

#FloQast

Operational Accounting's Key Role in Driving Digital Agility

OUR SPEAKER:



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Product Marketing Manager

Past:

- Public Accounting, Audit (7 years)
- Technical Accounting & Reporting Manager (6 months)

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Accounting Workflow Automation

Purpose built by accountants for accountants

We help **accounting teams** achieve **operational excellence**



FloQast was founded in **2013**



~70% of Front Line FloQasters are Accountants



2,200+ Customers



Offices in **US and UK**

G2: Highest Rated of all Financial Close software



TrustRadius: Top Rated Software



98% of Customers Achieve Target Business Value or Higher*

*Source: FloQast Customer Survey 2021

To Forever Elevate Accounting

- **New era of accounting**
- **Accounting and accountants deliver greater strategic value**
- **Accounting will be the operational heartbeat of the enterprise**



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Business Truth today

Accounting is the
operational backbone
for driving company
success

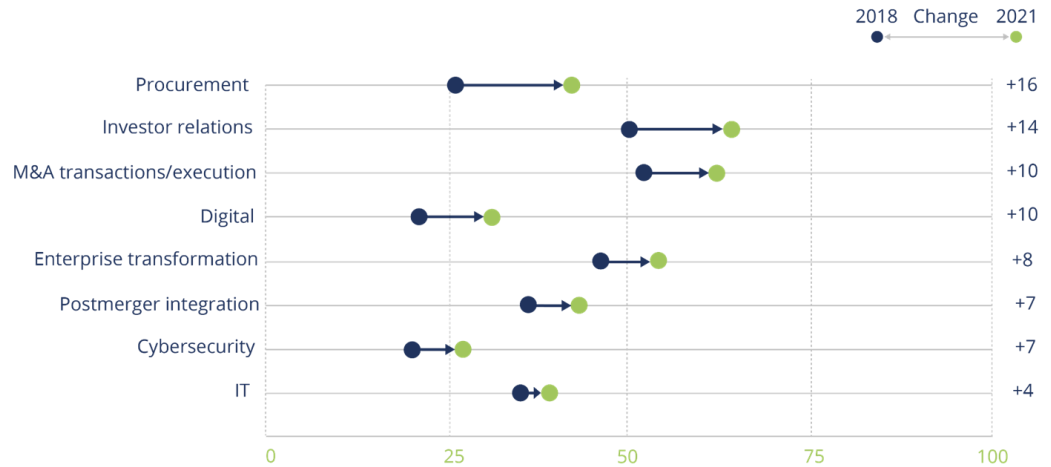


How do we know?

Expanding Role of the Office of the CFO

Clear shift from back to middle office:

- Increase in roles and personnel reporting under the CFO
- Major responsibility and accountability for operational performance
- Work capacity at top placing growing requirements on controllers and their teams



THE PROBLEM

Accounting and Finance teams are still in the weeds of manual, tactical repetitive work.

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THE GROWING CHALLENGE

The pace of today's operating model is a pressure cooker for Controllers and their teams.

