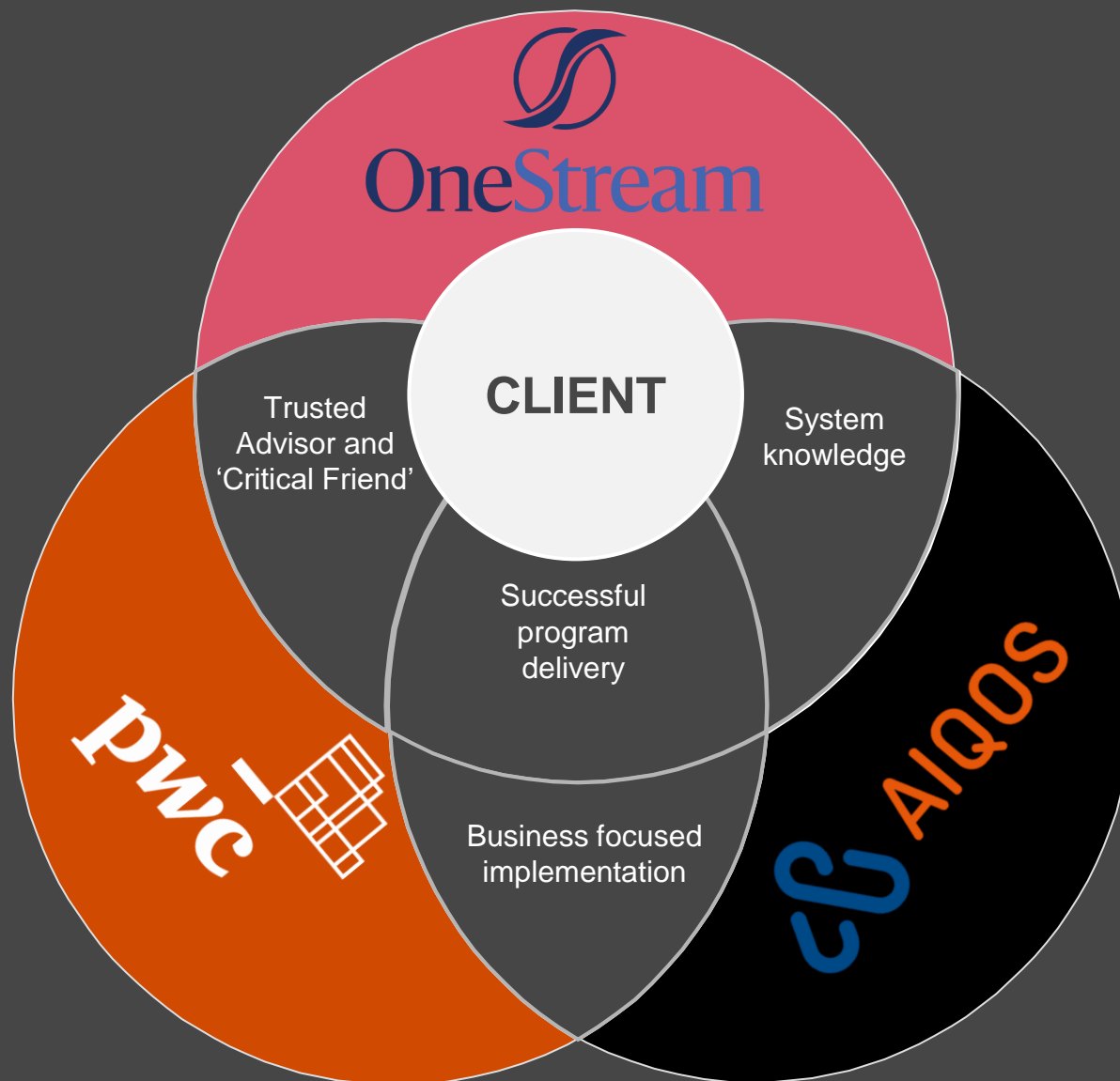


Enterprise Performance Management Day



The benefit of using the combination of PwC, AIQOS & OneStream



Meet the speakers of the day



Lars Paredes
Partner, PwC



Dejan Bakovic
Senior Manager,
PwC



Dave Collins
Director,
OneStream



Roy Piek
Partner & Co-
Founder, AIQOS



Laila Nørgaard
Partner & Co-
Founder, AIQOS



Søren Lastein
Head of Finance,
Sampension

Agenda

- **Welcome**
 - Lars Miguel Paredes, partner & Enterprise Performance Management Lead, PwC
- **Why finance function must transform their Enterprise Performance Management**
 - Lars Miguel Paredes, partner & Enterprise Performance Management Lead, PwC
 - Dejan Bakovic, Senior Manager & Top-tier Co-lead, PwC
- **Break - networking and refreshments**
- **How OneStream can be used for the transformation**
 - Dave Collins, Director, Solutions, OneStream Strategic Alliances
- **What are the possibilities for the transformation**
 - Roy Piek, Partner and Co-Founder, AIQOS
- **Case - From limitations to opportunities**
 - Søren Lastein, Head of Finance, Sampension
- **Wrap-up**
 - PwC, OneStream, AIQOS
- **Tapas and networking**

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Lars Miguel Paredes

Partner & Enterprise Performance
Management Lead, PwC

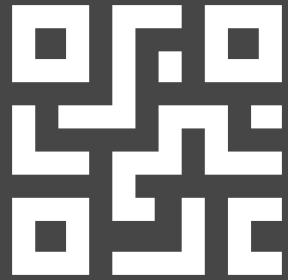
Dejan Bakovic

Senior Manager & Top-Tier Co-lead, PwC

We are navigating in a **polycrisis world**



Climate
change



Technological
disruption



Demographic
shifts



Fracturing
world



Social
instability

How CFO's respond to topics shaping the finance leader agenda



Accelerate transformation

53%

of CFOs say they plan to accelerate digital transformation using data analytics, AI, automation and cloud solutions.



Enable growth

68%

of CFOs say they're confident they can achieve near-term growth goals.



Take action on ESG

40%

of CFOs are establishing policies, procedures and controls for climate data collection.



Navigate economic uncertainty

47%

of CFOs say their top priority is building predictive models and scenario analysis capabilities.



Cultivate finance talent

57%

of CFOs say in the next 12 to 18 months they plan to hire in specific areas to drive growth.

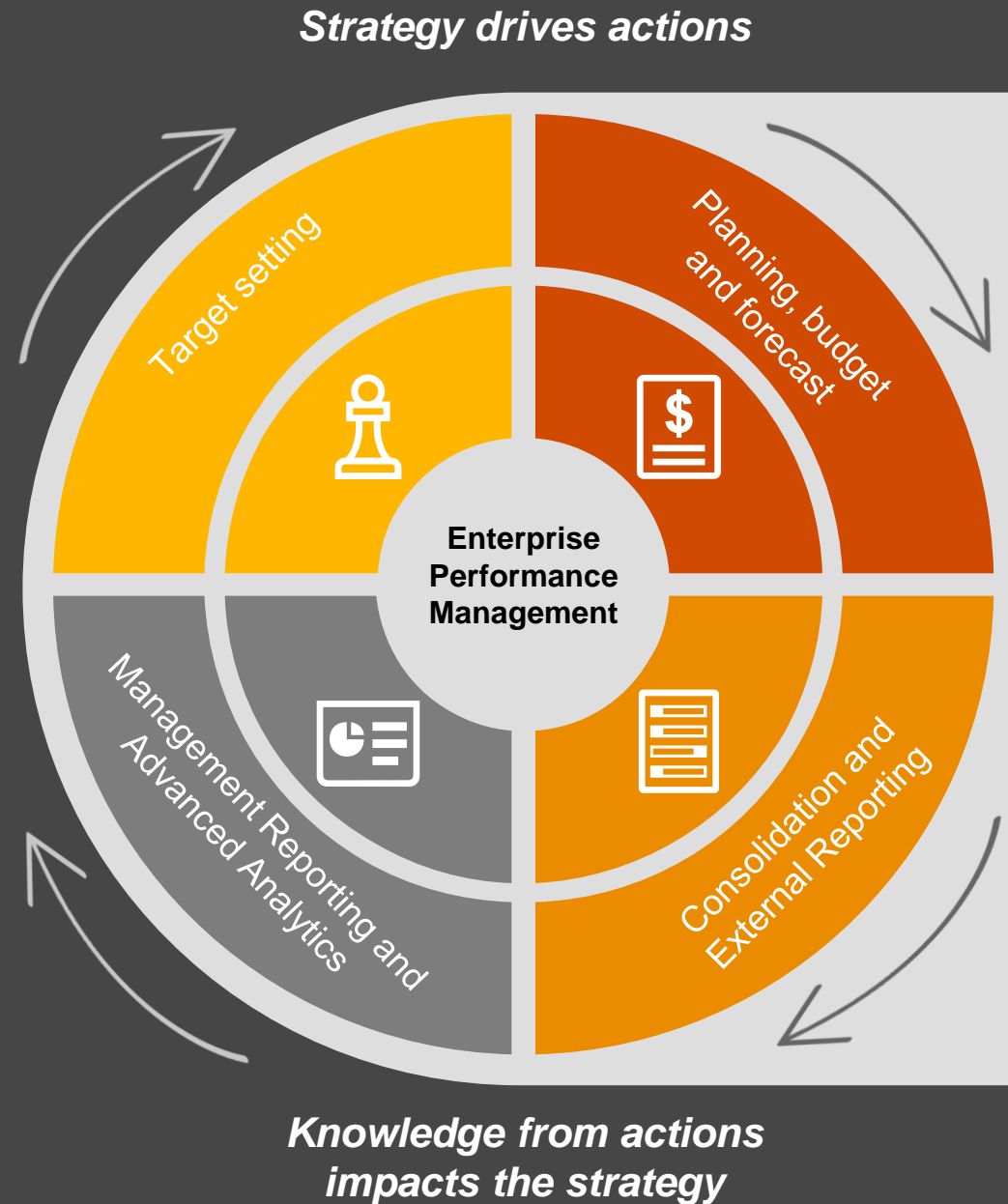


Build trust and purpose

87%

of business leaders say customers highly trust their companies when only about 30% do.

Enterprise Performance Management involves aligning all components to create a holistic approach to managing and improving organizational performance



Planning, Budgeting and Forecasting must be integrated

Digital tools

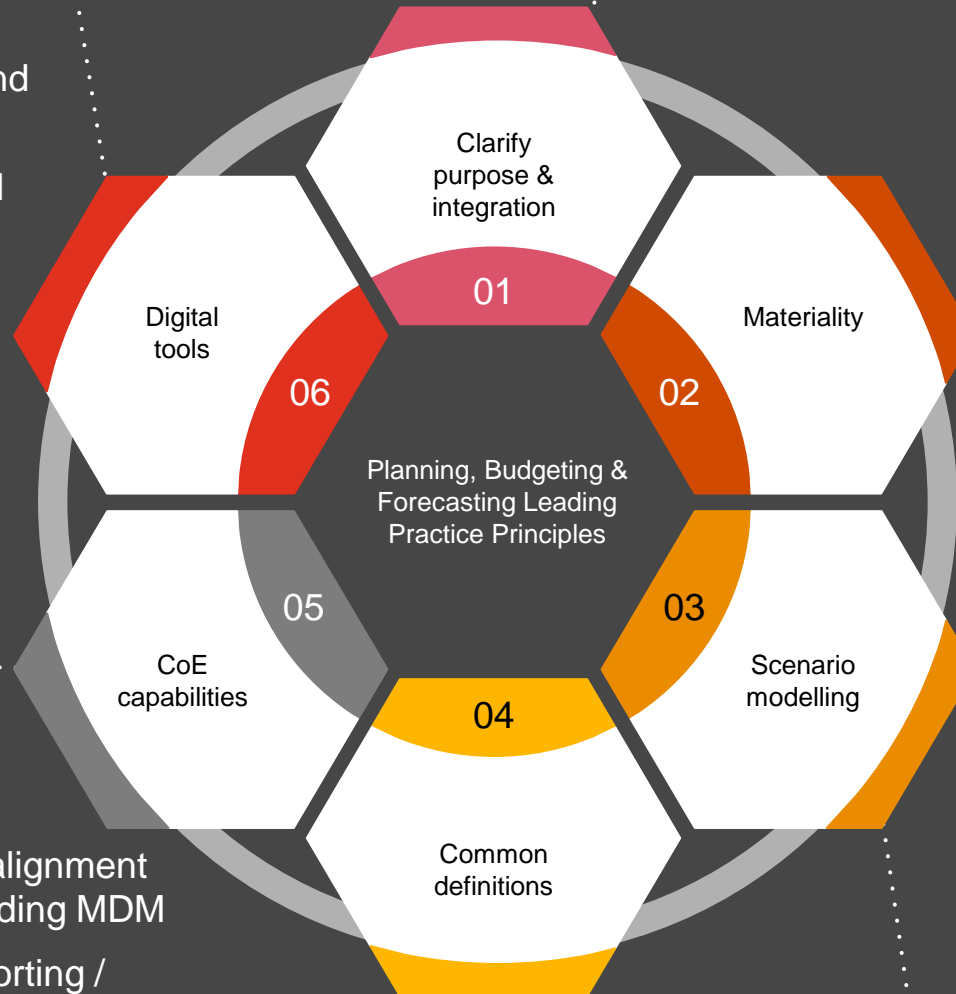
- Apply a materiality matrix across the end to end process
- Focus on material adjustments in detail

CoE capabilities

- Specialist capabilities
- Close ways of working between CoE and BU / Function / Country teams

Common definitions

- Common definitions, calculations and alignment with corporate information model, including MDM
- Integration between Management Reporting / Financial Reporting / PB&F data models



Clarify purpose & integration

- Alignment and decision making through Strategic plan, Budget, Forecast, frequency, horizon and granularity
- Integration of corporate plans with BU, Function and Geography

Materiality

- Focus on areas that are material and volatile
- Remove / use exception based planning for stable areas, moving to automated / predictive where applicable

Scenario modelling

- Scenario modelling, what-if analysis and predictive capabilities
- Driver based planning including use of top down / bottom up drivers

Consolidation & External Reporting must be done through automatization and alignment

Materiality

- One data platform that enable integration with functional processes and systems
- Automation of data integration, calculations and scenarios and predictive capabilities

Right First Time

- High data quality and right first time principle
- Transparent processing across finance and dependant processes
- Intercompany reconciliation and agreement off the critical path

External Reporting Data

- All required financial data and disclosure notes included in the process
- Non financial data for disclosure included in the process e.g. ESG, Headcount

