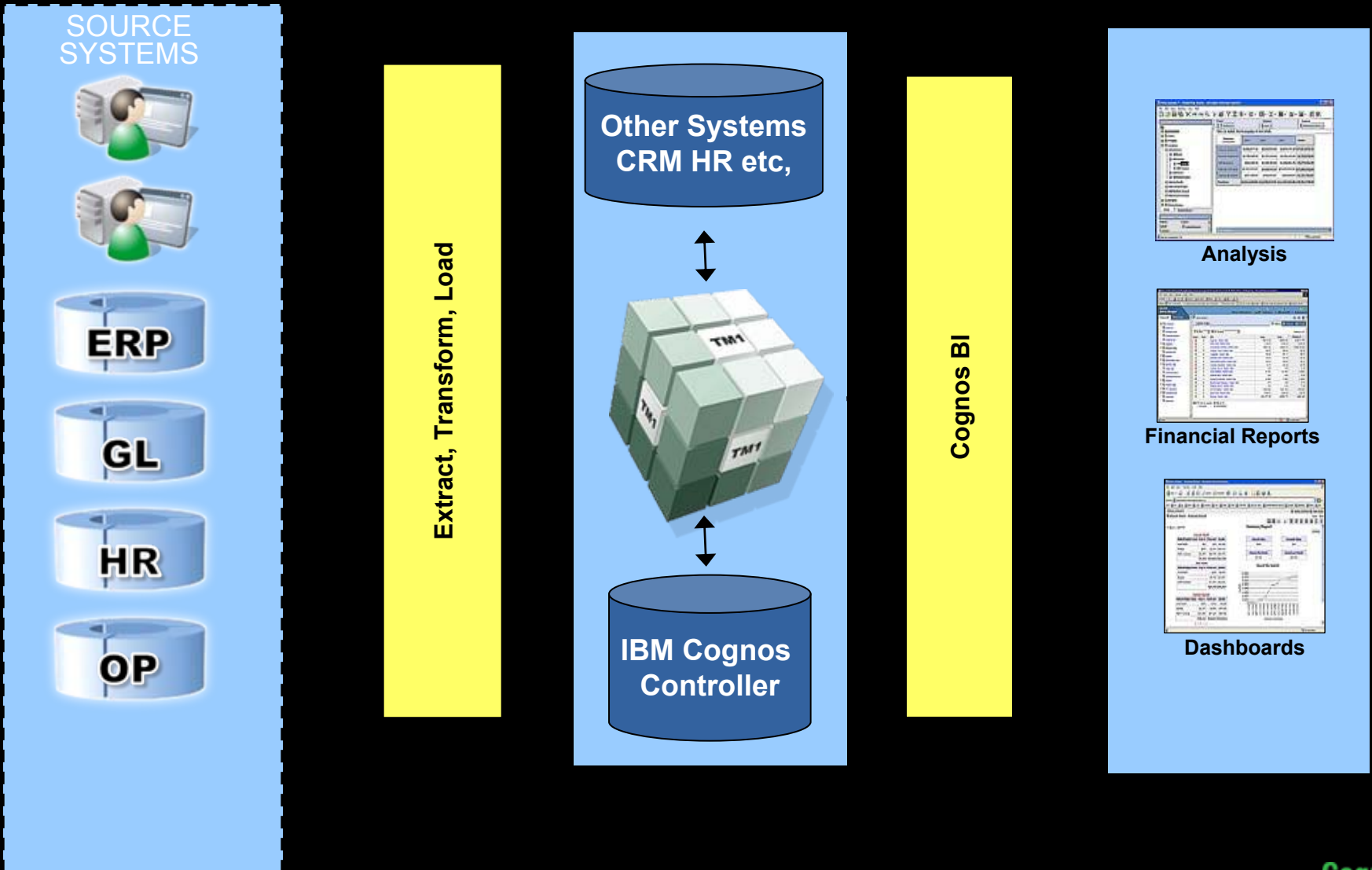
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4. Financial Analytics Publisher (FAP)



Solution Architecture



IBM Cognos TM1 Management Accounts Planning and Budgeting

IBM Cognos Controller Consolidation

Evolving go to market strategies for Controller 8.5

Previous strategy

Deliver compliant financial consolidation capabilities AND provide a strong finance data source for performance management

Renew Financial Consolidation & Corporate Reporting

Deliver regulatory and statutory reports, financial statements, report books

Certify financial information and extend into performance management - reporting and planning

Current strategy

Deliver complaint financial consolidation capabilities AND deliver an enterprise reporting solution for financial reporting & analytics

Renew Financial Consolidation & Corporate Reporting

Deliver a single solution for financial consolidation AND financial reporting & analytics