Bogged down

70%

Non-strategic tasks

Risk exposure

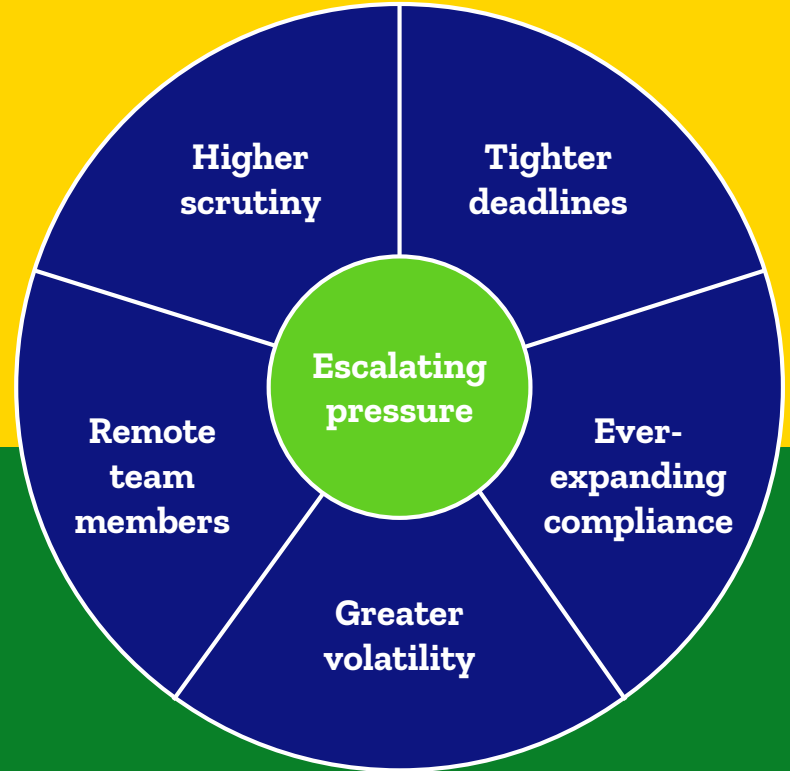
64%

Growing compliance complexity

Burnout

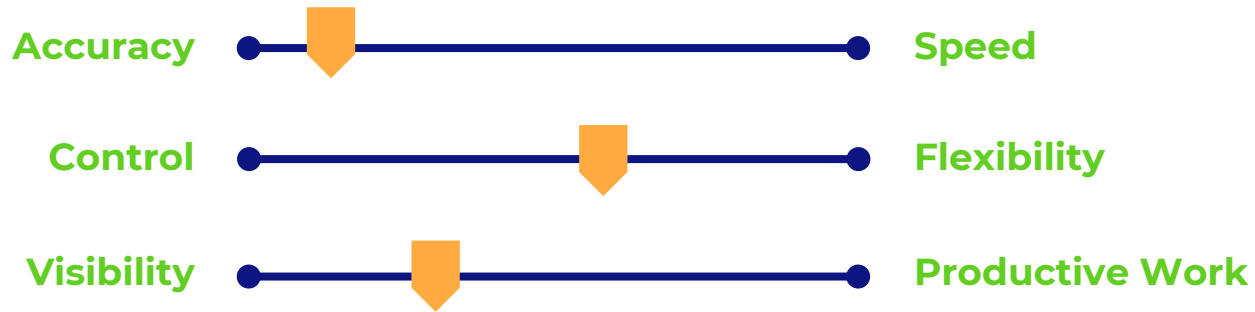
89%

Increasingly stressful job



THE GROWING CHALLENGE

Controllers are stuck in a perpetual balancing act...



...without a clear path out.



How do we move forward?

**A Generational
Moment:**

**Controllers
meet the challenge
to navigate forward**

managed through more risk,
uncertainty, course corrections

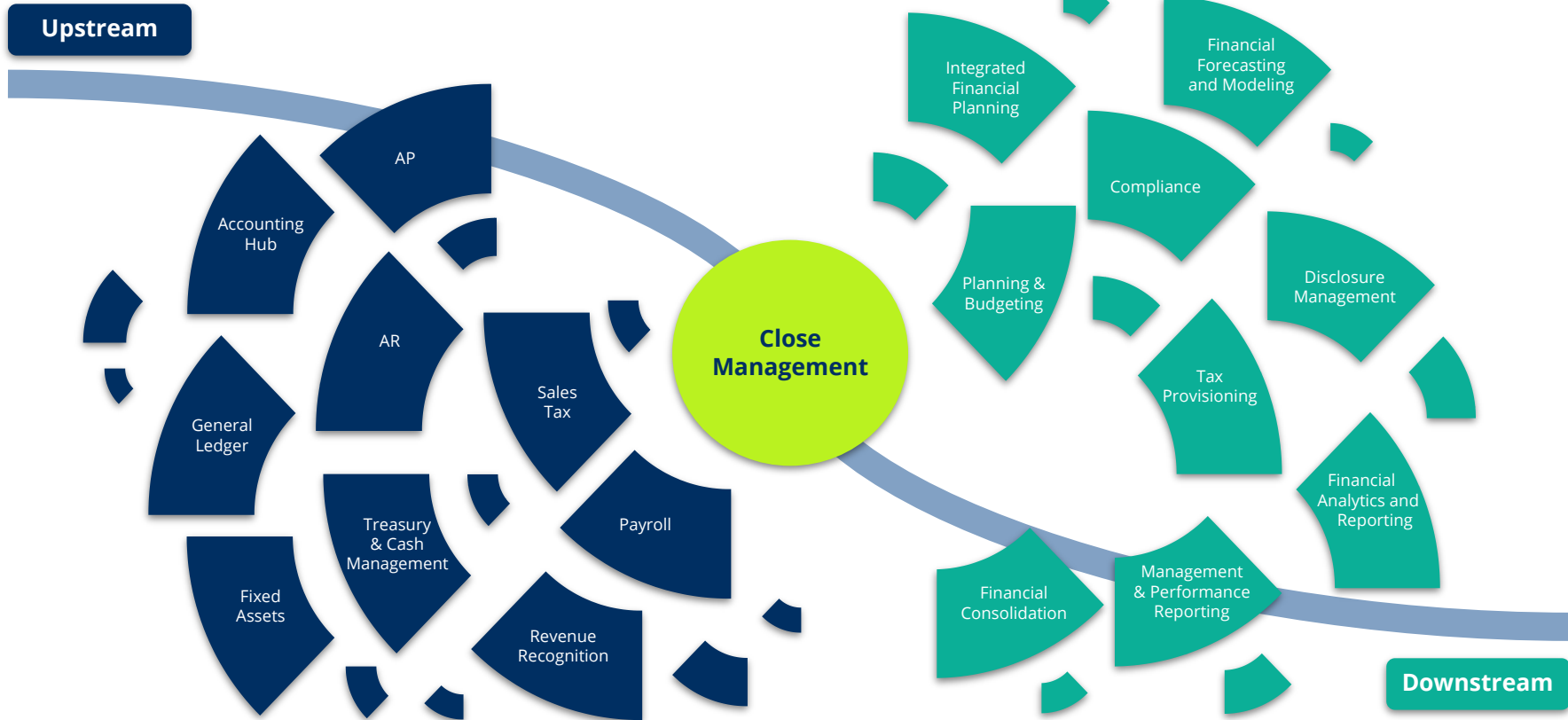
Understanding the Leveraged Model

Technology

Automation of the mundane, recurring tasks and simplify the lines of communication without giving up scalability or control