Repeatable

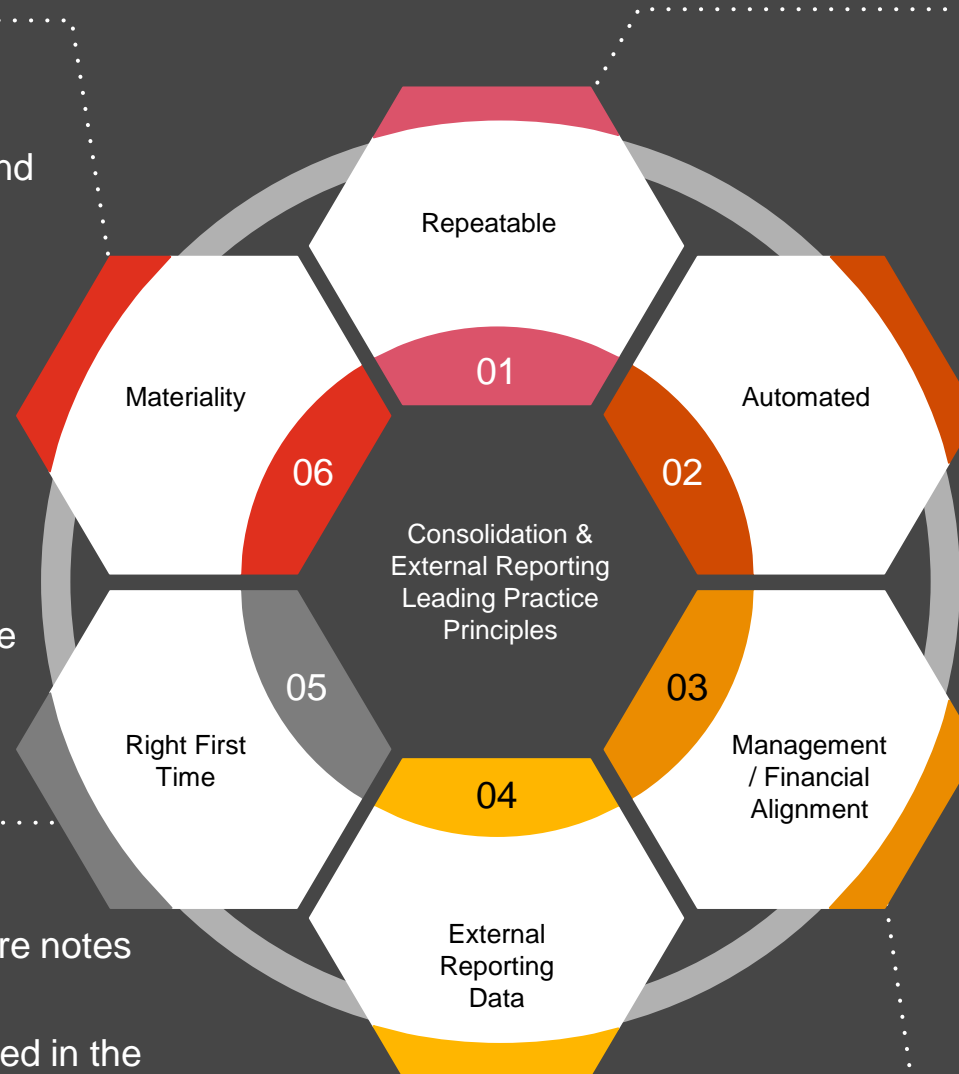
- Monthly process with minimal quarterly or yearly deviation

Automated







- Integration - source to external reporting/annual report
- Intercompany processing, currency translation and equity eliminations

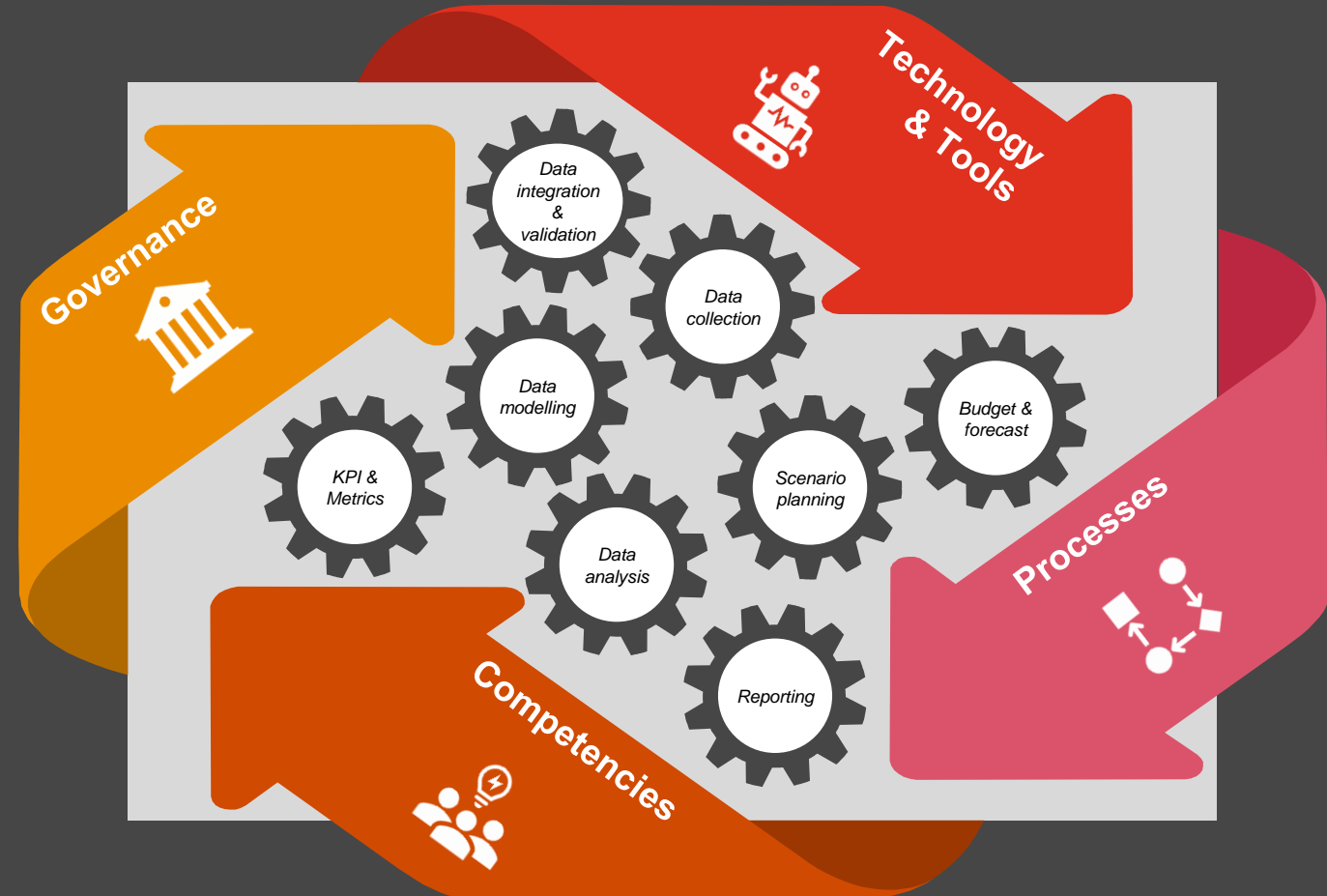
Management / Financial Alignment

- Minimum differences between management and external reporting
- Integration between Management Reporting / Financial Reporting / PB&F data models








The right business decisions and one common platform as the engine

1	Doing more with less through automation	
2	Efficient and effective service delivery channels	
3	Standardisation of data, reporting and processes	
4	Insightful, data driven analysis	
5	Predictive and dynamic scenario planning	
6	Proactive rather than reactive	



The right business decisions and one common platform as the engine

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6	Proactive rather than reactive	



Our PwC EPM Capabilities Drive Success with OneStream



We understand that you wish to replace your current on-prem legacy consolidation processes supported by **Oracle HFM consolidation** process with OneStream, and you will be looking to make changes to the consolidation process that drive efficiency, quality and agile reporting to enable **more visibility of results to your corporate team on financial and non-financial measures such as ESG**.



Our value proposition

Our goal is to dramatically improve overall Finance processes, creating a single platform to manage financial consolidation and management reporting and enable an end-to-end auditable process compliant with Global regulatory IFRS requirements using OneStream. We will help **create the foundation for future** Managerial Reporting, Planning and Forecasting and Account Reconciliation systems, providing a platform to help your organisation realize significant added value from the OneStream investment. We will Leverage our **deep insight and experience of leading group finance organisations, their processes, good practices and ways of working** through our experience with prior programs to make sure your ambition is delivered on-time and to budget.



Our team

Our **diverse, multidisciplinary and global team** of specialists bring deep experience in implementing consolidations, compliance, financial planning and forecasting and **strong OneStream and EPM functional and technical experience**. We have a history of success together on some of your most challenging projects and can **assimilate quickly to enable the results and timeline**. With Danish, European, US and delivery centre resources, supplemented by a key trusted OneStream delivery specialist (AIQOS) we have the experience and scale to support your OneStream initiatives and make sure we achieve your deadlines.



A practical and tailored approach

Our practical approach is planned to **design a global foundation to enable OneStream's full value over time**. We will work together to deliver on your requirements, advise on **"big rocks"** and assess trade-offs in design and prioritisation ensuring that these decisions allow for scalability for the future.

We deploy the best of agile and waterfall methodologies to deliver **accelerated and predictable outcomes**. Our goal is to provide a single but flexible way for your organisation to run their own processes for consolidation, planning and forecasting but report numbers in simplified, integrated and in a structured manner. Whether you implement FP&A processes first or consolidation first we will make sure the right foundation is built to enable the delivery of a unified solution for all your core EPM processes



Timeline and method

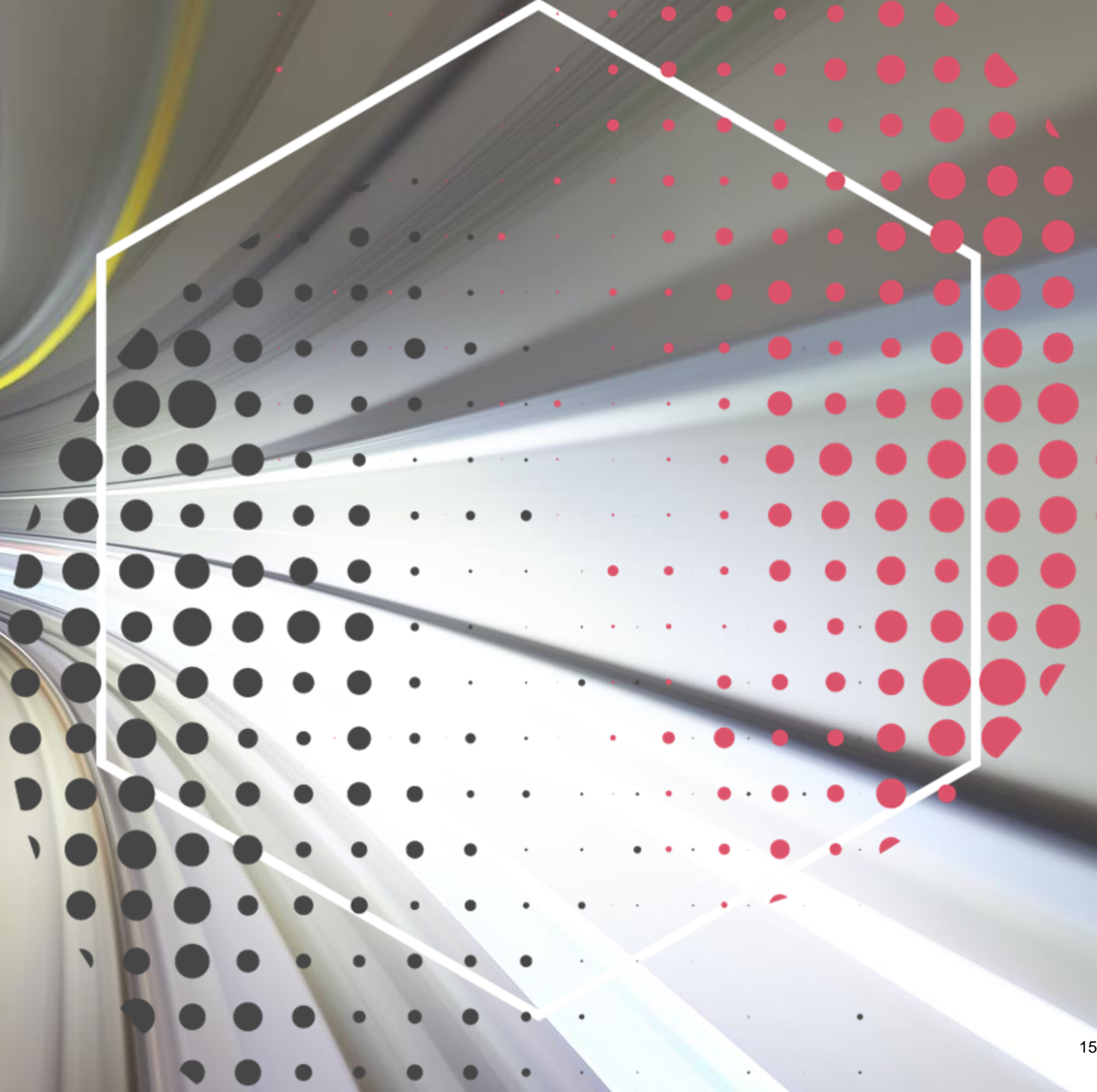
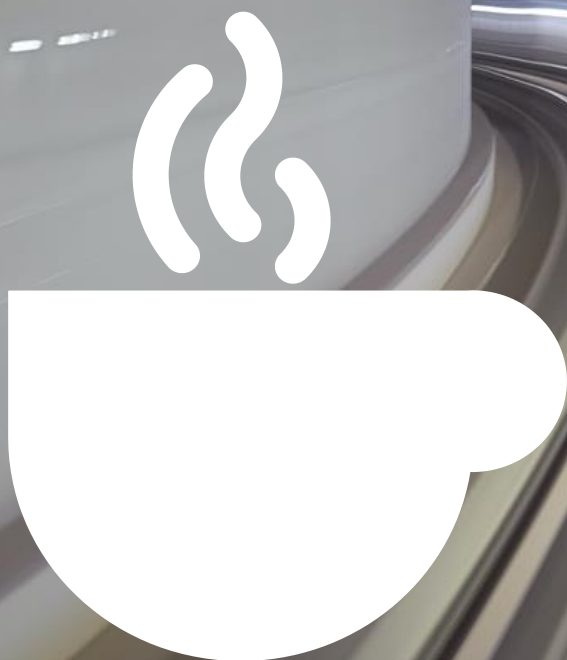
Align

Innovate

Release

We understand the typical priority of implementing a OneStream EPM solution to address priority needs within a 12-month period, with a typical full scope consolidation and management reporting project taking 9-12 months. We use our standard and proven approach to deliver **human powered and tech enabled transformation** using the OneStream Platform. Our iterative approach will drive consistent alignment with your teams through the design, build, testing and parallel phases of the program.

