



Considering the What-Ifs: Proactive Scenario Planning

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Agenda

01 The landscape

02 What we do

03 Demo

04 Q&A

The Future is Agile Finance

2022 CFO Benchmarks Study

3/4

of finance executives in the survey stepped up their forecasting frequency during the pandemic and focused more on scenario modeling.

86%

of the executives agree that finance professionals' skill sets need to evolve because of the data and analytics involved in continuous planning and forecasting.

2/3

of executives report that their 2022 finance budgets have increased by 10% or more, including 12% with increases of at least 40%.

& a few regrets...

Finance executives reported they wished they had invested more in automated FP&A and CPM technology before the pandemic.

Rapidly changing industry conditions coupled with inadequate technology hinders performance

INDUSTRY DYNAMICS

Increasing Demands of Finance

The business expects finance teams to deliver a combination of Hindsight + Insight + Foresight

Constrained Resources

Finance is tasked with doing more with the same amount of resources

Changing Environments

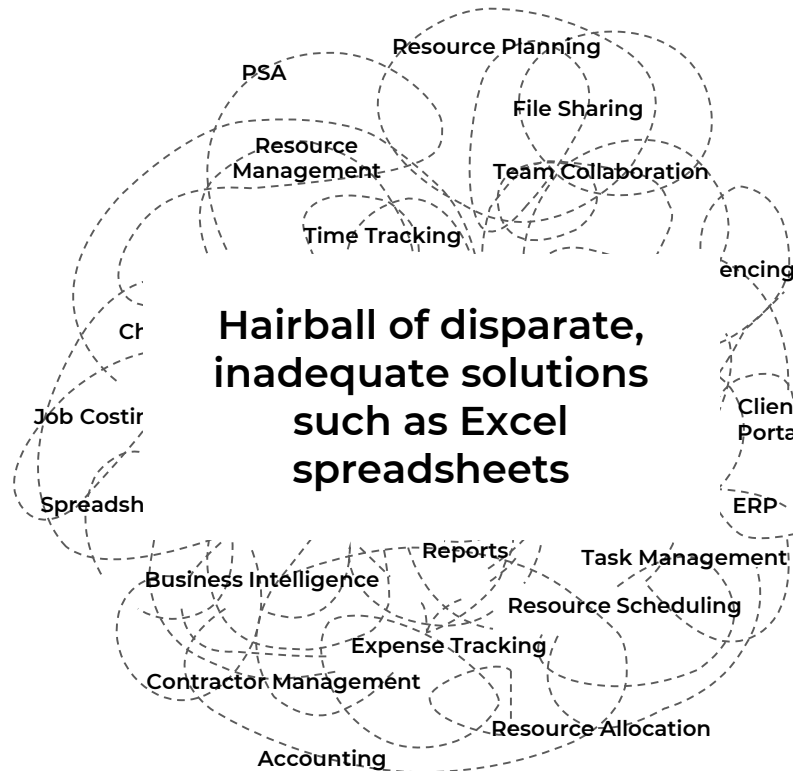
COVID-19 is a perfect example of how businesses need to be able to adapt to changing external environments

Lack of Workflow

Collaboration and communication across the business is imperative for decision making

+

INADEQUATE TECHNOLOGY



=

BUSINESS IMPLICATIONS

Constrained Growth

Sub-par Analysis

Employee Turnover

Lower Profitability

Degraded Margins

Missed Opportunities

360° vision is now what the business expects of finance



Sage's Global Partner for CPM

2300+ customers + 110 countries

Sage & Sage Customers strategically important to us

We integrate data from all Sage Platforms
Intacct, X3, Sage 300, 300 CRE, Sage 100