Transaction Management	Collaborate	Control	Scale	Visibility	Integrated & Native Resources
Timely and accurate processing of business transactions	Reduce silos of people and information	Process adherence, timeliness, review, and documentation	Positioned for expansion and growth	Real-time, centralized insights to monitor goals, bottlenecks, and completion	Utilize tools, modules and platforms that work together seamlessly

The Financial Close Is Strategic



The Financial Close As A Unifying Force For Transformation



Upstream

26% reduction in time to close the books monthly

26% reduction in time required for the audit process

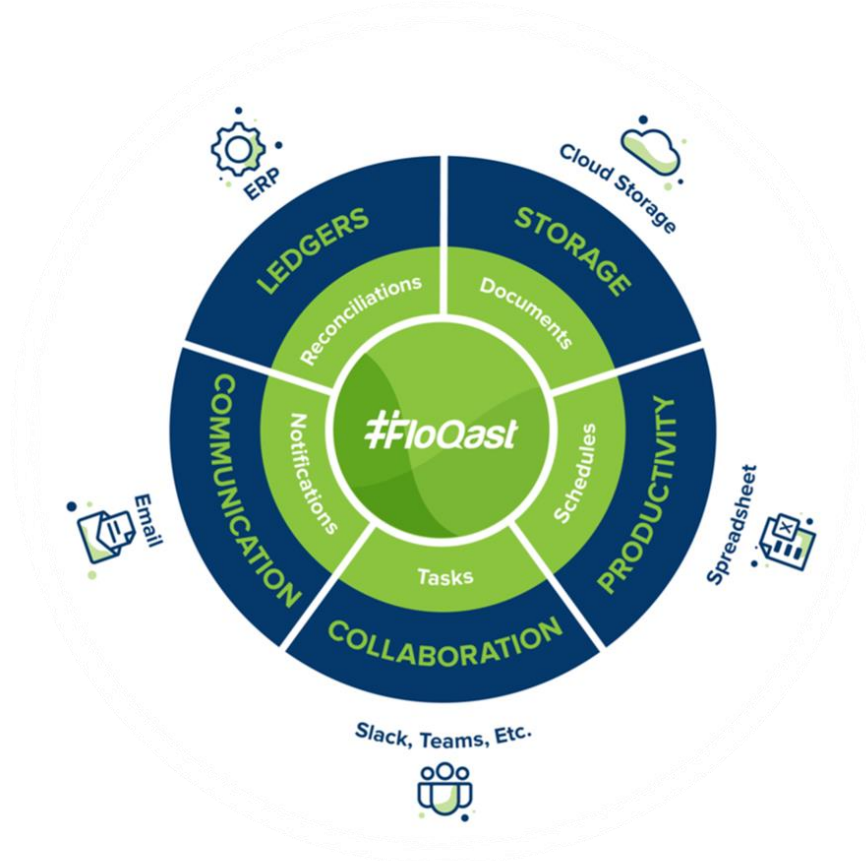
CLOSE

39% increase in accuracy of close data

23% reduction in discrepancies found by auditors

Downstream

Connect Your **Financial Close** to Other Financial Tools and Systems



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**To Operationalize is to
measure the abstract
and track it to act with
intention and
improve.**



What does it take?

5 Key Criteria

Accounting Operational Excellence

1

See with New Eyes: Complete Transparency

monitor progress, see bottlenecks, validate completion – always know the answer to “when” and “why”; always know where you are exposed

2

Centralize Documentation: Act with Confidence

reduce audit risk: organize all evidentiary documentation in one place, eliminate fragmented data silos – automatically preserve the story behind the numbers

3

Automate the Mundane: Elevate Performance

automate recurring tasks, integrate Excel, ERP, cloud storage – automation-assisted work – let software do the grunt work for you

4

Work Better Together: Build a Happier Team

speed collaboration, especially across a hyper-dispersed team – keep everyone on the same page, relieve burnout, eliminate mind-numbing status meetings

5

Run at a Faster Pace: Meet Tighter Deadlines

run in a continuous cycle, automation eliminates lag time, visibility drives recalibration and more predictable throughput