BREAK



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Dave Collins

Director, Solutions, Strategic Alliances,
OneStream Software



— Empowering Today to Plan for Tomorrow

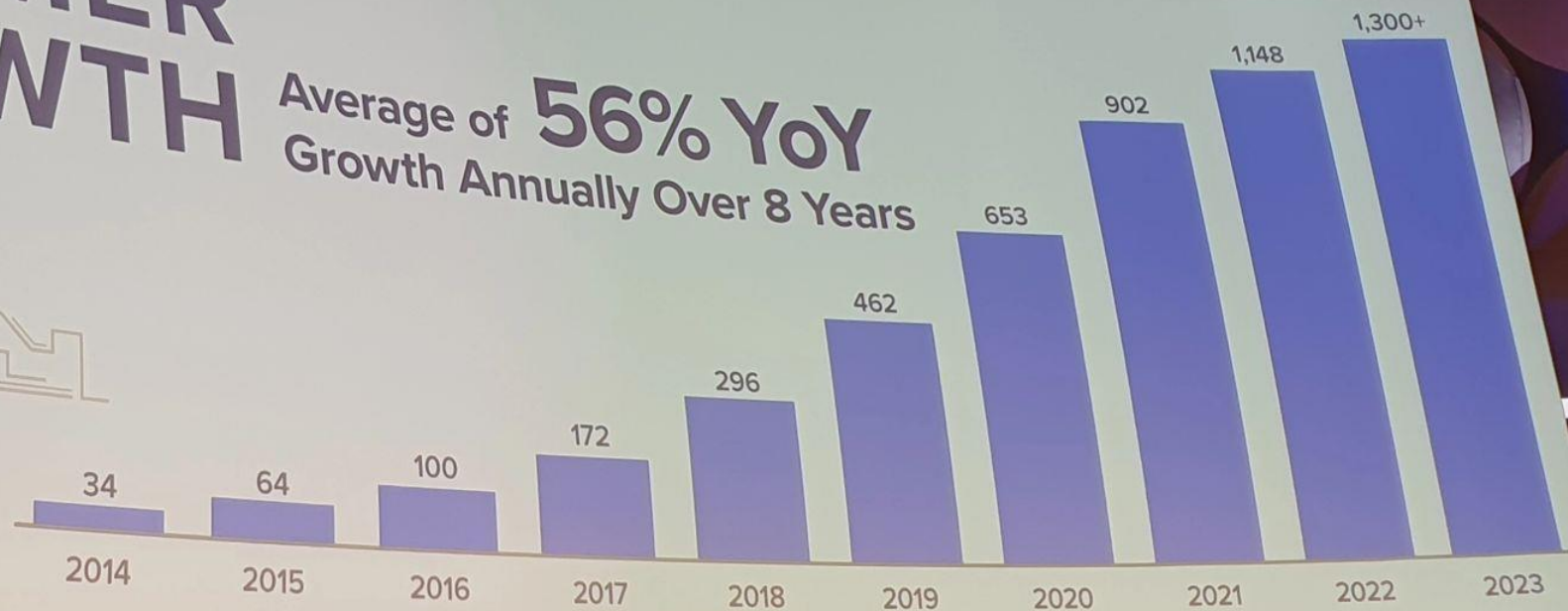
The right business decisions and one common platform as the engine

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CUSTOMER GROWTH

Average of **56% YoY**
Growth Annually Over 8 Years



→ OneStream *at a Glance*

Focusing on 100% Customer Success... *Customer Retention = 98%*



~1,340 Global Customers with ~160 > \$10B



~930 AMER



~370 EMEA



~40 APAC

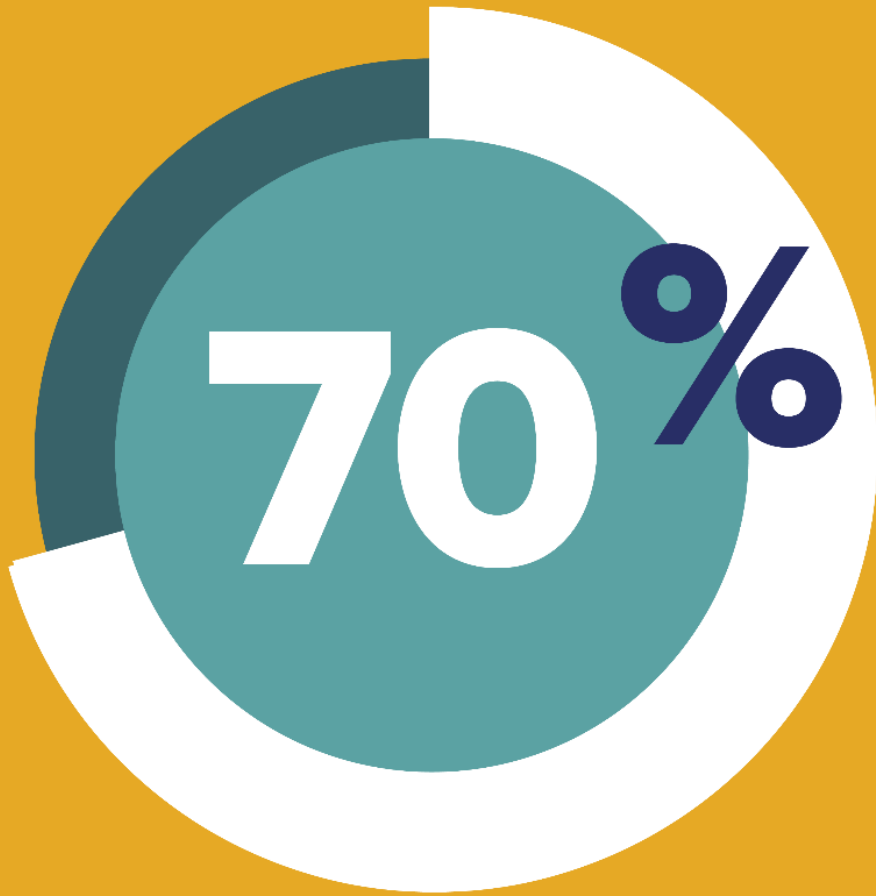


RETAIL, MINING, OIL & GAS, PUBLIC SECTOR, FINANCIAL SERVICES, MANUFACTURING, HEALTHCARE, LIFE SCIENCES, TRANSPORTATION



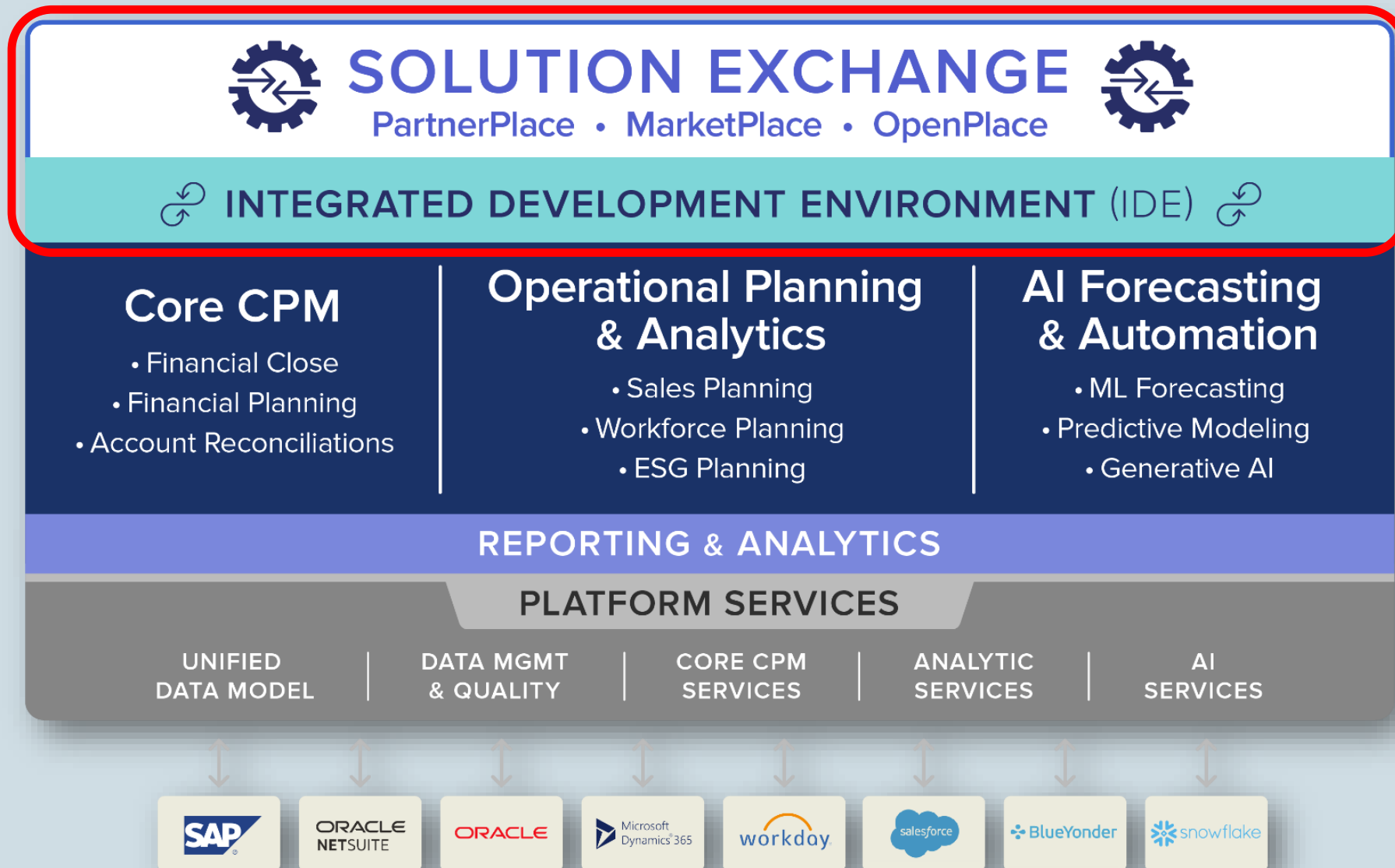
→ OneStream Customers – *EMEA/Nordics*





**Customers
Replace
Multiple
Solutions**

→ OneStream's *Intelligent Finance Platform*



Value Transformation

OneStream Platform Enables *Reduced TCO & Technical Debt*

72%

Data Management

Average Customer Improvement

“

The ability to collect more granular data in OneStream facilitates better, faster business decisions and the confirmation rules built into OneStream ensure data integrity... With OneStream, we have more time available to spend analyzing data rather than updating data, and the flexibility of OneStream provides the ability to respond quickly to changing business needs.”

Senior Manager Financial Systems —
Global Manufacturer

75%

Reporting

Average Customer Improvement

“

OneStream provides visibility into near real-time data directly from the ERP — no more manual data preparation. We can now navigate from a global view down to the transactional level in a few clicks. The ease of adding new details and models like FP&A and Consolidation. I use OneStream daily, to track forecast accuracy and monitor budget, and use that valuable data to make the most efficient business decisions possible. We're in a different place now thanks to OneStream, and it gives us a clear competitive edge over our main competitors.”

CEO — Retail Distributor

“

Our company's new driver-based forecasting process within OneStream not only simplifies the workflow for each of our users by providing a guided step-by-step process, but it also enhance our users' experience through the automation of processes that were previously manual in nature. This cut 60 days or 24% of the time spent on the budget.”

FP&A Manager —
Oil Services Company

58%

Planning

Average Customer Improvement

“

Honestly, it is like the product was made for us! The solution enabled a faster close cycle and freed up resources to focus on risk areas. We eliminated back and forth email communication with task manager for monthly close and budget cycle. Additionally, we automated a completely manual Excel® based cash flow model.”

Director Corporate Processes —
Regional Printing Company

54%

Close & Consolidation

Average Customer Improvement

✓ Company Overview

- Assurance, Tax, & Advisory Professional Services
- Revenue – \$12B (2022)
- HQ – Grand Rapids, MI

✓ Solutions

- Financial Consolidation
- Financial Reporting
- Management Reporting
- Planning, Budgeting & Forecasting
- Operational Analytics

✓ Case Studies

- OneStream.com/resources

Challenges

- ✓ Fragmented system landscape
- ✓ Multiple versions of the truth
- ✓ 3 Hyperion Planning applications and 9 Essbase reporting cubes
- ✓ Unreliable system stability and availability
- ✓ Company and data volumes outgrew existing applications
- ✓ Too much time spent manually moving data
- ✓ Frequent manual intervention on system maintenance

Benefits

- ✓ **Single version of the truth** for actuals, budgets, and forecasts
- ✓ Unified and reliable system for mission-critical **planning and reporting**
- ✓ **Early adopter of Analytic Services, loading 10M records of transactional data per night**
- ✓ **Empowered users with daily insights** into customers, projects and resource utilization
- ✓ Daily **project-level profitability & operational reporting** for CFO and P&L owners
- ✓ Daily **DSO, credit risk, labor productivity** and financial reporting

Solutions We *Enable*



Business / Corporate / Enterprise Performance Management & Analytics

→ Global *Market Dynamics*

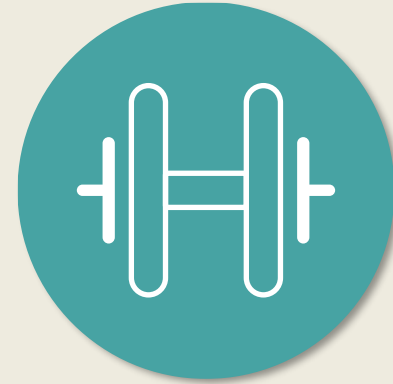
The Need for *Analytics & Data Science*



Pace of change
keeps accelerating



Pressure to show growth
and profits is constant



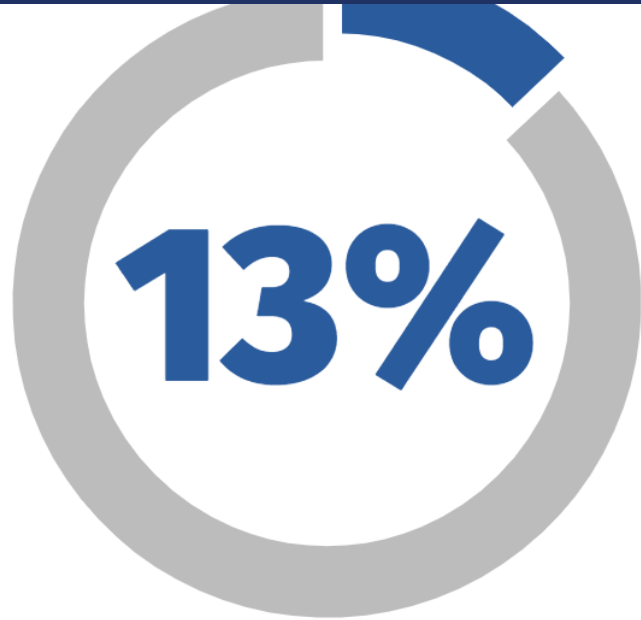
Power of data
There is a data volume
explosion, requiring both focus
& new capabilities

Speed is becoming a differentiator for CFOs.

“CFOs can’t afford to wait and react to trends as they mature,” says Richard Ries, VP, Advisory, Gartner. ***“They must proactively monitor, experiment with and exploit key data and analytics trends to respond to crises, innovate and rebuild.”***

— Gartner Study

2018 Study of *CPM Deployments*



Only **13%** of organizations identify performance issues before they hit financials.