Provide a starting point for consolidation led performance management – linkages to report standardization & planning

Close, Consolidate, Report: **Key Requirements**



Controller



FP & A

- *Single controlled environment*
- *Application configuration*
- *Audit tracking*
- *Internal controls*
- *Finance owned*
- *IT infrastructure compliance*
- *Global and local accounting support*
- *Consolidation workflow*
- *Security & access control*

IMPACT: Cost efficient and effective compliance and faster cycles of close process execution. Confidence in consolidating financial results accurately and sharing with internal and external stakeholders

Close, Consolidate, Report: **Collect & Certify**



Controller

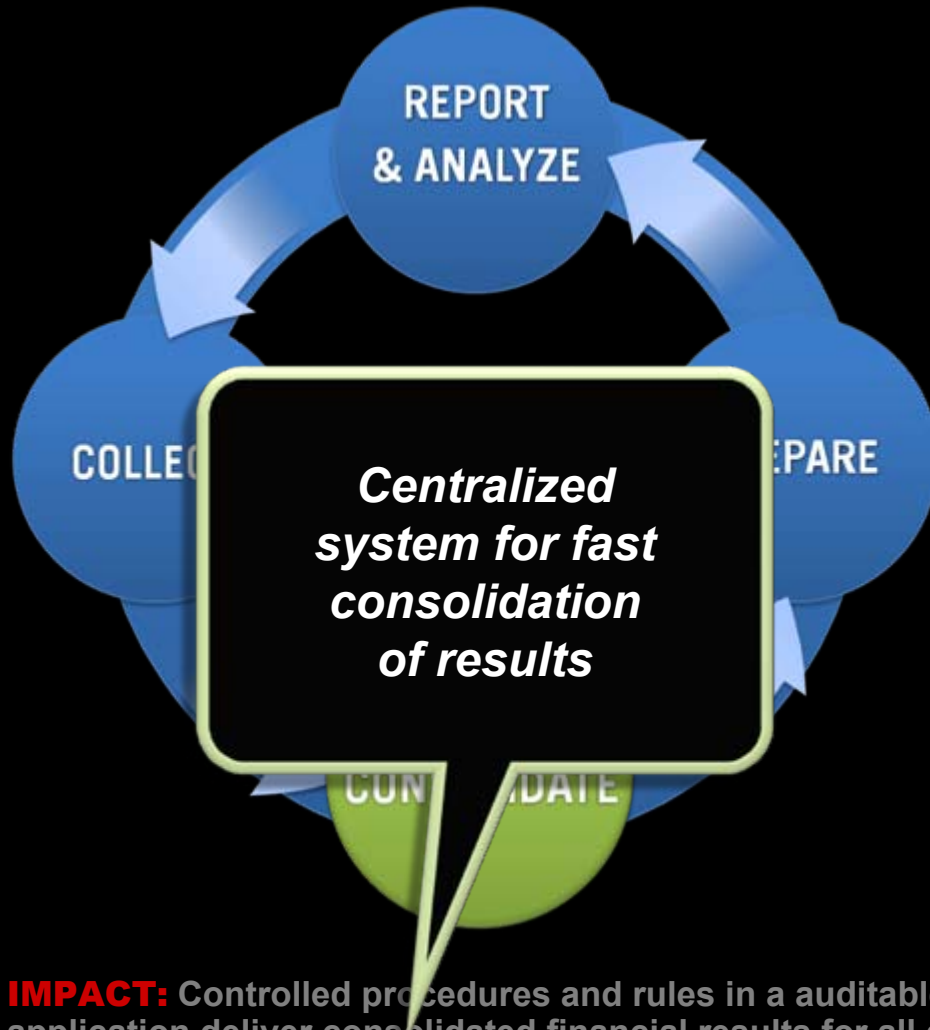


FP & A

- *Multiple data entry options – users and systems*
- *Import from source systems with data lineage*
- *Workflow to manage data collection*
- *Data reconciliation and approval*
- *Internal controls & audit checklist*

IMPACT: Quality data input, accountability and controls ensuring effective collection of all financial data for the close process

Close, Consolidate, Report: Consolidate



IMPACT: Controlled procedures and rules in an auditable application deliver consolidated financial results for all global and local demands



Controller



FP & A

- *Multiple entity rollups & structures, multiple versions*
- *Extended business segments*
- *Apply automated and manual adjustments*
- *Track important balance sheet balances, accruals and adjustments*
- *Apply currency adjustments by account type*
- *Process important financial results such as CTA schedules, trial balance*
- *Automate and schedule*
- *Manage monthly, quarterly, yearly rules*

