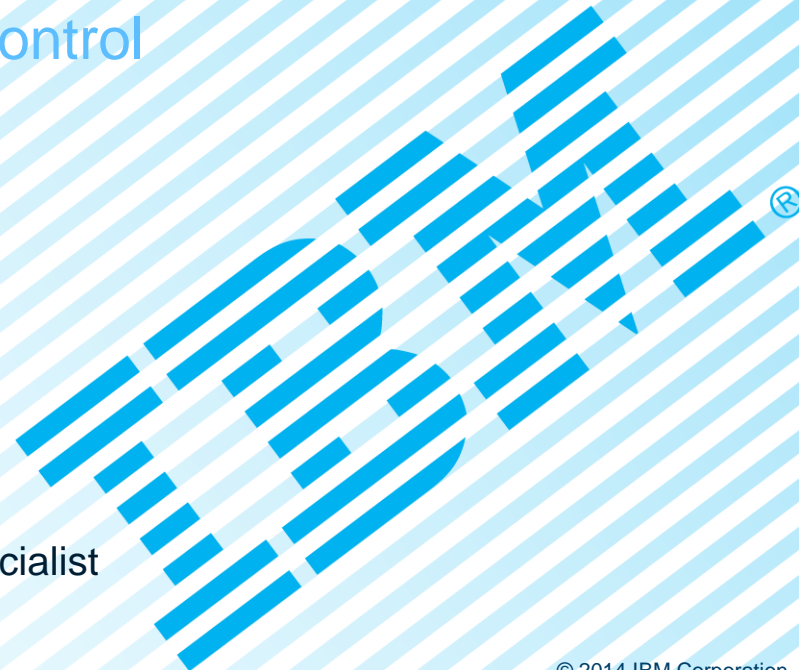


Track 2

Automating Your Narrative Report Production Collaboratively with IBM Cognos Disclosure Management

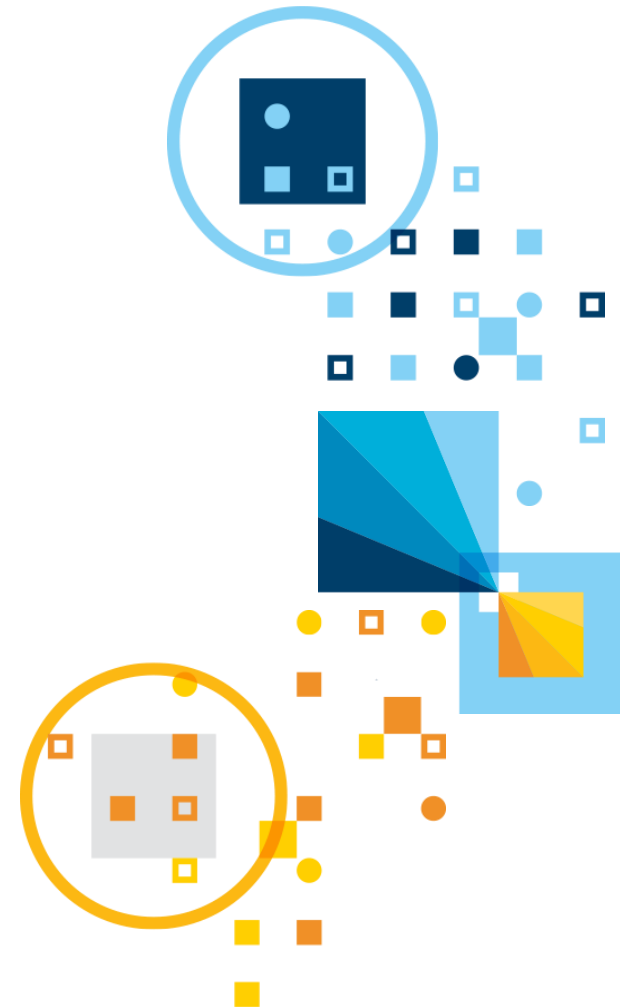
Driving reduced workload, enhanced control and better decision making

Neeta Solanki – Business Analytics Solution Specialist
Sherria Begum FCCA – Business Analytics Solution Specialist