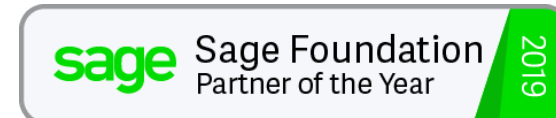
Focus and experience in every industry

Fanatical focus on customer experience



**Powerful CPM
Software**

Any place, any time,
on any device



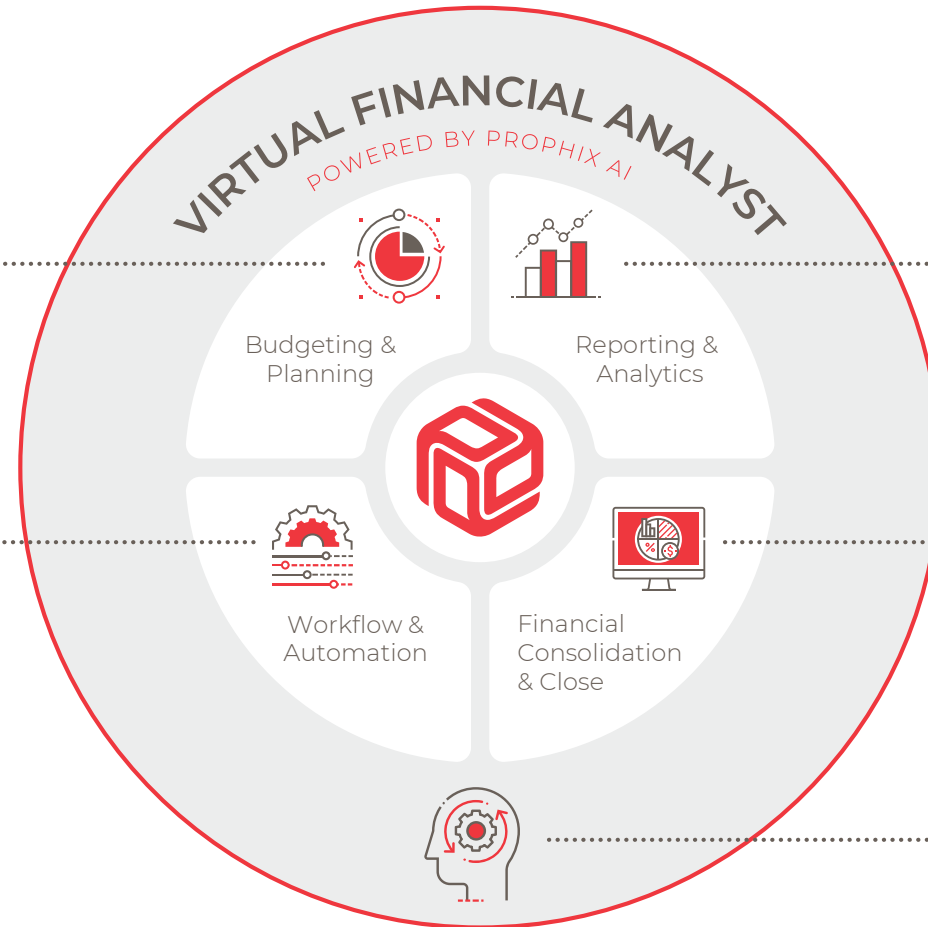
What we do

Budgeting & Planning

- Forecasting
- Expense planning
- Personnel planning
- Operational planning
- Sales & revenue planning
- Project planning
- Cash planning
- Capital expense planning

Workflow & Automation

- Direct data integration
- Budgeting/planning/reporting workflow
- Centralized formulas
- Process automation
- Unlimited versions, what-ifs & scenarios
- Unlimited business modeling



Reporting & Analytics

- Performance reporting
- Self-service interactive dashboards
- Ad-Hoc reporting & analytics
- Automated report distribution
- Instant drill-across to transactional detail
- Integration with Excel, Word & PowerPoint

Financial Consolidation & Close

- Unlimited versions (actual, plan, forecast, etc.)
- Multicurrency capabilities
- Intercompany eliminations
- Joint venture, minority interest
- Merger & acquisition planning

Virtual Financial Analyst

- Anomaly detection
- Insights
- Task assistant

Demo Time

1. Annual Budgeting
2. Forecasting
3. Scenario Analysis



Thank you