

Finance Transformation: Achieving High-Impact Business Outcomes

FINANCE TRANSFORMATION



The office of the Chief Financial Officer (CFO) has dramatically evolved. The new CFO spends a significant amount of time on non-traditional activities such as strategic leadership, performance management, and organizational transformation to drive the company's growth initiatives.

The Business Challenge

Today's CFOs are expected to manage advances in digitization and technology to optimize capabilities, allowing them to unlock new business value and provide strategic input to their executive peers. This is especially challenging in organizations that operate internationally or across legal entities and stand-alone divisions created through years of M&A activity.

Today's CFOs are expected to manage advances in digitization and technology

Though their role has expanded, CFOs must also maintain the traditional responsibility of protecting company assets, maximizing shareholder value, and evaluating new advances—such as Bitcoin and Blockchain—while tackling the latest regulations that consume much of their budget and resources, yet do not add business value.

Business Impact

Now more than ever CFOs are held to strict financial accountability and transparency, which play a key role in business operations. However, information management capabilities are often fragmented, resulting in time-consuming manual processes and work-arounds. As a result, without the proper expertise and analytics tools, they can fall short on the following:

- Inability to bridge the gap between strategic and operational decision making
- Lack of detailed, credible, and timely financial information to share with key decision makers across departments, regions, and internationally

- Manual/inefficient processes that slow delivery of financial results and reporting requirements of the holistic business
- Keeping up with financial auditing requirements that lead to stricter internal controls for financial reporting, placing increasing importance on data accuracy and completeness
- Maintaining compliance with regulatory requirements and related statutory reporting as a result of the increasing volume of legislation demand
- Lack of capacity and appropriate tools for complex organizations to deliver local, regional, and global financial results to business departments

The Teradata Solution

Analytics and data unleash the potential of great companies, and have become the number one asset driving differentiated value. When viewed as such, they hold the key to organizational transformation.

Finance Transformation streamlines financial data management and accounting/financial business processes to help CFOs achieve reporting and analytical clarity and transparency. The associated benefits include agile compliance reporting capabilities, insight into data lineage, accounting close budgeting and forecasting process acceleration, and comprehensive procurement and spend management. There is unlimited potential to what data and analytics can unleash.

Analytics and data unleash the potential of great companies

TERADATA.

Perform timely compliance, and create new business value

How CFOs Can Win

With the proper data and analytics tools, CFOs can effectively take on the challenge of new regulations and comply in a timely manner—while creating new business value for the organization at large.

Clarity and Transparency

Streamline accounting/financial business processes to help CFOs achieve reporting clarity and transparency.

Compliance

Gain agility into delivering new and existing compliance reporting capabilities; ensure accuracy and consistency of reports across the enterprise, and comply with the latest requirements.

Data Lineage

Provide clear, provable data lineage that's delivered on time. "Connect the dots" between the financial and operating system transactions via the reduction of errors as the result of human touch points.

ROI-Driven

Enhance comprehensive procurement and spend management—ensuring that spend is justified, has measurable ROI impact, and maintains margin.

Speed

Accelerate accounting close budgeting and forecasting processes; have a centralized view of spend and budgets.

Comprehensive Spend Management

Provide powerful views for all departments to capture the full finance lifecycle—from budgeting to expenses—with an open interface.

Information Consistency

Increase information consistency across divisions, regions, and legal entities to allow holistic management of the enterprise.

Operational Excellence

Invest in deep learning analytics and data automation to reduce low-value manual activities and dramatically lower costs.

Innovative Performance Management

Support innovation and digitization in finance through the introduction of enterprise performance management that measures the impact of new technologies and encourages investment in innovation.

Why Teradata

Our success is rooted in proven capabilities that span technology, people, and methodologies—and is backed by real-world experience from countless customer successes. We leverage our expertise and proven capabilities to help drive customer success across multiple industries.

High-Impact Business Outcomes

The difference is in our approach. Teradata's complete portfolio provides three core capabilities to help drive high-impact business outcomes:

Companies Redefining What Is Possible

WW Grainger Case Study

Fortune 500 company WW Grainger sought to cut through common CFO challenges of cost reduction, transparency, flexibility, and profitability with the help of Teradata's profitability analytic capabilities.

These capabilities allow Grainger to support brand and segment profitability reporting, and value-based contracting and customer profitability. The company is now able to use detailed revenue and costing techniques to drive insights into the business. The Teradata solution generated \$80 million in additional lift, and increased platform users from 25 people to over 2,000.

Enterprise wide financial visibility requires a modern day approach to integrate all the financial data that feeds the general ledger and financial statements. This empowers both external and management insight by enabling a flexible view of financial performance by ever-changing hierarchies within the dimensions of the organization, product, project, and account. It provides agility—without costly and extensive customizations that impact operational performance—that's not supported by most ERP systems, and allows finance to evolve and distribute internal reports so that general ledger data is presented in the way most relevant to the user.



- **Business:** Business Analytics Solutions help you leverage data and analytics to achieve high-impact outcomes. Our team of Analytic Business Consultants can help you understand how to leverage data and analytics to solve common business challenges such as fraud, churn, and customer acquisition. Our business value framework, which identifies business opportunities across multiple business domains and industries, helps you identify key business process improvement areas—and with RACE (Rapid Analytic Consulting Engagement) we can quickly prove the value of your initiative.
- **Architecture:** Ecosystem Architecture Consulting brings unmatched consulting around data and analytics strategies, roadmaps and technology architecture design and implementation, and ongoing managed services.
- **Cloud:** Best-of-breed Hybrid Cloud Products include the leading database and open source solutions, with flexible deployment options in the public cloud, managed cloud, or on-premises.

What we do, we do differently

As your trusted advisor, our unique approach can help your organization tackle critical business problems—and gain deeper business insights—enabled by multi-genre analytics, agile integration, and at scale.

For More Information

To learn more about Teradata and Finance Transformation, contact us at Teradata.com/contact-us.

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