Agenda

- Introduction
 - Market research
 - How IBM can help
- Live solution presentation
- Q&A



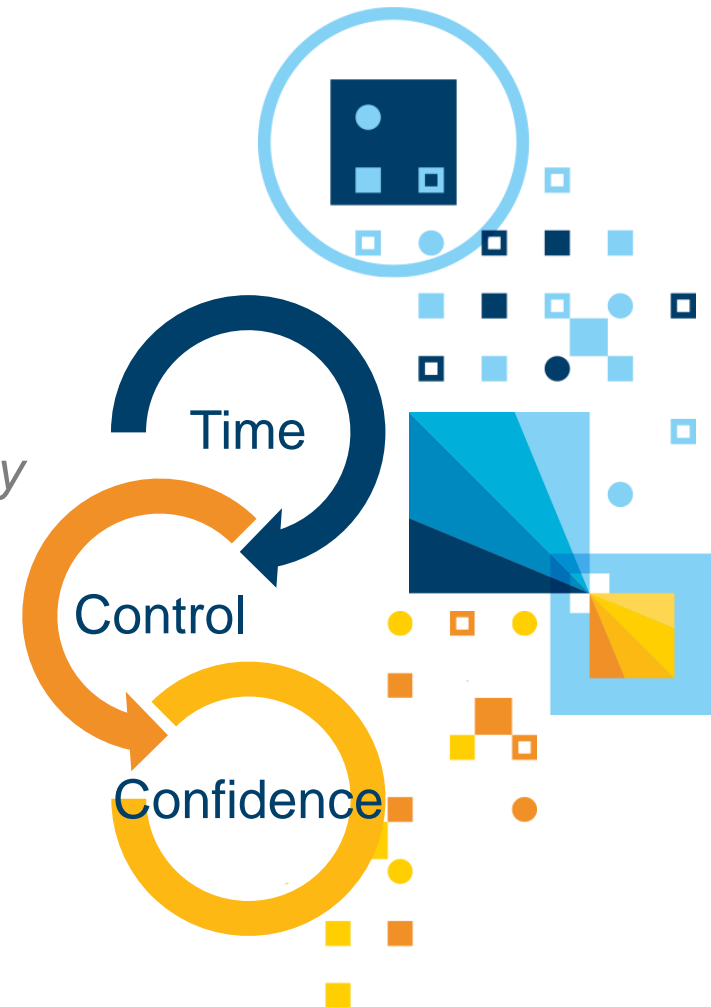
What do we mean?