Close, Consolidate, Report: Prepare



Controller



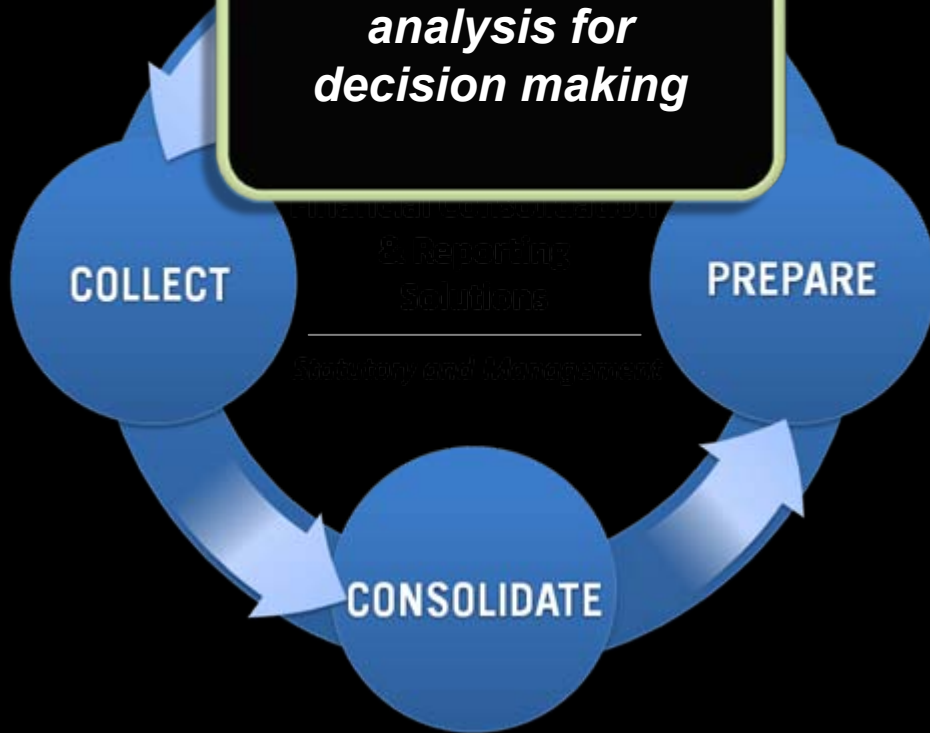
FP & A

- *Automated and manual adjustments*
- *Text commentary and other supporting documents*
- *In-process reporting to certify financial results*
- *Financial statement reporting for external distribution*
- *Deliver multiple GAAP and other reports from a single system*
- *Track and audit different report adjustments*

IMPACT: Deliver financial results from a single, controlled data source

Close, Consolidate & Report: Report & Analyze

Finance led reporting and analysis for decision making



Controller



FP & A

- *Real-time in-process close accounting reports*
- *Complex accounting reports for inter-company, investments, journal entries, etc.*
- *Direct access via Excel for sophisticated accounting reports*
- *Leverage financial information for financial & management reports, ad-hoc analysis*
- *Provide access to financial data in all delivery mediums from dashboards and scorecards to structured reports*

IMPACT: Certified financial results supporting office of finance reporting mandates and providing insight to all business holders

IBM Cognos Innovation Center

RETAIL STORE (P&L) OPERATIONS PLANNING

PERFORMANCE BLUEPRINT

A WEB BASED PERFORMANCE MANAGEMENT APPLICATION

A COGNOS INNOVATION CENTER ENTERPRISE PLANNING APPLICATION BRIEF

COGNOS INNOVATION CENTER for Performance Management™

BUSINESS VALUE GUIDE (VOLUME 1)

COGNOS PLAN-TO-PERFORM BLUEPRINTS


BEYOND FINANCE

Lead Rush!

Application Briefs / Business Value Guides / Web Modules

REINVENTING THE CFO

Reinventing the CFO



HOW FINANCIAL MANAGERS CAN TRANSFORM THEIR ROLES AND ADD GREATER VALUE

JEREMY HARRIS

HARVARD BUSINESS SCHOOL

HBS PRESS

Advisor Thought Leadership



Member-Only Website

COGNOS INNOVATION CENTER for Performance Management™

COGNOS INNOVATION ROUNDTABLE

THURSDAY, MARCH 23, 2006
WESTIN RESORT & SPA
WHISTLER, BRITISH COLUMBIA

Events



Performance Blueprints

TRANSFORMING PERFORMANCE MANAGEMENT

SHIFTING SANDS: FOCUSING FINANCE IN THE 21ST CENTURY

INNOVATION IN ACTION SERIES

ARTICLE AUTHORS: DAVID A. JAXSON AND GREGORY P. HACKETT OF THE SOBRAX GROUP

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COGNOS INNOVATION CENTER

Articles

Innovation Centre Blue Prints



Deloitte Group Consolidation and Internal Control *

Pre-configured template and reports for delivering Internal Controls.