—Source: Gartner ©2018 Gartner Inc. and/or its affiliates.
All Rights Reserved.



— Self Assessment – *The Office of Finance*

After 20+ Years of *Finance Transformation*



Lack or misuse of digital transformation

Using legacy tools to solve for today's challenges



Infrequent collaboration

Slowing down the decision-making process



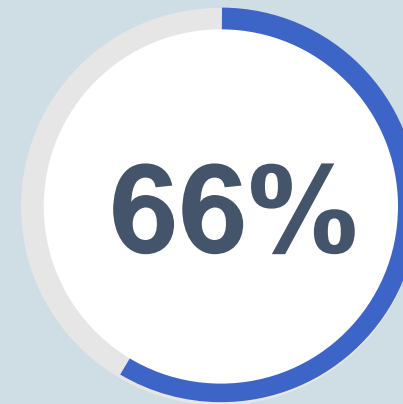
Increasing pressure for forecast accuracy

Difficulty aligning business intuition into planning processes



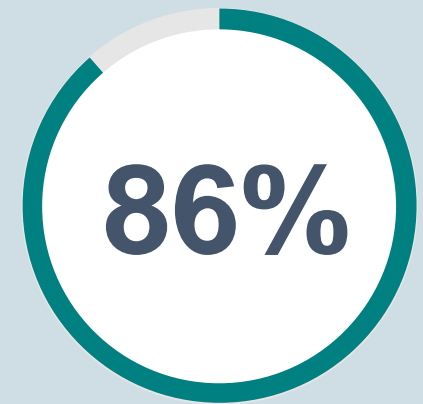
Operational & Macroeconomic Data in Forecasts

Accenture CFO Global Research – CFO NOW: Breakthrough Speed for Breakthrough Value



Time Spent Data Gathering

PwC – Leading Finance in the Digital Era



Analytics Efforts Miss the Mark

FSN – Future of Analytics in Finance 2020

Accenture CFO Global Research – CFO NOW: Breakthrough Speed for Breakthrough Value

Legacy *Corporate Performance Management*

Limited Scope of Function and Periodicity

WHAT HAPPENED



Book of Record

Close Processes & Consolidation

- Financial Consolidation
- Financial Reporting
- Statutory Reporting
- Performance Reporting

WHAT IS HAPPENING



Financial Signaling

Proactively Drive Performance

- Financial and Operational Data
- Daily, Weekly **Insights**
- High Volume, High Velocity**

WHAT COULD HAPPEN



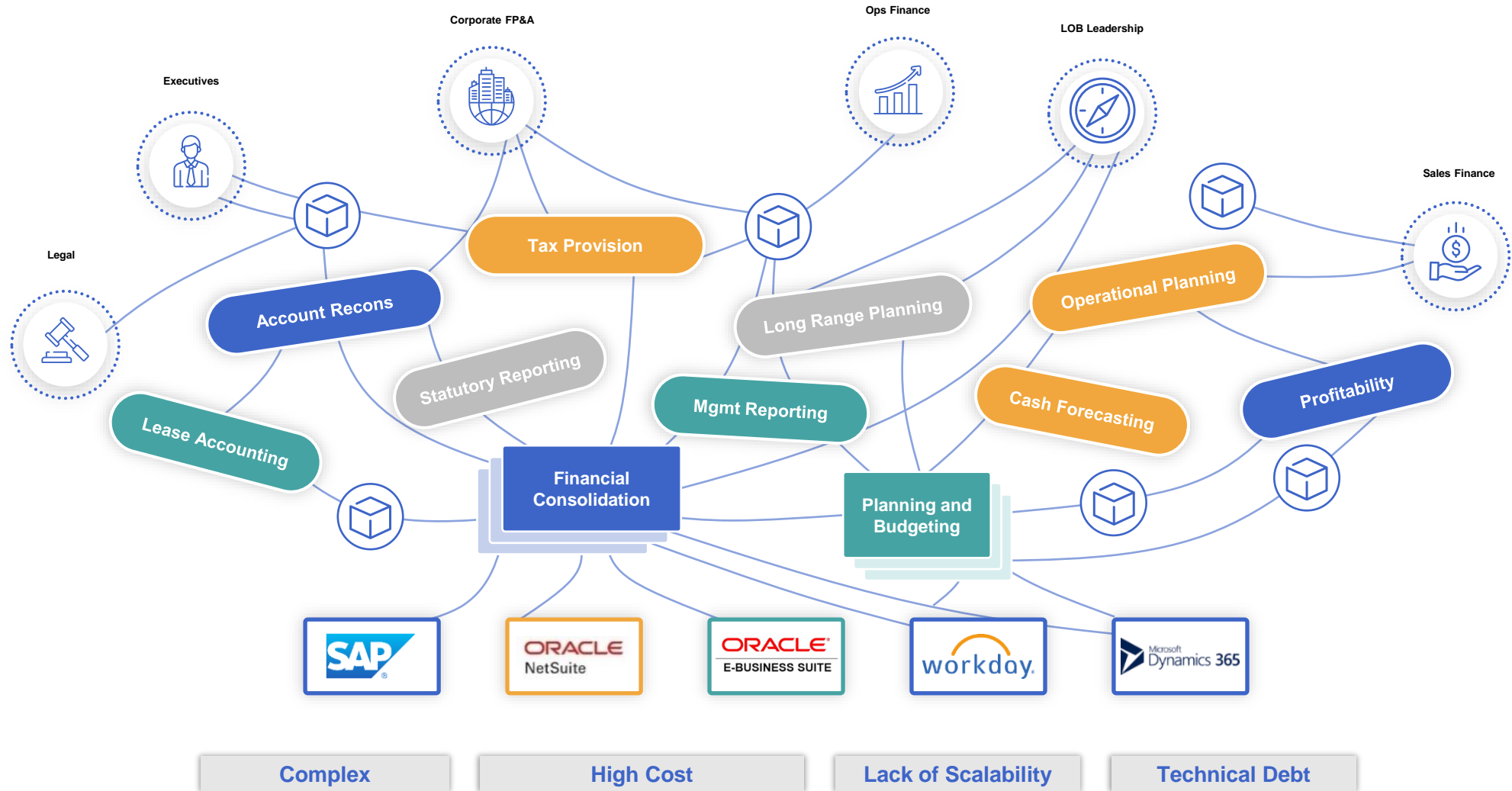
Business Partnership

Planning & Forecasting

- Financial Planning
- Rolling Forecasting
- Integrated Business Planning
- Long-Range Planning
- Driver-Based Modeling

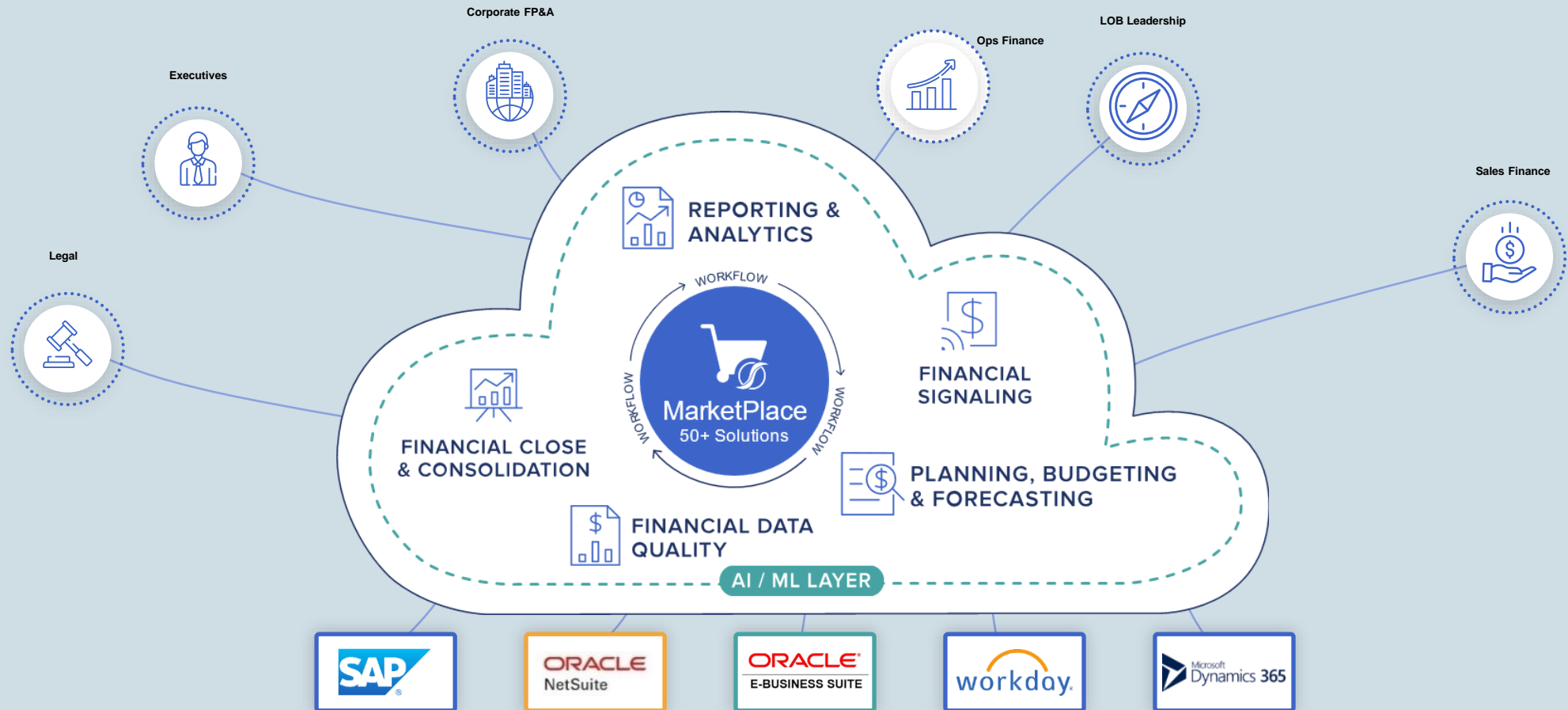
Legacy CPM – Fragmented Systems *Inhibit Speed*

Multiple applications, numerous points of maintenance, and complex data integration



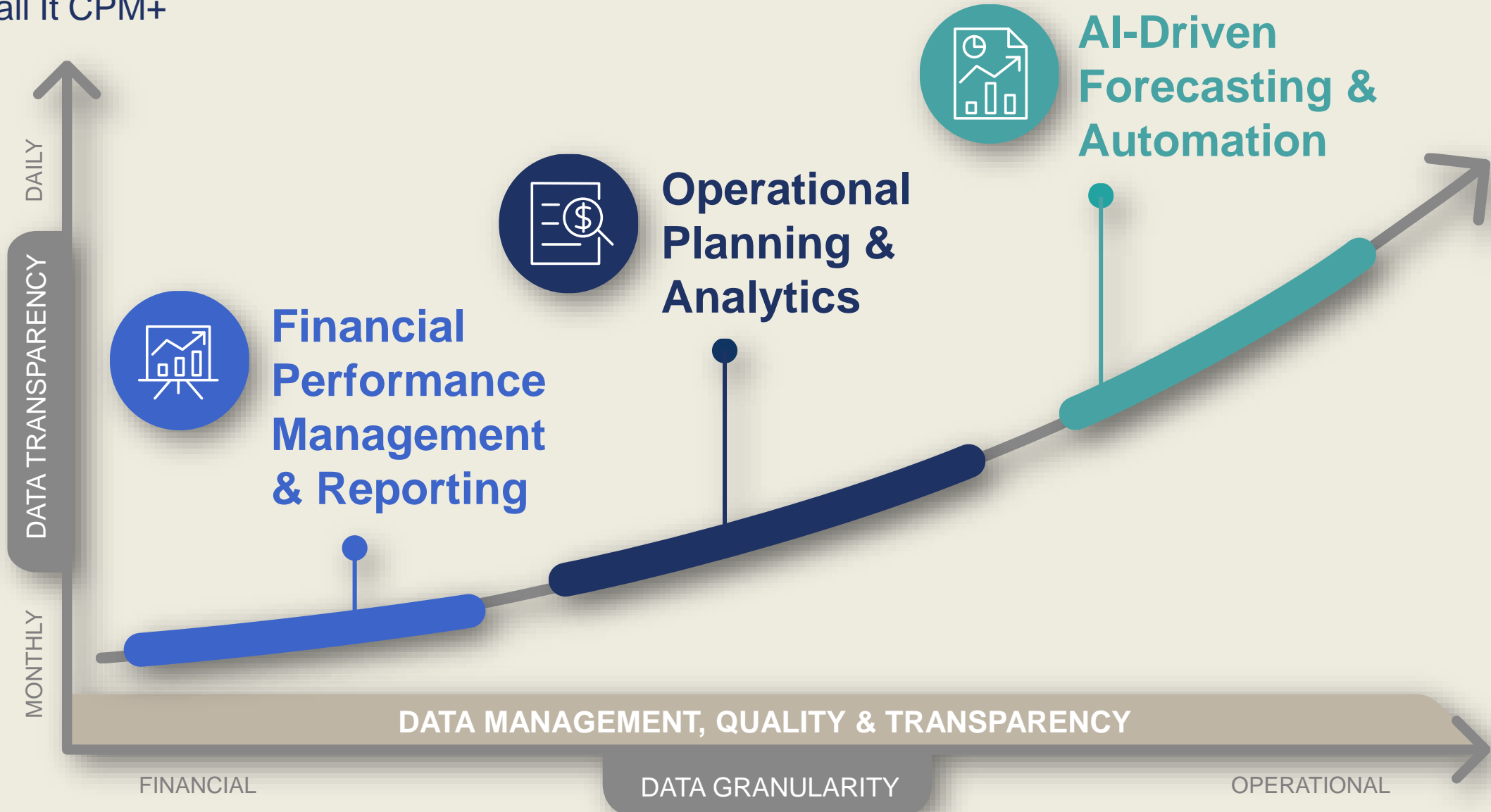
OneStream CPM – A *Progressive, Unified Approach*

ONE Application | MULTIPLE Solutions



Expanding *What's Possible in CPM*

We Call It CPM+



Teledyne Technologies Wins Ventana Research Digital Leadership Award



Leveraging the Power of Analytic Blend

After completing their initial implementation, Teledyne **extended their implementation to encompass reporting and analysis of operational data, leveraging the *Analytic Blend* capabilities of OneStream.** Ms. Cage said “The initial focus here was on Strategic Sourcing and Procurement across the enterprise. **Having visibility into their spend across over 300 entities has enabled them to reduce the number of suppliers they are using, negotiate better terms with vendors, and save a substantial amount of spend.”**

“We’re also using **Analytic Blend for weekly transactional sales data** to see sales trends across different channels. **The simplification efforts are expected to drive 100 basis points of margin improvement each year.** OneStream is a key enabler of this – providing accountability for teams to better respond and make changes to their business to see these margin improvements.”