Increase Financial Velocity and Accuracy With FloQast Close Management

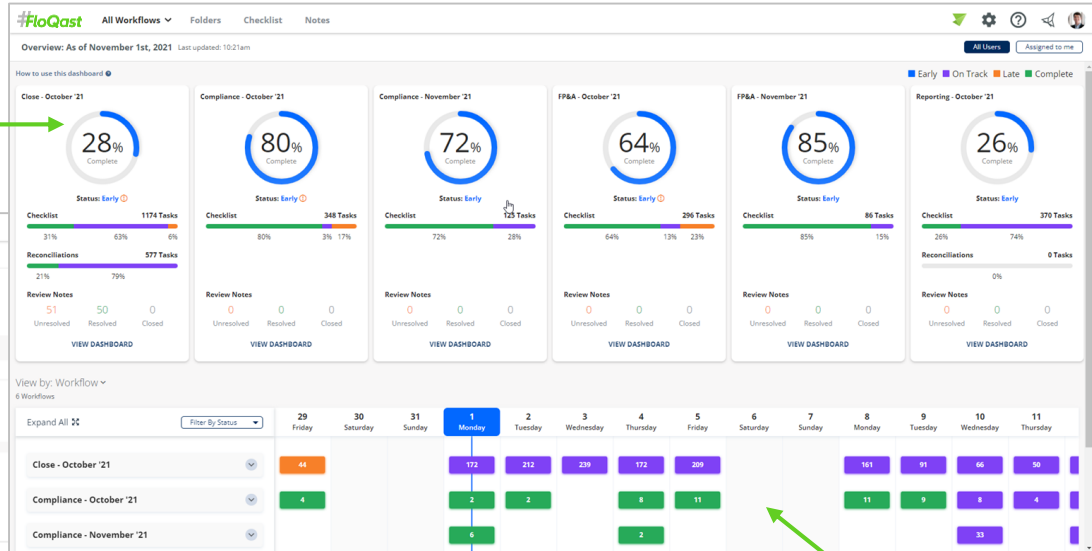
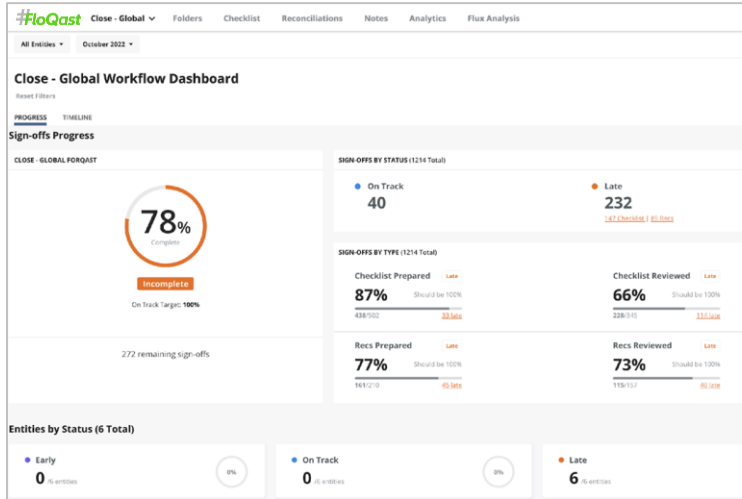
The Financial Close is all too frequently a manual, error-prone and time-consuming process that was made for long hours and late nights for controllers and their teams. FloQast Close™ Management provides a single place to manage the Financial Close.

CLOSE MANAGEMENT

- Reduce the number of status meetings.
- Manage by exception to identify bottlenecks.
- Reduce the need for status checks and balance the workload.

Progress by Workflow

Percent Complete



Progress by Date

Reduce Time In Email And Meetings With FloQast Close Management

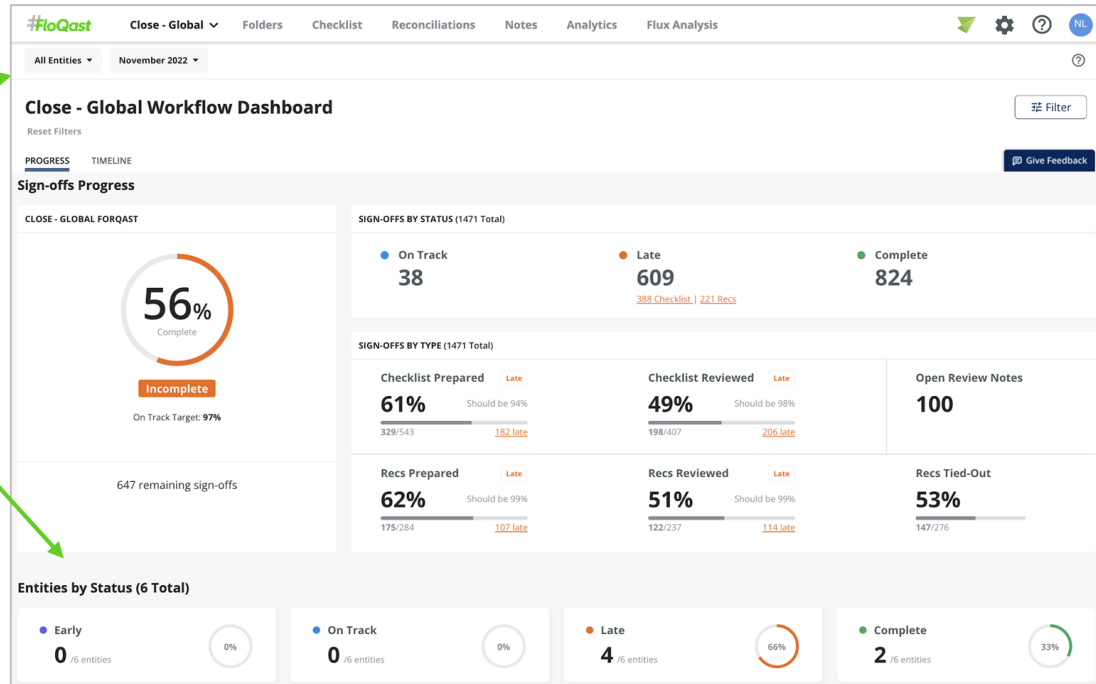
Financial Close status meetings and emails are time consuming. With FloQast Close Management, now teams have visibility at all levels to get real time status of the Close and minimize time spent in meetings and email.