- Narrative Reporting

Presentations of results with a storyline

- Disclosure Management

Reports which must be submitted externally

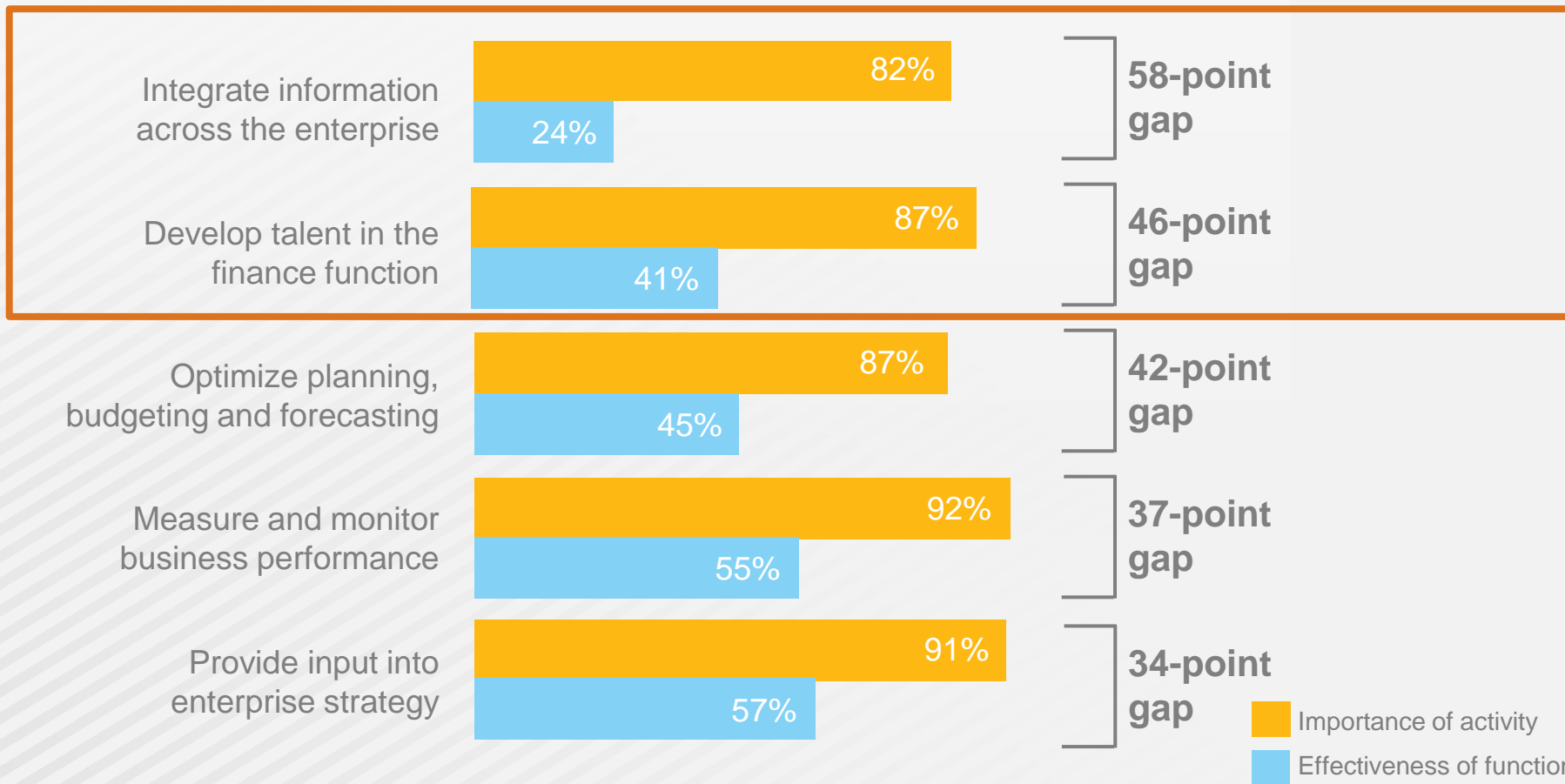


Market Research

- IBM Global C-suite Study 2013
 - How these 4,000+ leaders
 - view the world
 - their priorities and
 - how they are preparing for the future
- Hackett Group Best Practices Study 2013
 - 1,500 + best practices across 95 processes
 - 1,000+ best practice-based process maps, requirements and configuration guides



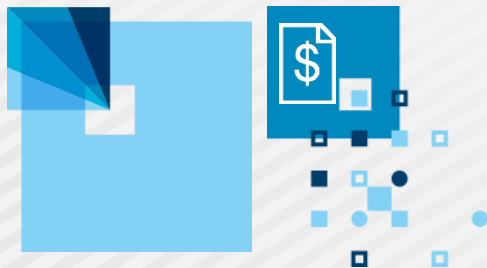
Survey says enterprises want to do better in five key areas



SOURCE: IBM, *The Customer Activated Enterprise: Insights from the Global C-Suite Study*, October 2013.

Today's organizations face many new challenges but continue to depend on outdated tools and practices

1 Abundance of applications



44 financial applications per USD1 billion in revenue

2 Labor-intensive processes



91 finance staff per USD1 billion in revenue

3 Abundance of reports



1,584 reports per USD1 billion in revenue

71%

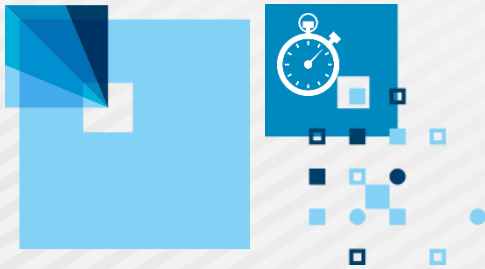
of managers surveyed cite the “primary business application” for generating management reports” as spreadsheets.