Streamlining Financial Close, Reporting and Planning

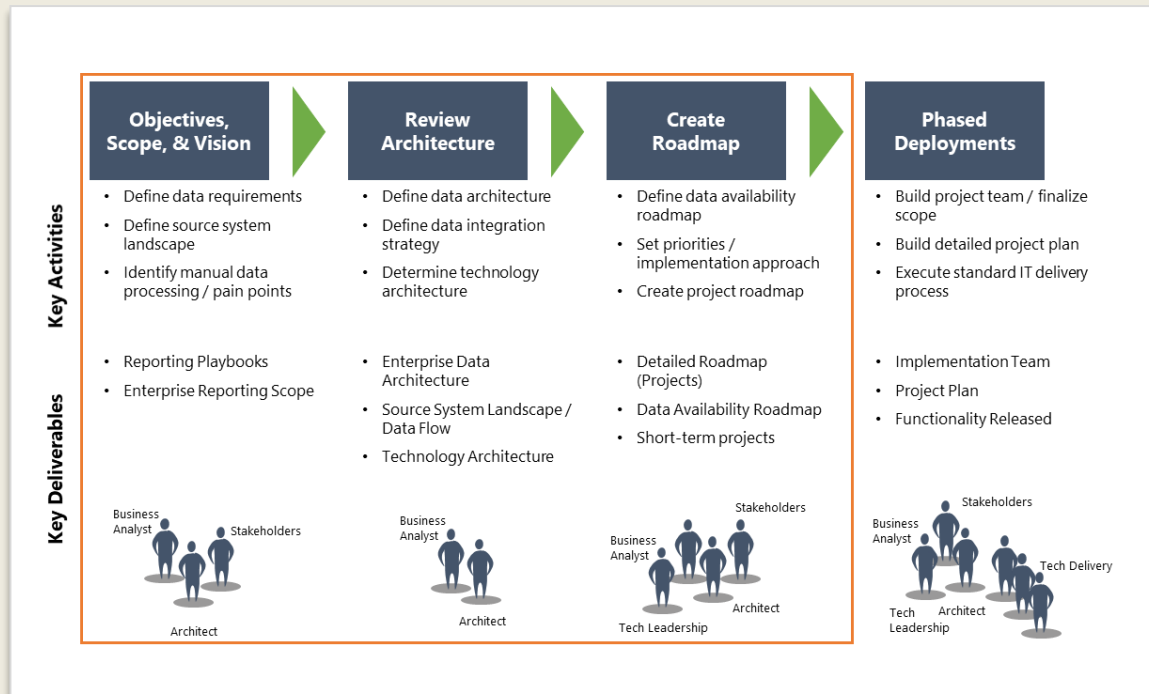
Teledyne achieved a number of benefits by implementing OneStream for *financial consolidation*, reporting, *planning* and *account reconciliations*. **For example, OneStream has helped reduce the close process by 4 days monthly, from 8-9 days to 4-5 days. By moving account reconciliations into OneStream, the company is realizing annual cost savings of over \$100K per year.**

Teledyne now has an actual scenario, budget plan scenario and a forecast scenario for each month in OneStream. Actuals are completed by day 5, with an updated forecast by day 8. Teledyne is asking the businesses for a snapshot of their forecast each month, including income statement, balance sheet, and cash flow activity. The team has also built created a more summarized 3-year strategic plan in OneStream.



Driving *Finance Transformation*

The People... The Processes... and *The Enabling Technology*



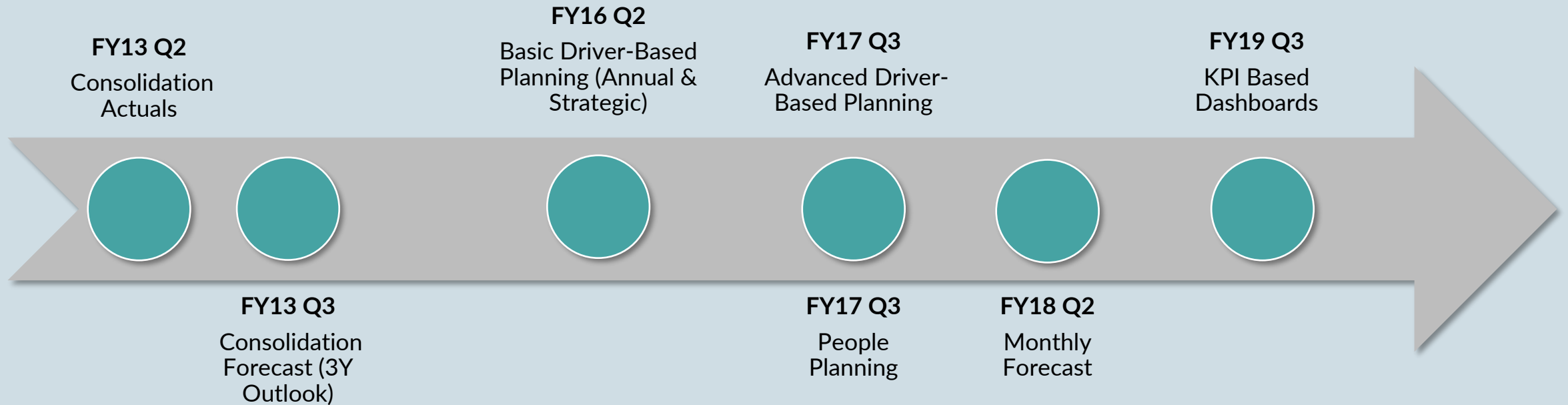
Advisory Processes...



Plus... an Intelligent Platform

→ Large Privately Held *Fortune 500* Success Story

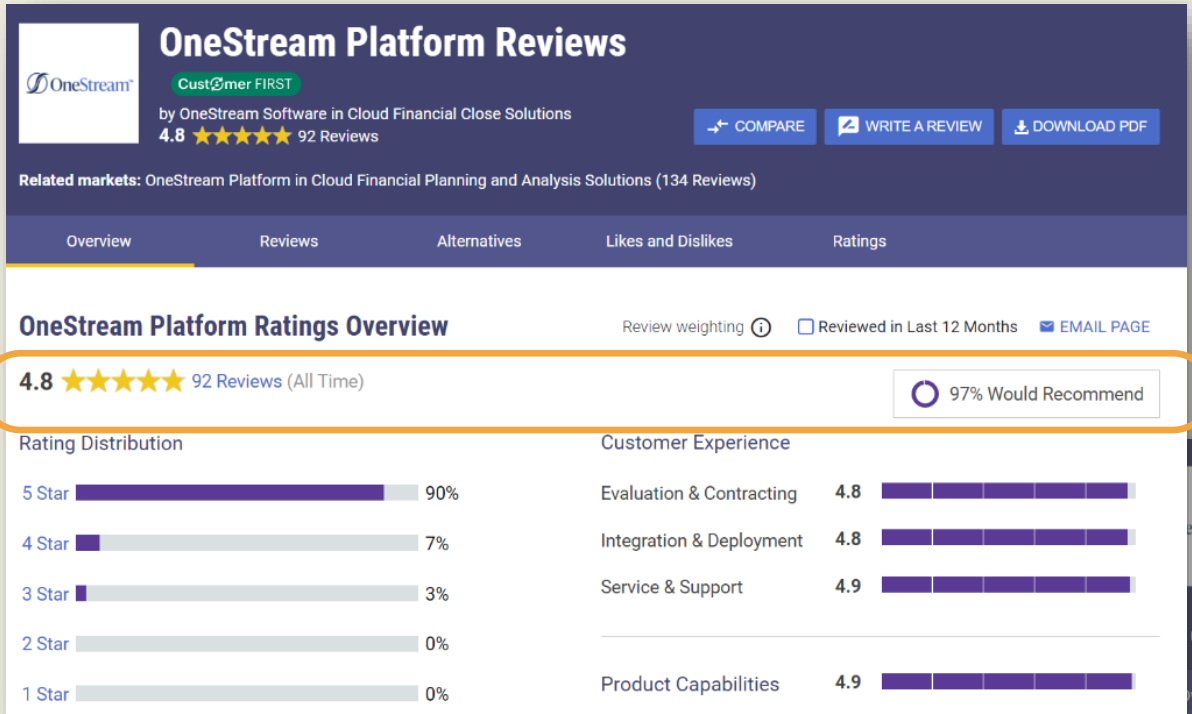
CPM & Analytics Deployment Roadmap



Customer *Success*

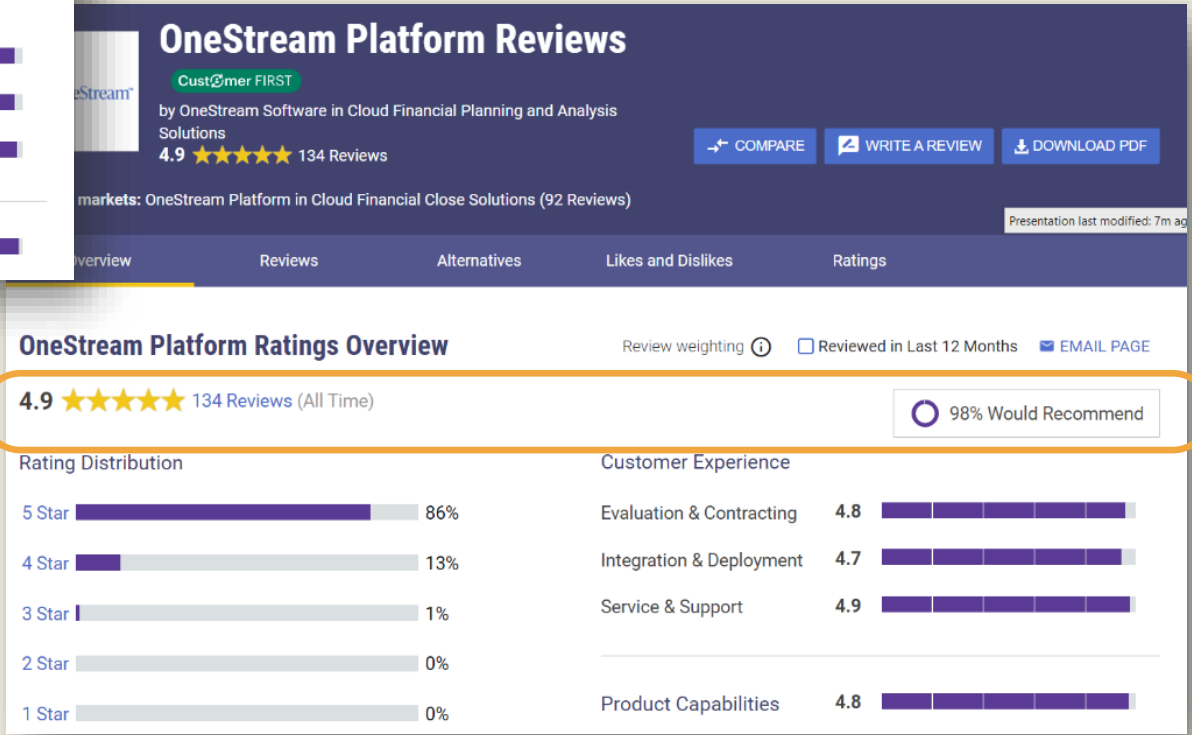


This Remains Our Focus



**Cloud Financial
Close Solutions**

**Cloud Financial
Planning & Analysis
Solutions**



Analyst Accolades

✓ **Gartner Magic Quadrants**
Leader in Financial Planning and Cloud Financial Close

✓ **Gartner Peer Insights**
Customers' Choice in Financial Planning Software

✓ **IDC EPM/Enterprise Planning MarketScape**
Leader

✓ **Nucleus CPM Value Matrix**
Leader

✓ **Ventana Business Planning Buyers Guide**
Exemplary

✓ **BARC The Planning Survey**
Top Ranked in 47 Categories

✓ **BARC SCORE FPM**
Market Leader

✓ **BPM Partners Pulse Awards**
Top Rankings in 4 Categories

✓ **Dresner EPM Market Survey**
Leader in Two Market Models

✓ **Dresner Financial Close Market Survey**
Highest Overall Ranking



Analyst Report

BARC: The Planning Survey 23

[Download Now ↗](#)

Analyst Report



BARC

OneStream Receives 47 Top Rankings and a 100% Recommendation Score

The Planning Survey 23 is based on findings from the world's largest and most comprehensive survey of planning software users, conducted from November 2022 to February 2023. In total, 1,321 people responded to the survey with 1,046 answering a series of detailed questions about their usage of a named product. Altogether, 19 products are analyzed in detail.

The survey examines user feedback on planning product selection and usage across 33 criteria (KPIs) including Business Benefits, Project Success, Business Value, Recommendation, Customer Satisfaction, Planning Functionality and Competitiveness.

Download the Planning Survey 23 to see how OneStream compares to other software vendors and read what customers have to say about their experience with OneStream.



Replacing Blackline resulted in **75% improvement** in the speed of **account reconciliations** and savings of **\$100K per year**.



70% more efficient in intercompany eliminations, **reducing the process** from **10 to 3 days**



Saving **36 days** per year on **financial close process**



Saved \$1M over 5 years with OneStream vs. **upgrading Hyperion FDM, HFM and Planning**



Monthly close shortened by **25%, saving 2 days** per month on **forecasting**.



Yielded a **2.5-year payback** with **savings in annual software maintenance** and hosting costs (Hyperion Planning, Essbase)



Group consolidation process reduced by 5 days after switch from SAP BPC to OneStream



85% **automated cash flow**, **75% faster** than Excel process



Consolidations reduced from **20 hrs. to 30 mins.** Went from **1K to 140** reporting entities loading from 28 ERP systems. **Eliminated 14K** business rules.



Consolidation times **reduced by 50%**, **revenue and expense plan** updates reduced from **1 week to 5 mins.**



Automated 86% of **tax provision** process including **reconciliation** to financial reporting



After **integrating 100+ general ledgers**, data load times **decreased by 97%** (8 hrs. to 15 mins).