CLOSE MANAGEMENT

- Dashboards for great financial close visibility.
- Track progress by entity.
- Automatically get email with status on a daily or weekly basis.

Global View

Track Close Status
by Entity



Be Audit Ready With FloQast Close Management

With FloQast Close Management you have the flexibility to set up an organization and tasks that reflect the way your team works and the centralize capture of evidence to support the audit.

CLOSE MANAGEMENT

- Set up a folder structure and a checklist of tasks to drive consistency every month.
- Capture your close processes in one centralized place for standardization and accountability.
- Maintain controlled sign-off and document locking to support the audit.
- Automated alerts for past due items.

Supporting Documents

Customized Folders

Customized Checklists

The screenshot displays the FloQast Close Management interface for March 2022. The left sidebar shows a folder structure under '2022' with 'March 2022' expanded, listing folders like '01 Cash and cash equivalents', '02 Restricted cash', '03 Marketable securities', '04 Accounts receivable', '05 Deferred commissions', '06 Inventories', '07 Prepaid expenses and...', '08 Capitalized software', '09 Property and equipment', '10 Intangible assets', '11 Goodwill', '12 Accounts payable', '13 Accrued compensation', '14 Accrued expenses', '15 Deferred Revenue', '16 Commitments and co...', 'Trial Balance', 'February 2022', and 'January 2022'. The main area shows a 'Checklist' for '16/16' items. The checklist table is as follows:

DESCRIPTION	DUE	ASSIGNEES	SIGN-OFF	COMPLETED
Prepare, post and distribute all remaining invoices. Upon completion, verify all invoices properly posted to the subledger & notify revenue team via a review note	04/04/22	Kimberly Garrison (Preparer)	<input checked="" type="checkbox"/>	Kimberly Garrison (04/20/22)
Verify customer tax exemption records are properly updated in the ERP. This is key to validate accuracy of sales tax postings through the system	04/04/22	Shannon Griffin (Preparer)	<input type="checkbox"/>	
Review accounts receivable aging for any unapplied credits. Material credits s/b reclassified to AP-Manual	04/04/22	Kimberly Garrison (Preparer)	<input checked="" type="checkbox"/>	Kimberly Garrison (04/04/22)
Generate and review AR Aging for non-standard terms	04/04/22	Taylor Humphrey (Reviewer)	<input checked="" type="checkbox"/>	Taylor Humphrey (04/04/22)
	04/04/22	Brendan Bleker (Preparer)	<input checked="" type="checkbox"/>	Brendan Bleker (04/04/22)
	04/04/22	Taylor Humphrey (Reviewer)	<input checked="" type="checkbox"/>	Taylor Humphrey (04/04/22)
	04/05/22	Kimberly Garrison (Reviewer)	<input checked="" type="checkbox"/>	Kimberly Garrison (04/12/22)
Determine whether any past due balances need to be written-off	04/04/22	Megan Gallagher (Preparer)	<input checked="" type="checkbox"/>	Megan Gallagher (04/21/22)
	04/04/22	Kimberly Garrison (Reviewer)	<input type="checkbox"/>	
Rollforward prior period Master Billing Schedule and update for contracts closed in the month	04/05/22	Tom Kramer (Preparer)	<input type="checkbox"/>	
	04/05/22	Megan Gallagher (Reviewer)	<input type="checkbox"/>	

Manage and Automate Reconciliations from Strategy to Execution with FloQast Reconciliation Management

RECONCILIATION MANAGEMENT



Standardize The Strategy and Process

Document the overall reconciliation strategy and process by looking at the type of account, transaction volumes, level of risk, and reliance on third-party data.



Choose The Most Effective Method

Choose the most effective reconciliation method for each account, from supporting manual reviews in a spreadsheet to full automation with **AutoRec**.