71%

Of teams say they fail to consistently deliver meaningful insight to the business

Many organizations continue to depend on a manual record-to-report process

1 No time to prepare



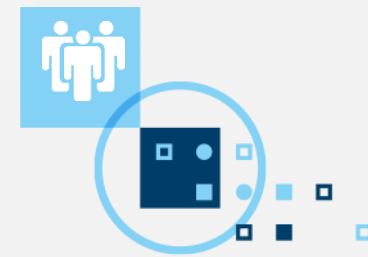
Finance is often consumed with tedious, time-consuming tasks

2 No control over the process



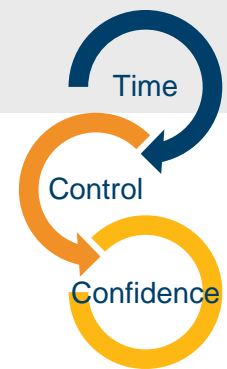
Little or no visibility into the ongoing status of different steps in the preparation process

3 No confidence in the process



No way to track tasks, identify bottlenecks and manage all areas of the preparation process

Preparation activities can be inefficient and costly when handled manually



These challenges represent a growth potential for you and can help lead you to sophisticated insights across your organization

Employ a repeatable process

Instead of navigating gaps in the production of recurring reports over and over again

Streamline report assembly

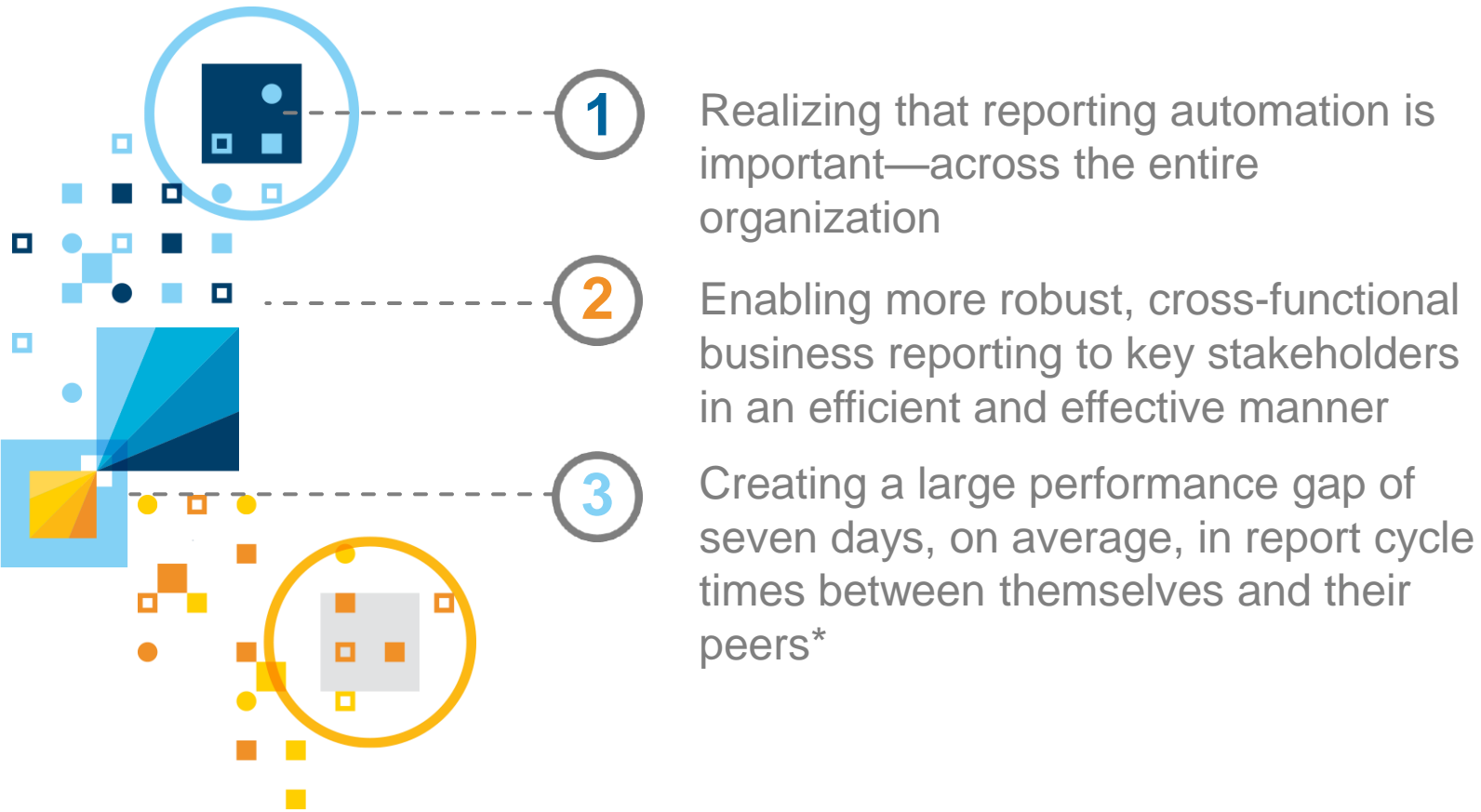
Instead of manually piecing together Microsoft Word, Excel and PowerPoint files