Platform, Platform, Platform



How **OneStream** Approaches **Intelligent Finance**

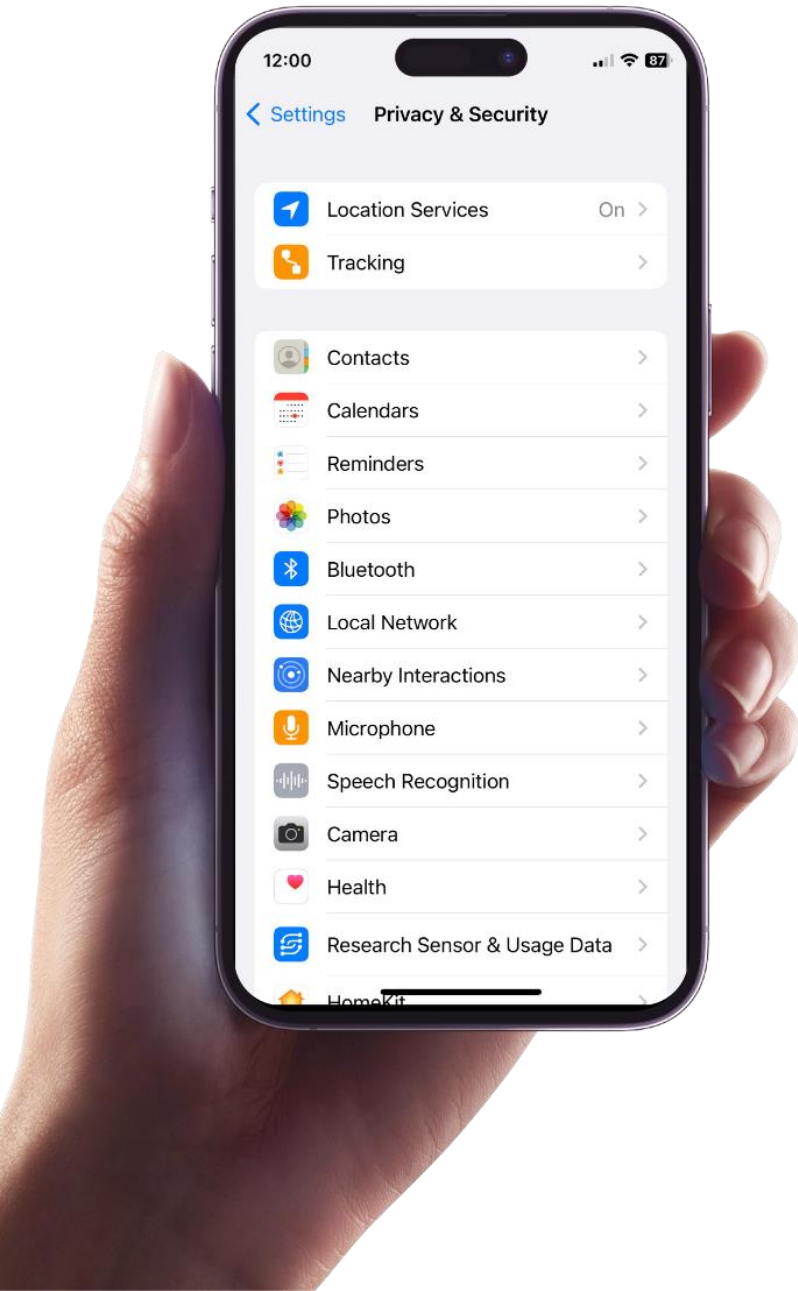


What's the

REAL

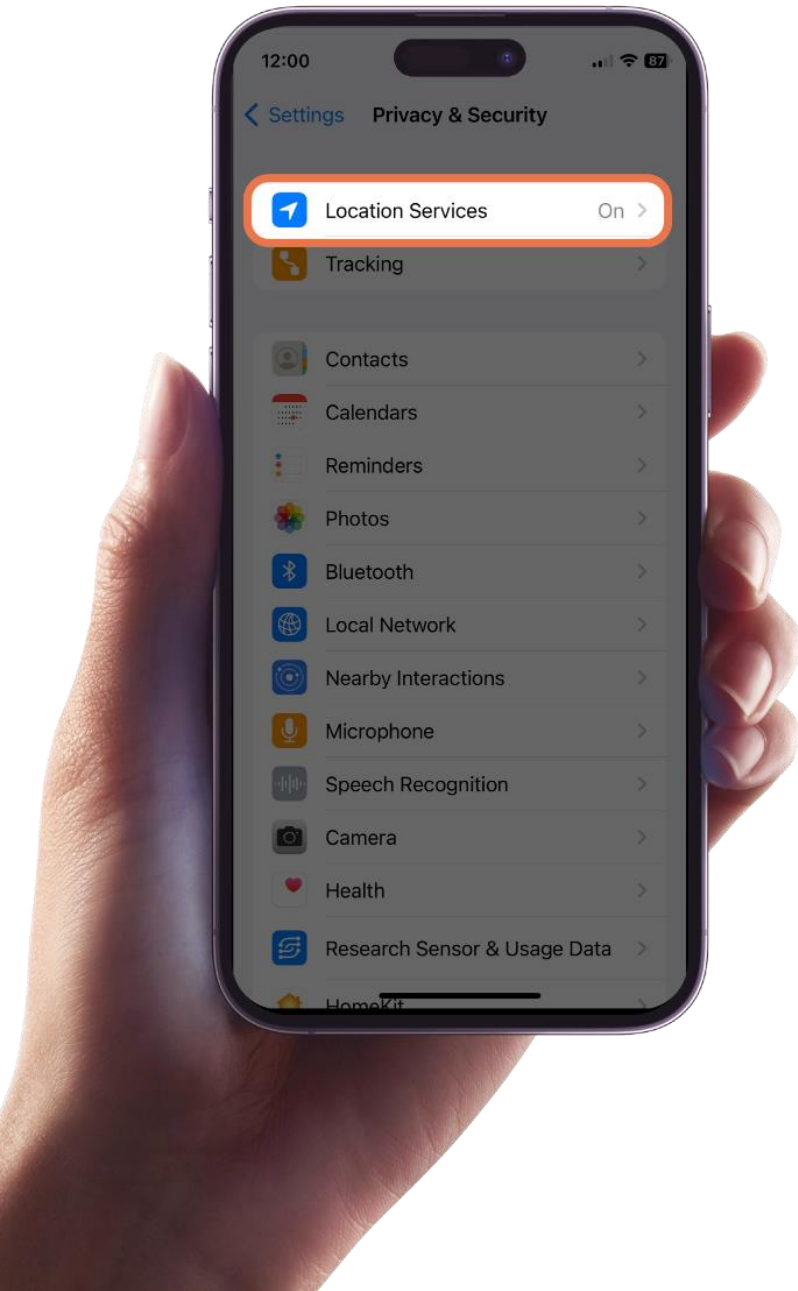
DEFINITION

of a platform?



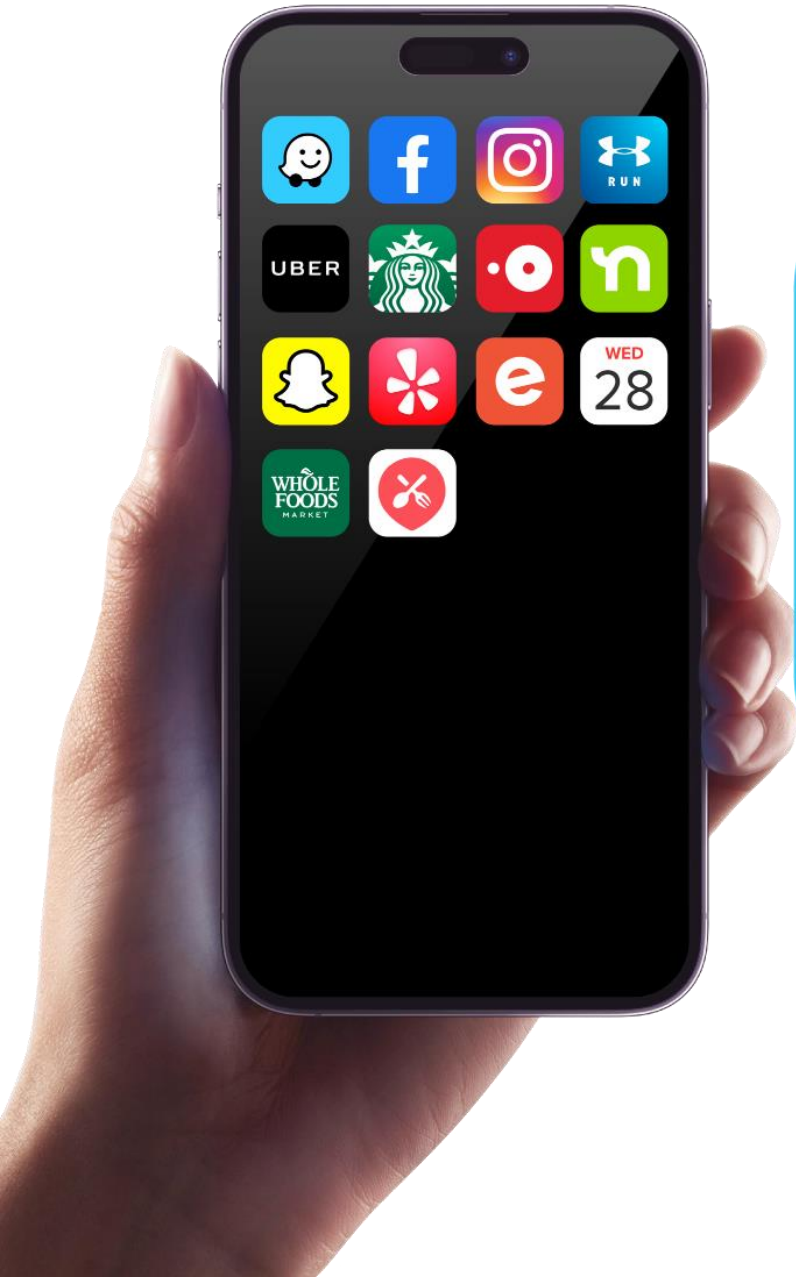
Platform Power

Reusing **Core Functions**



Platform Power

Reusing **Core Functions**



Waze

Facebook

Instagram

Map My Run

Uber

Open Table

Starbucks

Nextdoor

Snapchat

Yelp

Eventbrite

Calendar

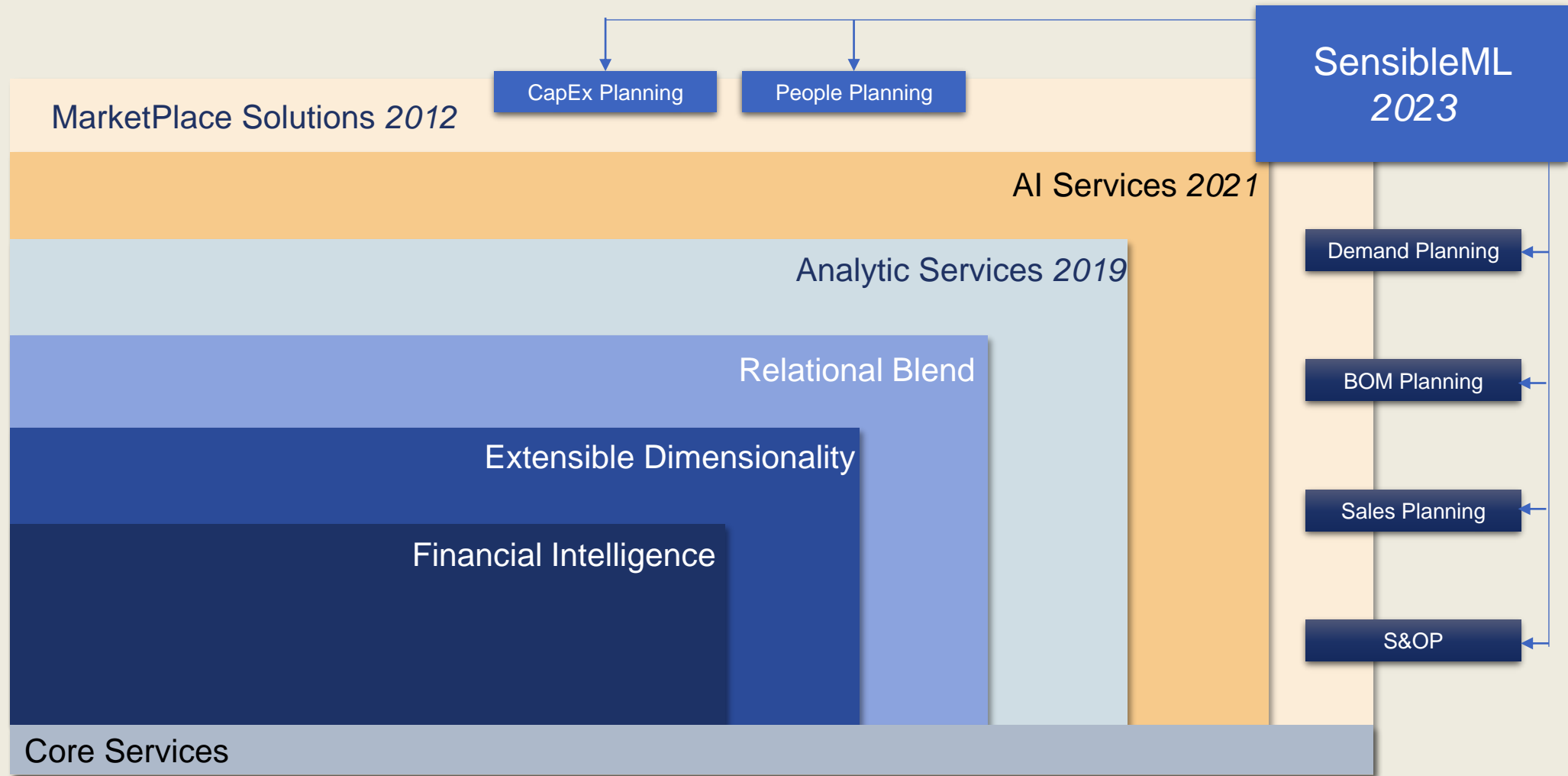
Whole

Foods

Chow Now

→ OneStream's Intelligent Finance *Platform Evolution*

Through *Continuous* Vision, Innovation, and Progression



✓ Company Overview

- Worldwide leader in automotive safety systems
- Revenue – \$8.8B (2022)
- HQ – Stockholm, Sweden

✓ Solutions

- Unified Business Planning
- Sensible ML
- Financial Close & Consolidation
- Reporting & Analysis

✓ Case Study

- onestream.com/resources

Challenges

- ✓ M&A activity and organic growth created a complex, multi-divisional operational structure
- ✓ Need to deliver comprehensive support for Sales, Operations, & Finance
- ✓ Data delivered with limited granularity and insufficient accuracy required.
- ✓ Unable to gain insights with data spread across 40 operational systems, including ERPs, Hyperion Planning, Essbase, and HFM.
- ✓ Needed to reach a complete global view of Vertical Profitability
- ✓ Immediate need to replace HFM before being forced into another upgrade.