Track Recs That Don't Tie Out

Reconciling Items tracks timing or unknown errors and ensures that all reconciling items are recorded, tracked, and managed in one place.



Collaborate and Manage

A dashboard view shows a real-time summary of the progress and status of reconciliations and the predicted impact on the timing of the Financial Close.



Controls and Documentation

Capture all evidence to support the audit while doing the work, instead of chasing down evidence months later.

Increase Collaboration and Documentation with FloQast Reconciliation Management

Reconciliation Tracking gives Accountants a centralized view of the reconciliation status of each account, with balance comparisons, preparers, reviewers, sign-off dates, and controls.

RECONCILIATION MANAGEMENT

The screenshot shows the FloQast Reconciliations interface. At the top, there are navigation tabs: Close, Folders, Checklist, Reconciliations (active), Notes, Analytics, and Flux Analysis. Below this is a search bar and filter options. The main table lists accounts with the following columns: ENTITY / FOLDER, ACCOUNT, PER GL, RECONCILED BALANCE, RECONCILING ITEMS, DIFFERENCE, ASSIGNEES, SIGN-OFF, and COMPLETED. The table contains four rows of account data.

ENTITY / FOLDER	ACCOUNT	PER GL	RECONCILED BALANCE	RECONCILING ITEMS	DIFFERENCE	ASSIGNEES	SIGN-OFF	COMPLETED
FloQast Demo TB 01 Cash and cash equivalents	1000 Wells Fargo Checking View AutoRec Matching Results	\$134,918.00	\$105,468.00	\$29,450.00	\$0.00	Megan Gallagher Preparer Due: 01/09/22 Gauri Dhangra Reviewer Due: 01/06/22	<input checked="" type="checkbox"/>	Megan Gallagher 04/28/22 Preparer
FloQast Demo TB 01 Cash and cash equivalents	1001 Cash	\$900.00	\$900.00	-	\$0.00	Megan Gallagher Preparer Due: 01/04/22 Marc Reicher Reviewer Due: 01/09/22	<input checked="" type="checkbox"/>	Megan Gallagher 04/28/22 Preparer
FloQast Demo TB 01 Cash and cash equivalents	1010 Petty Cash	\$10,000.00	\$10,000.00*	-	\$0.00	Ricardo Martinez Preparer Due: 01/04/22	<input checked="" type="checkbox"/>	Ricardo Martinez 04/28/22 Preparer
FloQast Demo TB 01 Cash and cash equivalents	1030 Undeposited Funds	\$92,456.00	\$90,956.00	\$1,500.00	\$0.00	Megan Gallagher Preparer Due: 01/04/22 Marc Reicher Reviewer Due: 01/09/22	<input checked="" type="checkbox"/>	Megan Gallagher 04/28/22 Preparer

Reconciliation Tracking

Reconciliation Items

The screenshot shows a modal window titled '1000 Wells Fargo Checking'. It displays account details and a table of reconciling items. The account details section shows: PER TB \$134,918.00, RECONCILED BALANCE \$105,468.00, and RECONCILING ITEMS \$29,450.00. The reconciling items table has columns for DATE, DESCRIPTION, and AMOUNT.

DATE	DESCRIPTION	AMOUNT
12/21/21	Duplicate cash receipt posted to GL	\$30,000.00
12/31/21	Bank fees not posted to GL	(\$550.00)

TRACK RECONCILIATIONS THAT DON'T TIE OUT

- FloQast's Reconciling Items feature tracks timing or unknown errors and ensures that all reconciling items are recorded, tracked, and managed in one place.
 - It gives visibility into the age and materiality of each reconciling item and has a documented audit trail of resolution.

On average, FloQast Reconciliation Management automates the matching of over 70% of uploaded transactions and can be used to support a range of reconciliation types. This frees up time to investigate and resolve exceptions rather than spending time manually ticking and tying.

RECONCILIATION MANAGEMENT

BANK RECONCILIATIONS

Ensure all bank activity is recorded and know what transactions have not cleared the bank yet.

FIXED ASSETS

For Cash Flow purposes, accountants need to distinguish whether their fixed assets are paid or unpaid. Match the fixed asset subledger to the Accounts Payable Aging to determine fixed assets that are unpaid.

NON-INTEGRATED SYSTEMS

Any third-party data may need to be compared to the data in the ERP.

JOURNAL ENTRY REVIEW

For journal entries that have a 1:1 relationship (deferred revenue into revenue, depreciation expense and accumulated depreciation), match activity between accounts to verify proper journal entry bookings.

CREDIT CARDS RECEIPTS TO CASH (GL OR BANK)

Match the credit card transactions per the credit card portal to bulk amounts that hit the bank or GL from the Credit Card Company.

INTERCOMPANY

To transfer balances from one company to another, accountants need to hit an intercompany receivable (they are owed money from another entity) and intercompany payable (they owe money to another entity).