Make better decisions

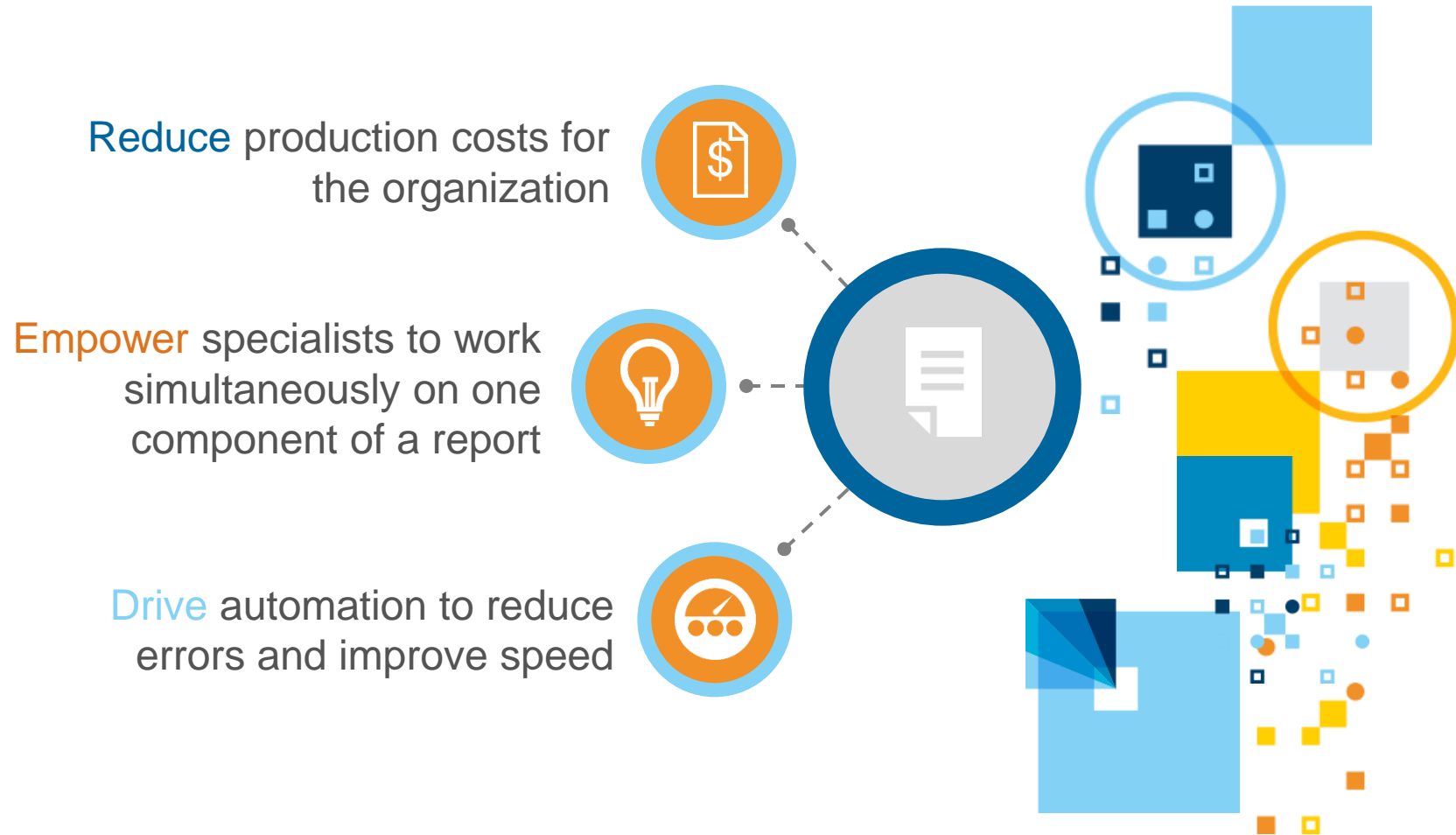
Instead of interpreting “just read” data, get to understanding right away