Group Consolidation and Reporting Blueprint

Pre-configured template and reports for delivering IFRS and Group reports.



Deloitte Close, Consolidate, Report

Best practices for internal controls and financial consolidation

Management and Financial Reporting Blueprint

Pre-configured reports, scorecards and dashboards in Cognos BI



XBRL Semansys Blueprint *

A model to deliver XBRL reports.



DEMO

Consolidation and Reporting



The aim of FPM...

...confidence in the quality and accuracy of financial results

...comfort in the integration financial information into performance management

...control and audit ability of consolidation & reporting processes

...solutions and systems supporting self service and finance insight



CFO



Finance



**Controllers
Finance Directors**



**Accounting &
finance analysts**

...ensure financial results are certified, auditable and available for external and internal decision makers

For further detail



Mark.moss
Mark.moss@uk.ibm.com

The screenshot displays the IBM Cognos Software website. The top navigation bar includes 'About Us', 'Products', 'Solutions', 'Success Stories', 'Support & Services', and 'Partners'. The left sidebar has sections for 'Evaluate', 'Choose', and 'Extend'. The main content area is titled 'IBM Cognos 8 Controller Overview' and includes a detailed description of the software's capabilities. Below this, a section titled 'What IBM Cognos 8 Controller Offers to Finance Leaders' lists three key benefits for Corporate Controllers, CFOs, and CIOs. A video player is embedded in the center, showing a presentation slide with the title 'The New Value Integrator' and the subtitle 'Insights from the IBM Global Chief Financial Officer Study'. The video player includes navigation controls and a 'Contact Sales' button. On the right side of the page, there are sections for 'We're here to help' and 'The New Value Integrator' featuring a video of Thomas Hilek in conversation with William Fuesler and Carl.

IBM Cognos 8 Controller Overview

IBM Cognos 8 Controller provides Finance organizations with unmatched capabilities for managing the close, consolidation, and reporting process. An automated, menu-driven application that is owned and managed by Finance, IBM Cognos 8 Controller can consolidate diverse ledgers representing thousands of operating units and accounts into a common chart-of-accounts structure.

IBM Cognos 8 Controller reduces close cycle times and gives you transparency that is essential for sustained compliance with Sarbanes Oxley and IFRS. It supports local, regional, or global requirements and enables you to adapt to business and regulatory changes in real time.

What IBM Cognos 8 Controller Offers to Finance Leaders

IBM Cognos 8 Controller offers critical benefits for the key members of your finance team—and for the CIO, who needs to ensure compatibility with existing IT investments:

- For Corporate Controllers:** IBM Cognos 8 Controller enables the corporate controller to automate the entire close process from data collection to financial consolidation to output. Close cycle times are reduced while data integrity is assured.
- For the CFO:** IBM Cognos 8 Controller reduces risk and provides the CFO with an enterprise view of key financial results and results. Greater visibility improves strategic decision making across the organization, while the high quality of financial results eases external reporting and compliance.
- For the CIO:** IBM Cognos 8 Controller allows the CIO to leverage current IT investments while ensuring that centralized systems meet the demand for secure and reliable data. And it offers the opportunity for performance management standardization from a single vendor, with enterprise planning and business intelligence across a single architecture and platform.

The New Value Integrator
Insights from the IBM Global Chief Financial Officer Study

"It's not just about cranking numbers, but framing them in a broader context"

The 2010 IBM Global CFO Study

Who is most instrumental in helping CEOs and Boards make high-impact decisions - the choices and tradeoffs that build or destroy enterprise value? That answer is more often than not, CFOs.

Based on input from more than 1,900 CFOs and senior Finance leaders worldwide, the 2010 IBM Global CFO Study indicates that the demands on CFOs are rising and extend well beyond traditional financial reporting and management.

Executive report | **CFO videos** | **Assessment tools**

Explore additional guides to smarter leadership:

- CFO videos:** Finance efficiency and business insight are more than just buzzwords. Watch interviews with top CFOs around the globe pertaining to lessons learned and essential study findings.

We're here to help
Easy ways to get the answers you need.
[E-mail us](#)

The New Value Integrator
Thomas Hilek in conversation with William Fuesler and Carl

Webinar On-Demand
Streamlining the close process for 3,000 retail outlets.
[Contact Sales](#)

Cognos software

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Questions and Answers