INVENTORY

Accountants need to compare their Inventory Count sheet to the GL Inventory Subledger to ensure they are reporting the proper Inventory balance.

CASH DISBURSEMENTS

Match approved cash disbursements before a check run to those actually disbursed to ensure no changes occurred from what was approved.

PREPAIDS

Prepaid expenses could be sitting in Accounts Payable or Accrued expenses. Therefore, we can match your GL Prepaid Subledger to your AP Aging to find out your unpaid prepaids that should be reclassified to a liability account.

BILLINGS

Match your CRM (most commonly Salesforce) "Wins" to what's been billed and recorded in the ERP to ensure that all invoices have been sent out to the customer for the correct amount and in the correct month.

AR / VENDOR STATEMENT

Match the AR Aging for a specific customer to the customers' AP invoicing portal to ensure that they have the same statement of account as you show.

CLEARING ACCOUNTS

A clearing account is used to hold transactions that often need to be looked at further by an accountant to ensure posting to the correct account. Match the ins and outs of an account to see which items have not cleared from the account.

ACCRUALS

To ensure completeness around your accrued expenses, match the Accrued Expenses from last month to the Accounts Payable transactions from the current month.

EQUITY GRANTS

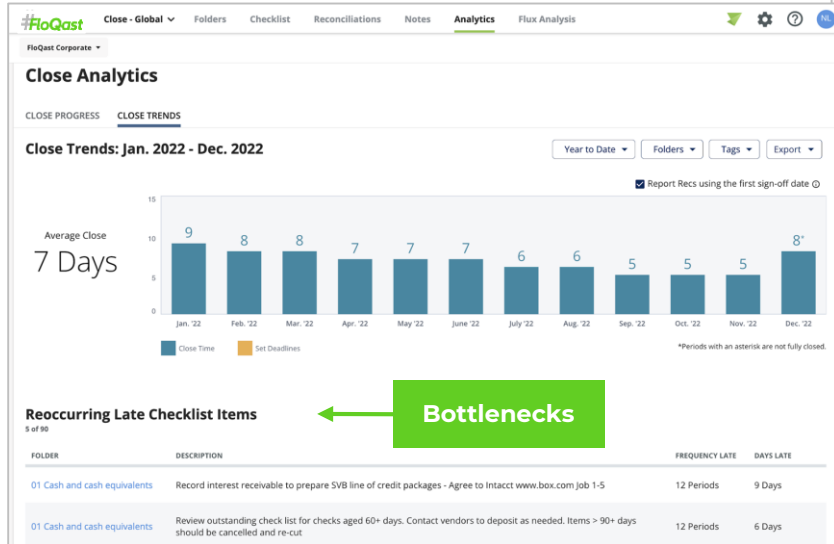
The stock admin can match the grants from the broker portal [i.e. ETrade, Fidelity, Schwab] to the approved grants per the board minutes to ensure completeness and accuracy of the inputs into the broker.

Impact Financial Close Efficiency With FloQast Analyze

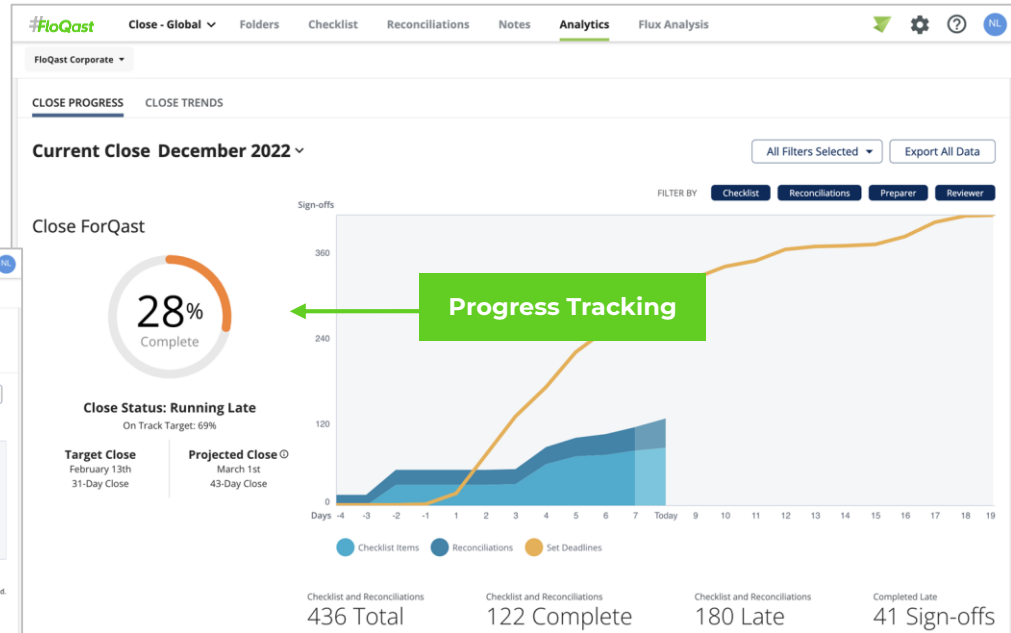
How often are Controllers asked “when will the books be closed?” With FloQast Close Management, you can now forecast the close with real-time KPI's and analytics.