What are best-in-class organizations doing to streamline their enterprise reporting processes?



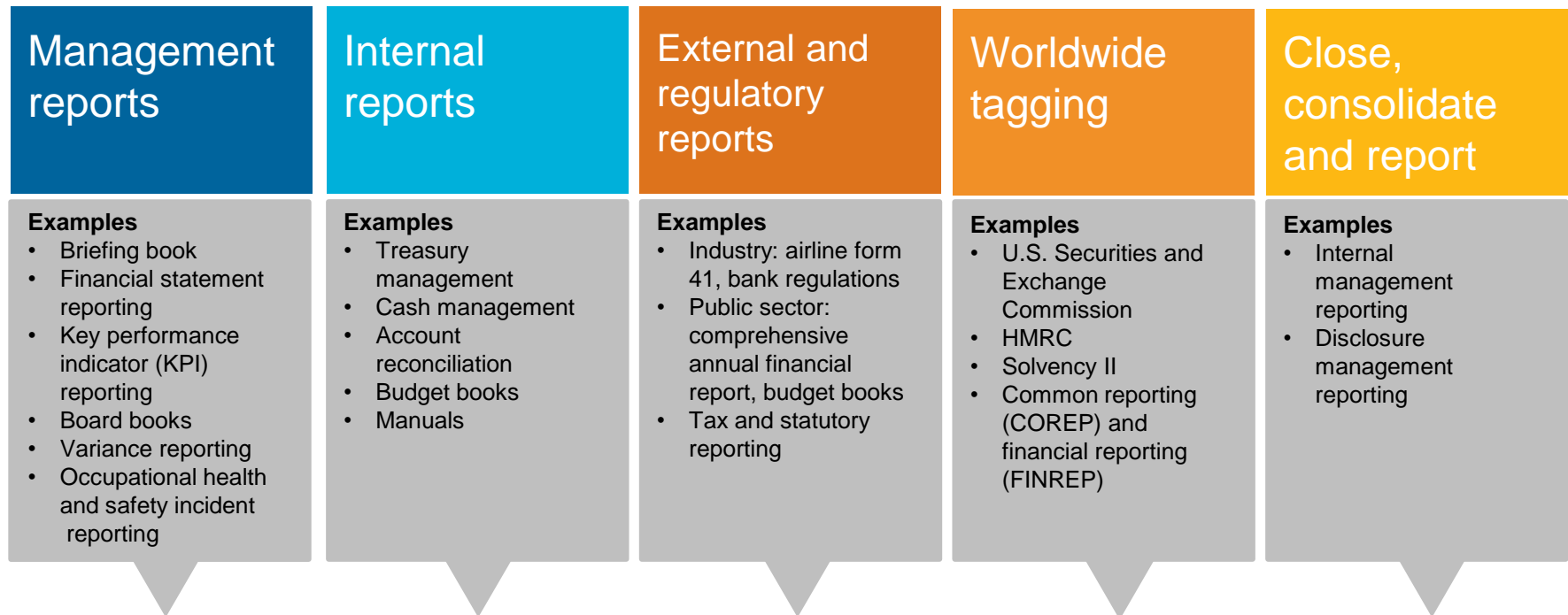
IBM is helping organizations transform their reporting processes to become best in class



Corporate reporting requirements

How is your organization managing its reporting processes today?