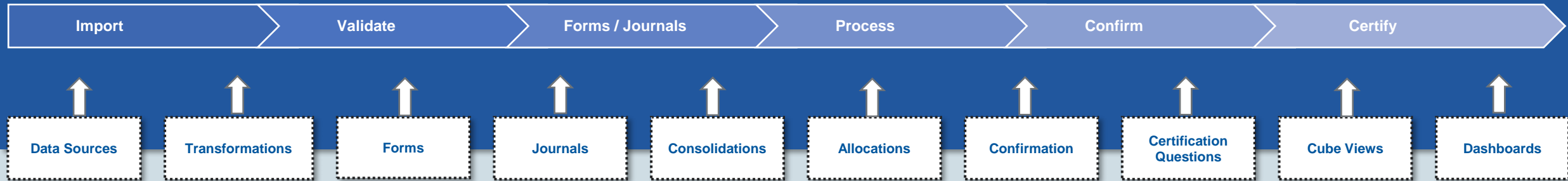
Benefits

- ✓ Introduced **projects, products, and process profitability**
- ✓ Measuring the **P&L impact** from projects or part numbers
- ✓ Analyzing the **impact from poor launches** – planned vs actual cost
- ✓ Recognizing underlying **demand trends**
- ✓ Improving operational stability and = **reduced premium freight**
- ✓ Reduced fluctuations in labor planning = a **reduced overtime expenditures**
- ✓ Increased accuracy of demand forecasts = **reduced excess inventory costs**

Improved Data Integrity, Transparency, & Integration

Unique Advantage Guided Workflows

End-to-End Process & Data Quality Support via Guided Workflows



Houston.Import - Actual - Mar 2022

Import Validate Process Confirm Workspace Confirmation Completed

Run Confirmation

Status	(All) Summary Rule Analysis					
Confirmation	Status	Rule Name	Rule Text	Tested	Passed	Failed
	●	Balance	Assets-Liabilities-Shareholders Equity must = 0	2	2	0
	●	Cash Overdraft Reclass	Cash Deposits must be > 0, Overdraft must be reclassified to AP Trade.	2	2	0
	●	Headcount Import	Headcount must be > 0	2	2	0
	●	Manufacturing	Manufacturing Headcount	2	2	0
	●	G&A	General and Administrative Headcount	2	2	0
	●	Selling	Selling Headcount	2	2	0
	●	Sales Detail Check	Sales Detail total must be within \$1,000 of Trial Balance Third Party Sales value.	2	2	0

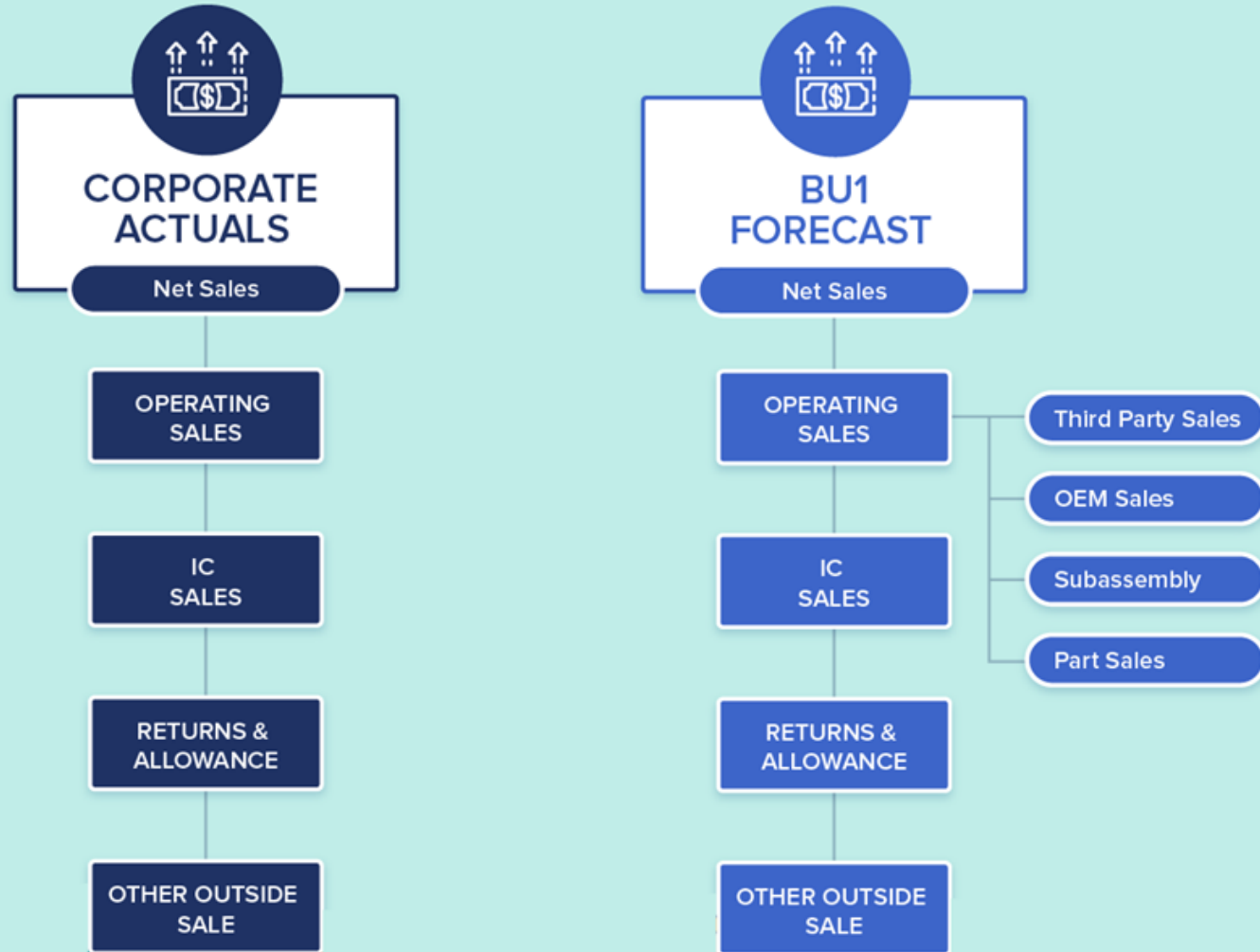
Plan & Report Without Compromise

Unique Advantage Extensible Dimensionality®



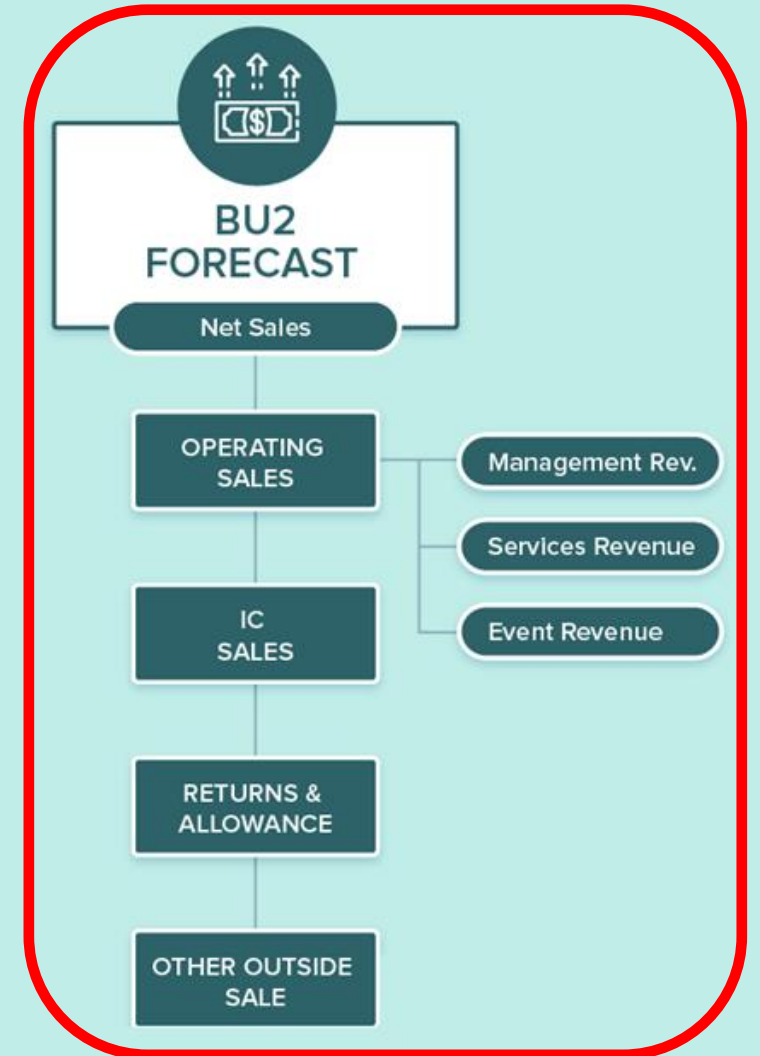
Plan & Report Without Compromise

Unique Advantage Extensible Dimensionality®



Plan & Report Without Compromise

Unique Advantage Extensible Dimensionality[®]



• The Power of *Intelligent Finance*

Conquering Complexity so Finance can Lead @ Speed



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- **Welcome**
 - Lars Miguel Paredes, partner & Enterprise Performance Management Lead, PwC
- **Why finance function must transform their Enterprise Performance Management**
 - Lars Miguel Paredes, partner & Enterprise Performance Management Lead, PwC
 - Dejan Bakovic, Senior Manager & Top-tier Co-lead, PwC
- **Break - networking and refreshments**
- **How OneStream can be used for the transformation**
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 - PwC, OneStream, AIQOS
- **Tapas and networking**

The background features a dynamic, abstract design with flowing, curved lines in shades of grey and white. A prominent yellow line curves across the upper left. Two large, semi-transparent shapes composed of dots are positioned on the left and right sides. The left shape is red and the right is black, both with a grid-like pattern of dots of varying sizes. A large, white, irregular hexagonal outline frames the central text area.

Roy Piek

Partner and Co-founder, AIQOS

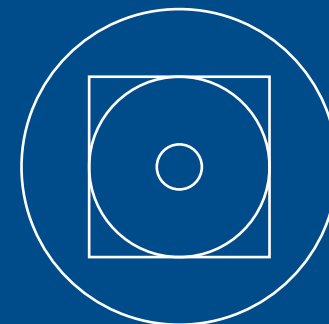


2023 Winner of OneStream's
"Power of the Platform Award"

How AIQOS Can Help in Your Transformation Journey

- Excellent OneStream Knowledge
- Successful Program Delivery
- Business Focused Implementation Partner

30 November 2023 – Roy Piek



Agenda

1. Introduction AIQOS
2. How AIQOS supports with Finance Transformation





Advisory, Implementation, Training and Managed Services

- Guide you in your Finance Transformation journey;

We have all the expertise to help you

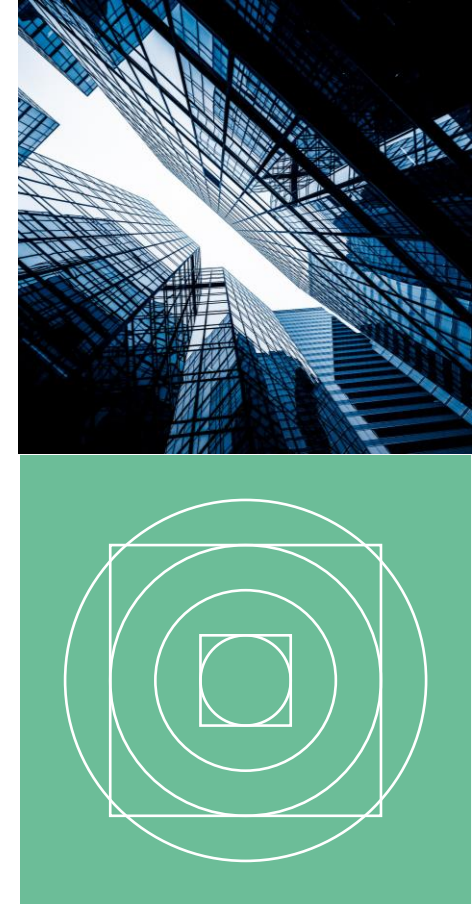
- Implementing OneStream Software since 2013;
- Finance, Reporting, FP&A and Financial Close experts
- Training (future) users;
- Supporting our clients long-term through managed services.

100% dedicated to OneStream Software

- Diamond Partner since 2018;
- Global Authorized Training Provider.

Global reach

- 110 consultants, representing 25 nationalities;
- Offices in The Netherlands, United Kingdom, South Africa, Denmark, India, Philippines, Singapore, Spain, Germany, and the United States of America.



OneStream Full-Service Provider

Implementation services

- Accelerators
- Proven methodology
- Stakeholder management
- Data management

Advisory services

- Financial Close & Consolidation
- Planning, Budgeting & Forecasting
- Reporting & Analysis
- Financial Data Quality
- Financial Signalling
- Business Process Definition
- FP&A, xP&A
- S&OP

Training

- Certified Trainers
- Different languages
- Customized Training on demand

Managed Services

- Technical and Functional support
- Based on clear Service Levels
- 24x7 Support

AIQOS in Numbers

- 100+ OneStream Clients
- 300+ Projects
- Variety of Sector Experience

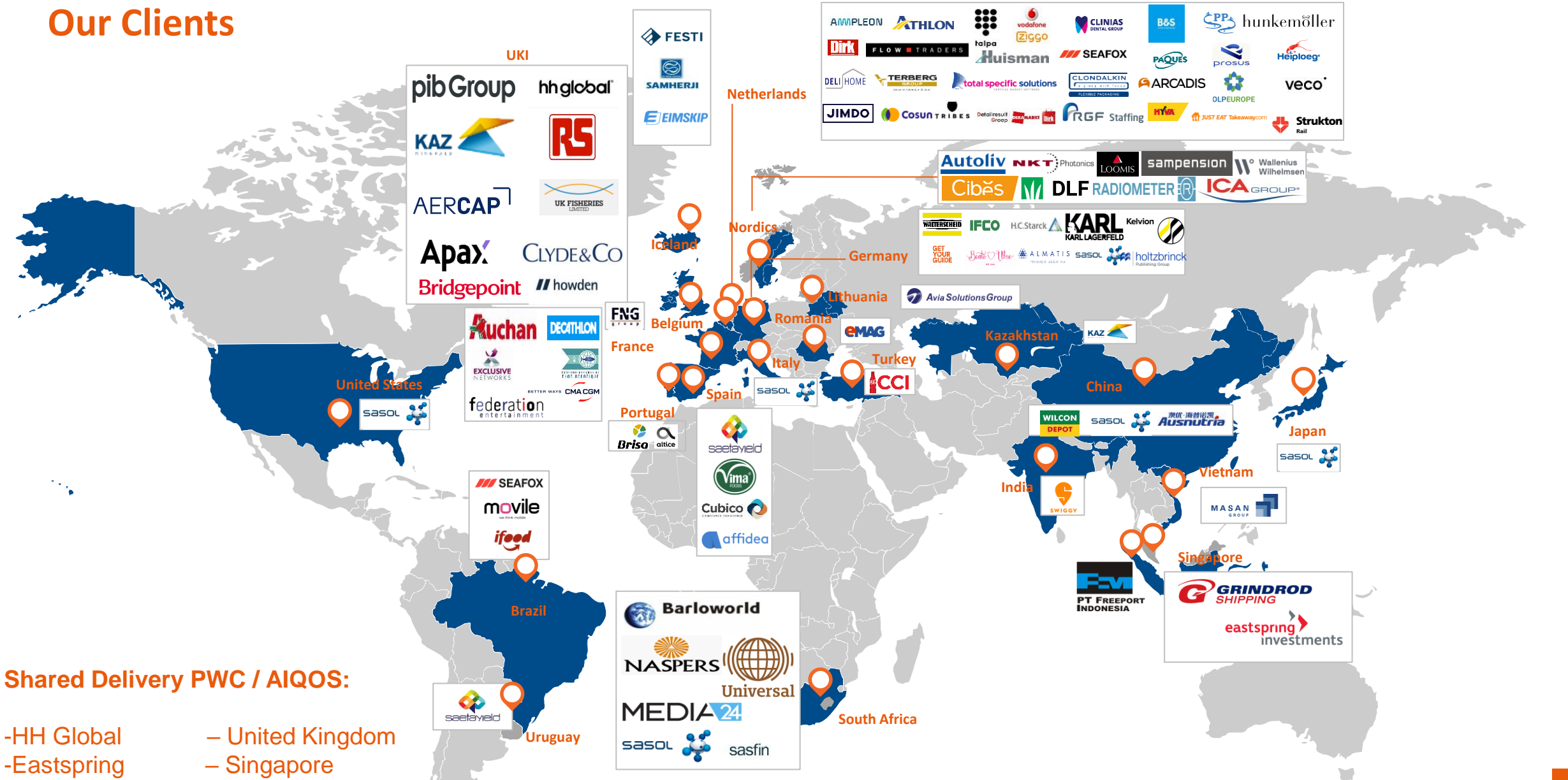


Global Office Network

- 1. The Hague, Netherlands
- 2. Laar, Germany
- 3. Singapore
- 4. Madrid, Spain
- 5. Philadelphia, United States
- 6. Johannesburg, South Africa
- 7. Copenhagen, Denmark
- 8. Manilla, Philippines
- 9. Pune, India
- 10. Ockley, United Kingdom
- 11. Cape Town, South Africa
- 12. Partner Data Hive, Australia