ANALYZE

- Get valuable insight to optimize an accounting team's workload and maximize process efficiency to improve future closes.
- Identify perpetual bottlenecks to reduce the time to close.
- Use progress tracking to understand the time to close at anytime.



Bottlenecks



Progress Tracking

Increase Visibility And Control Across Accounting Operations With FloQast Ops

FloQast Ops is a workflow manager that extends the power of FloQast Close to connect and provide greater control over accounting operations. Centrally manage critical up and downstream processes. Now capture processes for reuse and reassignment as your organization grows.

- Centralized Accounting Ops Dashboard to manage by exception, load balance work, and reduce the stress related to missed deadlines and business impacts.
- Tasks and information are shared seamlessly across different teams.
- Centralized source of evidence, with notes allowing feedback, annotation, and attaching documented evidence for review.

Dashboard View

Checklist

DESCRIPTION	DUE	ASSIGNEES	SIGN-OFF	COMPLETED
Send signed rep letter and final 10-Q/10-K to the Audit Committee.	09/01/21	Shivang Patel (Preparer)	<input checked="" type="checkbox"/>	Shivang Patel (09/01/21)
Tie out PY amounts to previously filed 10-Q/10-K.	09/15/21	Shivang Patel (Preparer)	<input checked="" type="checkbox"/>	Shivang Patel (09/01/21)
Review foreign currency and interest rate risk assessment.	09/20/21	Ashley Grootendorst (Preparer)	<input type="checkbox"/>	
Determine that the version of the metrics file is final with FP&A team.	09/22/21	Ashley Grootendorst (Preparer)	<input type="checkbox"/>	

Dashboard View

Compliance - March '22: 49% Completed

Compliance - April '22: 10% Completed

Compliance - May '22: 0% Completed

FP&A - March '22: 39% Completed

Tasks: 1108 Total, 99% On Track, 541 Incomplete

Review Notes: 0 Unresolved, 0 Resolved, 0 Closed

Today: Apr 21

Task	Apr 18	Apr 19	Apr 20	Apr 21	Apr 22	Apr 23	Apr 24	Apr 25	Apr 26	Apr 27	Apr 28	Apr 29	Apr 30	May 1
Adam Feeney				1										
Adam Yarnall	12	3	7		4			2	7	2	14	14		
Adam Zoucha			2	1	2			1			3	3		
Albert Olivaria									1		16			

Collaborative Checklists

FloQast Ops Best Practice Checklists are ready-to-go templated workflow checklists that empower accounting teams to improve visibility and efficiency in critical areas up and downstream from the Close. Reflecting the best practices from working with hundreds of Finance and Accounting teams, these workflow checklists are ready-to-go blueprints for upstream and downstream processes equipping teams to get started on Ops.

Accounts Payable For accounts payable work performed outside the Close, add an additional workflow to provide management visibility into the status of day to day workflows to quickly identify any issues or bottlenecks early.



Commissions Calculating commissions and preparing statements can be a complex process that is repeated in line with the commission model. Implementing a workflow using the best practice checklist as a starting point provides management visibility into the status of calculating and preparing commission statements by centralizing the workflow and improving collaboration between teams.

Payroll Processing Utilize Ops bi-weekly cadence and best practice template to templated payroll runs and provide management high level visibility into the status of payroll processing.



Financial Reporting Build out the financial statement preparation workflow in Ops to automate requests to various teams for footnote support, templated the process to prepare financial statements, and provide your reporting team visibility into status of the Close so they know exactly when they can start preparing the financials.

SEC Reporting For public companies that have to abide by SEC reporting regulations, capture countless internal controls over financial reporting and templated the financial statement preparation process that occurs at least quarterly. In addition, provide your reporting team visibility into the status of the Close so they know exactly when they can start preparing the financials.

FP&A Provide management visibility into the status of FP&A workflows even if another system is used to perform the planning and analysis. In addition, FP&A team members can gain access into the status of the Close to proactively know when they can start performing their workflows.

PBC Provide your team a landing page to review PBC documents during audit engagements to perform a review prior to providing those documents to the auditors. In addition, gain access to schedules provided to the auditors at anytime for future periods rather than having to rely on the auditors to give you access to their portal.

Taxes Implementing a workflow in Ops for taxes provides the Controller visibility into the status for regular filings and provides tax teams visibility into the status of the Close. Tax teams can also centralize supporting schedules used to prepare filings and review notes between team members.

SETTING HIGHER STANDARDS FOR SUCCESS

The road to operational excellence without disrupting your business

Faster answers.
Better teamwork.
Greater confidence.



Faster Cycles

3-5

Days to close

Cleaner Audits

26%

reduction
in audit time

Productivity

25%

time savings
across the team

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Closing Poll Question

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