Organizations often have the following reporting requirements



Recurring, multiauthor reports create the same problems and challenges

- What happens if data changes?
- How do you review and check the accuracy?
- Remember this happens for every new report.

IBM offers a comprehensive report lifecycle tool



The narrative reporting and disclosure management solution from IBM can help you address these **challenges**



Automate text and narrative generation



Track and control document lifecycle with workflow, audit trail and version compare



Load and leverage your existing spreadsheets



Collaborate with multiauthor, cross-functional teams



Link to your existing data sources directly



On-premises and cloud deployment



Provide worldwide tagging functionality (XBRL, iXBRL, COREP, FINREP, Solvency II and more)



Provide integrated tagging—to save time at the end of the cycle



Enable tag-once and roll forward for the next filing

IBM Concert - transforms the way you work in Performance Management

IBM Concert
DISCLOSURE MANAGEMENT AND TASK SUMMARY

Disclosure Status
FORM 10-K
Owner: David He
Report Group: DEMO Report Group
In progress: 3 | Review: 2 | Modelling: 1

Process List Summary
Adjust Financial Plan: Plan Contribution due 11 days ago
Monthly Performance Tasks: 3 tasks due in 10 days
Performance Review: 2 tasks due in 10 days
+ Add New Process List

Sales Volumes
Sales Volumes: 1.07M

| Name | Status | Due Date |
|---------------------------|----------|-----------|
| COVER | On Track | |
| Gathering and Procur... | On Track | 5/15/2014 |
| Front Page | On Track | 6/20/2014 |
| Statement of Cash | At Risk | 5/24/2014 |
| Balance Sheet | On Track | 5/24/2014 |
| Statement of Operations | At Risk | 6/25/2014 |
| Selected Financial Sta... | On Track | 7/19/2014 |

Guided Business Processes

Personalized task list highlight priorities

Focus on Collaboration

Act upon insights by easily collaborating and sharing data analysis with anyone, anywhere.

Mobile Enabled

Activity streams alert you to changes as they occur across the enterprise.



Process List

| Name | Due Date | Completed | User |
|-------------------------------------|--------------|-----------------------------------|---------|
| Complete and Review Basic Templates | Jan 30, 2013 | Completed | |
| Sales Forecast | Jan 20, 2013 | Completed (Jan 23, 2013 07:00 PM) | dthudde |
| Operational Metrics | Jan 24, 2013 | Completed (Jan 23, 2013 07:00 PM) | disarey |
| New Personnel Planning | Jan 30, 2013 | Completed (Jan 23, 2013 07:00 PM) | disarey |
| SG&A Expense Planning | Jan 30, 2013 | At Risk | |
| Capital Expense Planning | Jan 30, 2013 | At Risk | |
| Review Strategic Initiative Funding | Dec 30, 2012 | Completed (Dec 30, 2012 07:00 PM) | |
| Manage Global Staffing Model | Jan 09, 2013 | Completed (Dec 30, 2013 07:00 PM) | |
| Update Exchange Rate Assumptions | Jan 30, 2013 | At Risk | |
| Update New Market Estimates | Jan 31, 2013 | At Risk | |
| Review Reports | Feb 04, 2013 | At Risk | |

Task Description
The Sales Forecasting template includes projected sales based on the 2012/2013 year. New markets and products have not been planned for. Please review the current growth rates for existing markets and add new figures for new markets and products before submitting your projections.

Cloud Deployable

Take advantage of savings and efficiencies via a SaaS deployment



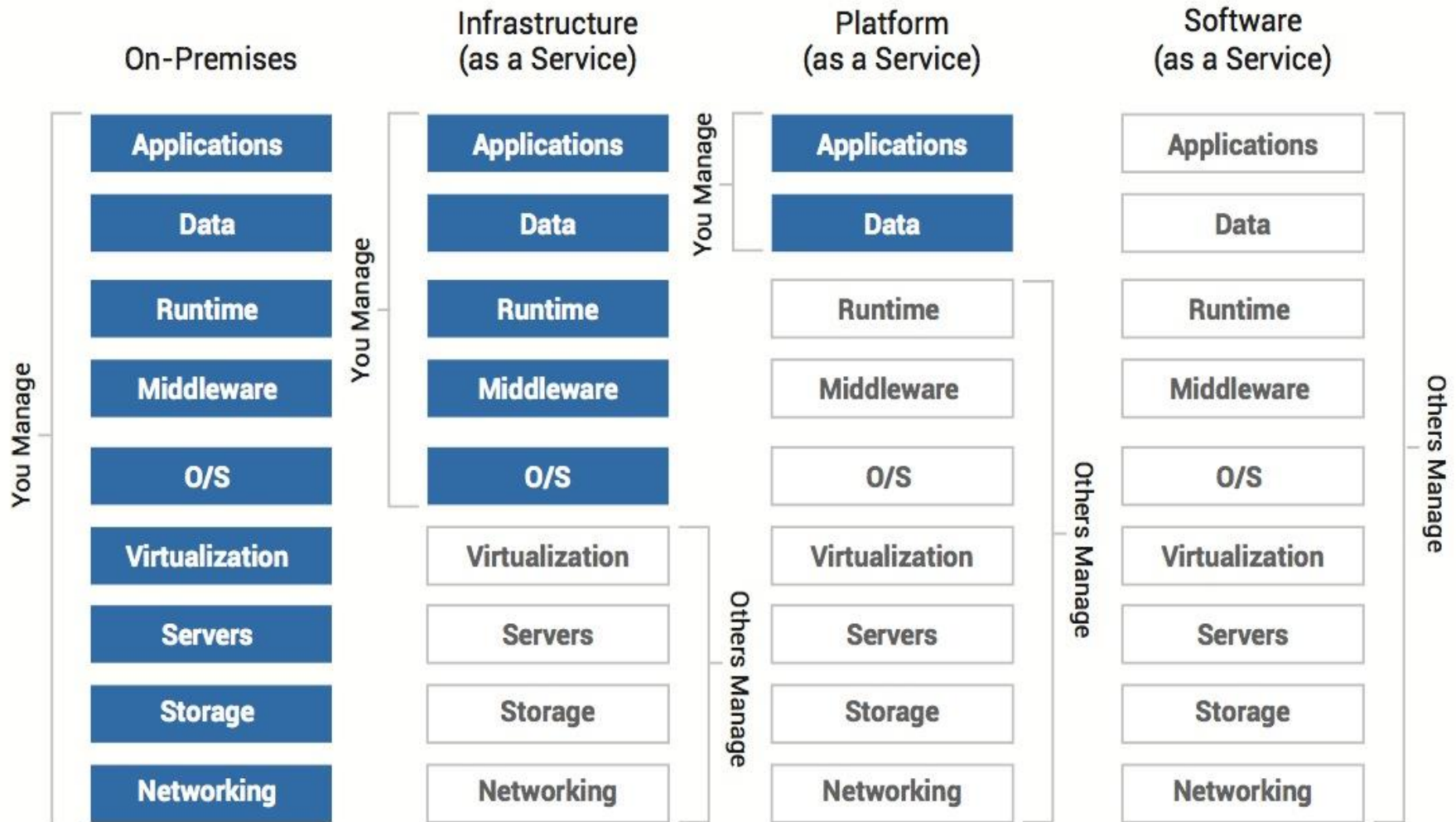
On-cloud or on-premises deployment

Deployment flexibility to meet your needs today, and tomorrow



- **FASTER ROI** – the software is already installed and ready to go
- **Low cost, low risk** – no hardware or software to purchase
- **Cost accounting** – Operating Expense verses Capital Expense (OPEX vs. CAPEX)
- **Bypass IT backlog** and have IBM Development Operations support it with domain expertise
- **Freedom of choice** – same code, deploy on premise if needs ever change
- **Scalability** – to grow as needed
- **IBM is an expert on the cloud** - over 100 SaaS solutions

Service Models (IaaS, PaaS, SaaS)





Cognos Disclosure Management Solution Demo



Thank you.

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NeetaSol@uk.ibm.com