Our Clients



Shared Delivery PWC / AIQOS:

- HH Global
- United Kingdom
- Eastspring
- Singapore



AIQOS' Innovations and Accelerators of the OneStream Platform



Pillar II – Tax Solution

- Global Minimum Tax 15% starting 2023
- New profit definition GloBE
- Additional compliance processes



M&A and Valuation Model

- Managed M&A processes for Mergers, Acquisitions and Consolidations
- Tagging of Development Spend and Organic Growth
- Embedded Consolidation & Planning/Budgeting solution



Lease Accounting Solution

- IFRS16 & ASC842 compliant
- Bridge from IAS17 and local GAAPs
- Export IFRS16 / ASC842 journals directly into the cube or in a CSV extract for the general ledger



ESG Planning & Reporting

- Data collection and management
- Process Orchestration
- Reporting with any framework



Sensible Machine Learning

- S&OP Demand Forecasting
- Revenue, Expense, Workflow Planning
- Annual Planning/ Target Setting

AIQOS' guidance in your journey to excellence



AIQOS uses OneStream as a 360° platform ensuring an efficient support of all finance requirements now and in the future



Financial accounting

- Financial Close, Tax Provision, Account Reconciliations, and Compliance
- Tax, Pillar II
- Financial Signaling
- Transaction Matching
- Financial Consolidation
- Asset Registration
- IFRS16, ASC842 Lease Reporting
- Financial Reporting
- ESG Reporting



Business / Functional areas

- People planning
- Capital planning
- Sales planning
- Operational planning
- Procurement planning
- Reporting and analysis

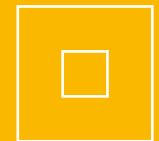


Financial planning and analysis

- Planning, Budgeting, and Forecasting
- Integrated Planning, Budgeting, and Forecasting
- Performance Signaling
- Reporting and Analytics
- Profitability Analysis

Efficiently and with Low Risks;

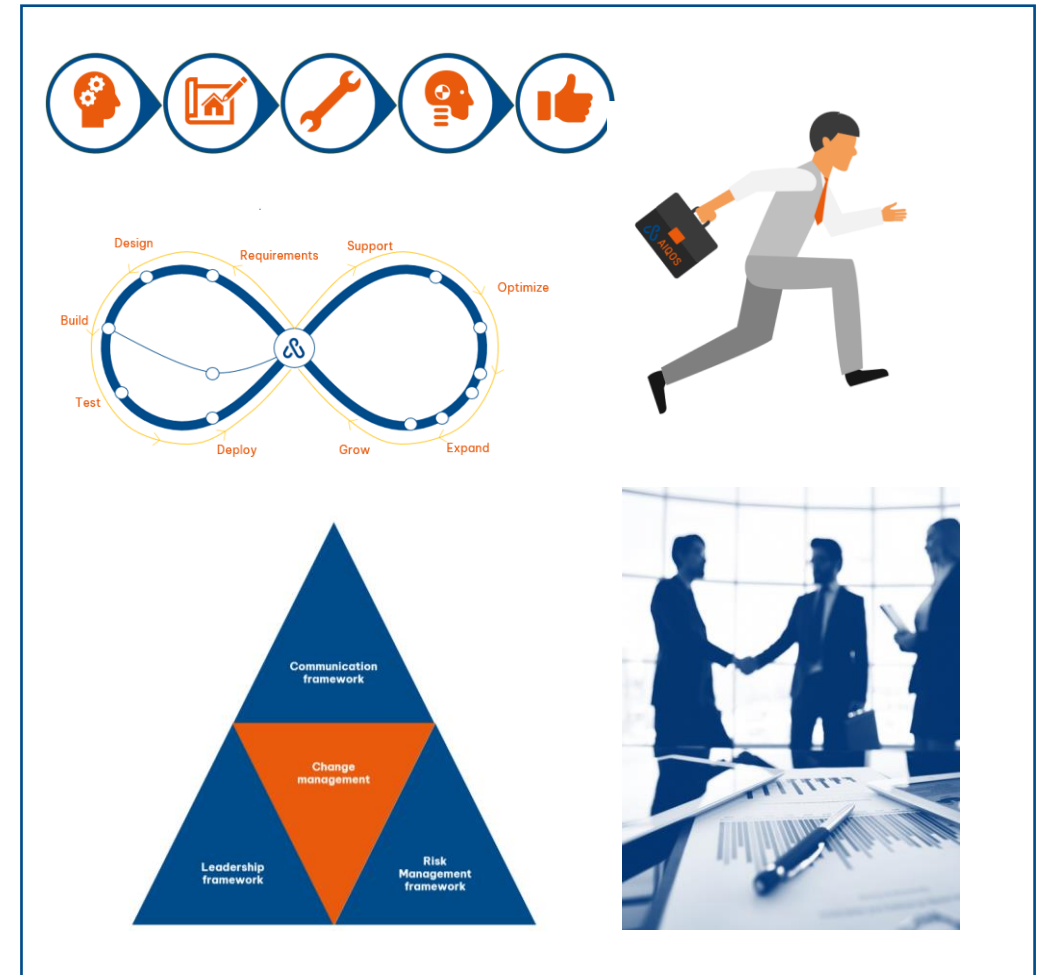
Streamlining Scalable Finance Solutions for Today's Needs and Tomorrow's Demands



We ensure scalable, efficient, and low-risk solutions by combining deep business understanding with deep technical insight

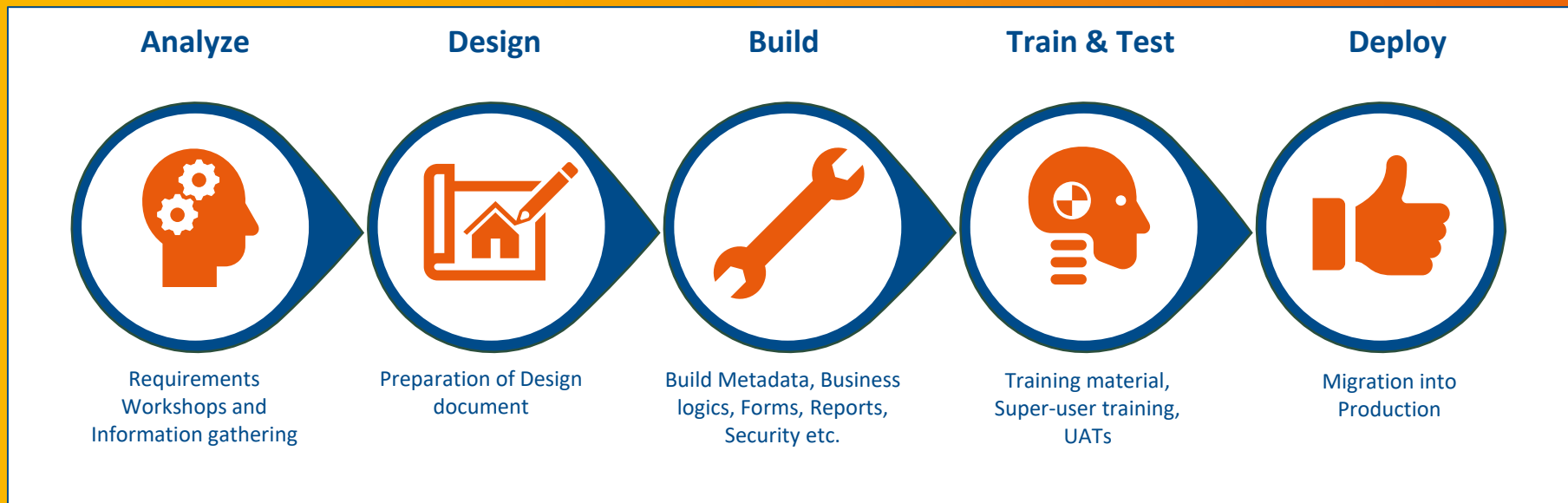
Our experience emanates throughout our full implementation methodology. With our 5 Implementation Principles, we are:

- 1 Ensuring the right scalable and future-proof solution
- 2 Ensuring project implementation efficiency
- 3 Ensuring low-risk projects
- 4 Ensuring the ownership of your solution
- 5 Ensuring your full product lifecycle is managed



1. Ensuring the right scalable and futureproof solution

The DNA of AIQOS is to deliver an anchored future proof solution in an effective and well-structured approach



In the **Analyze and Design** steps, AIQOS strives to understand the true fundamentals of your business and the corresponding operating model. This makes the **highly experienced AIQOS Solution & Business Consultants combined with OneStream Lead Architects** able to use the **+25 years of experience** needed to prepare a business and technical OneStream design that brings your business on a futureproof EPM journey



2. Ensuring project implementation efficiency

We utilize our vast OneStream experience to ensure ultra-efficient and high-quality implementations



Standard roles and responsibilities

Our consultants are specialized in various fields in and out of OneStream such as dashboarding, system integration, business logics, and project management to ensure you always have the right people handling the right tasks.



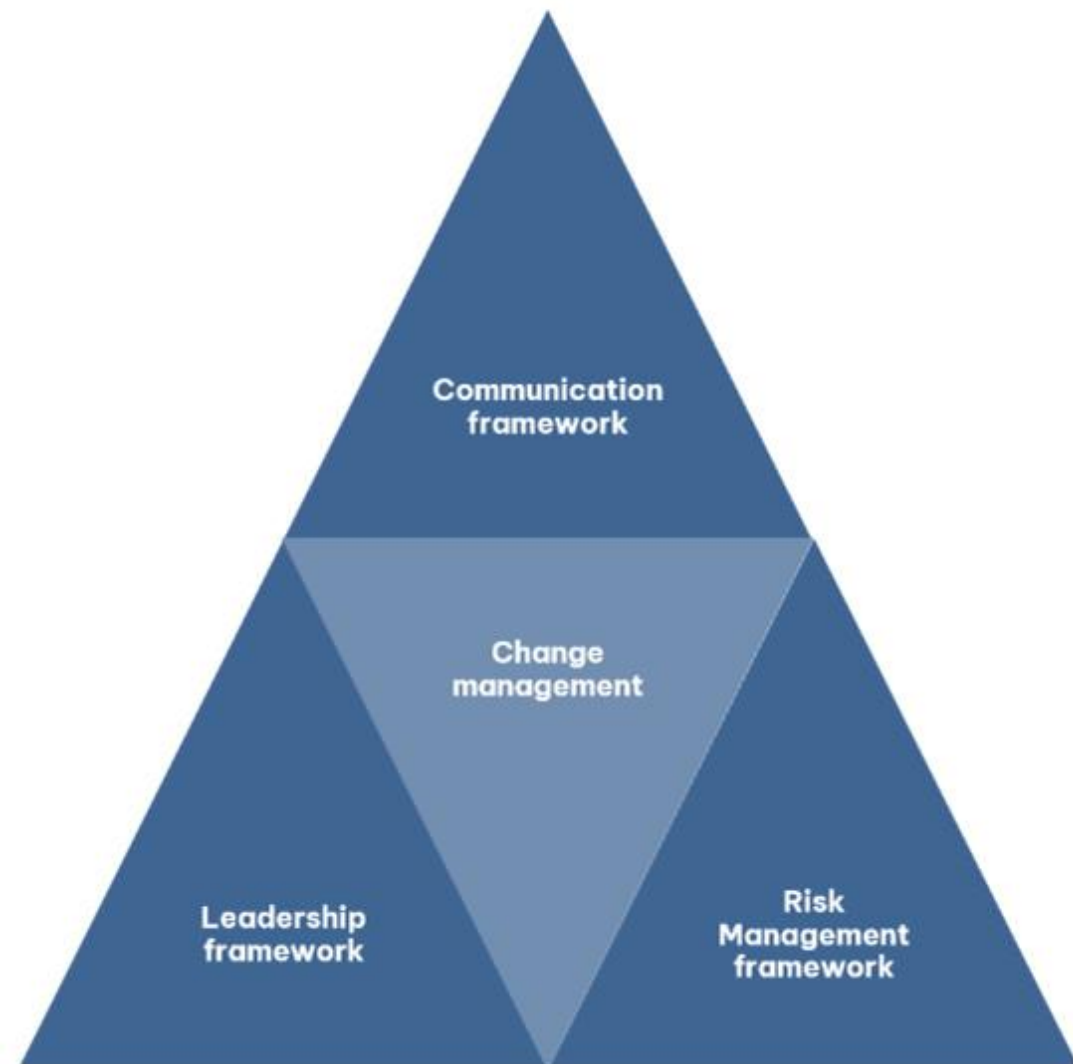
Standard configurable solutions

In collaboration with our partner network and OneStream, we've built and utilize solutions that can be easily installed and configured to fit your exact context, such as Lease Accounting, ESG, Tax, and M&A.



Standard implementation accelerators

We have done over 300 projects, and we bring our learnings from each project. That has resulted in a massive library of pre-built components, metadata managers, dashboards, and code which we can use repeatedly to further accelerate your implementation.



3. Ensuring low-risk projects

With PwC, our experience in transformation projects means that we can guarantee projects that won't get out of hand through our 3 change management frameworks:



Leadership framework:

Through training and inclusion of your leadership figures throughout the whole journey, we ensure motivation for change and participation in key decision-making.



Risk management framework:

Through regular risk assessments, mitigation strategies, and contingency planning, we ensure that the project, its team members, and the business are prepared for anything, anytime.



Communication framework;

Through our project committee and Design & Development board, we create two-way channels for feedback to ensure that both your business and our project teams remain in control

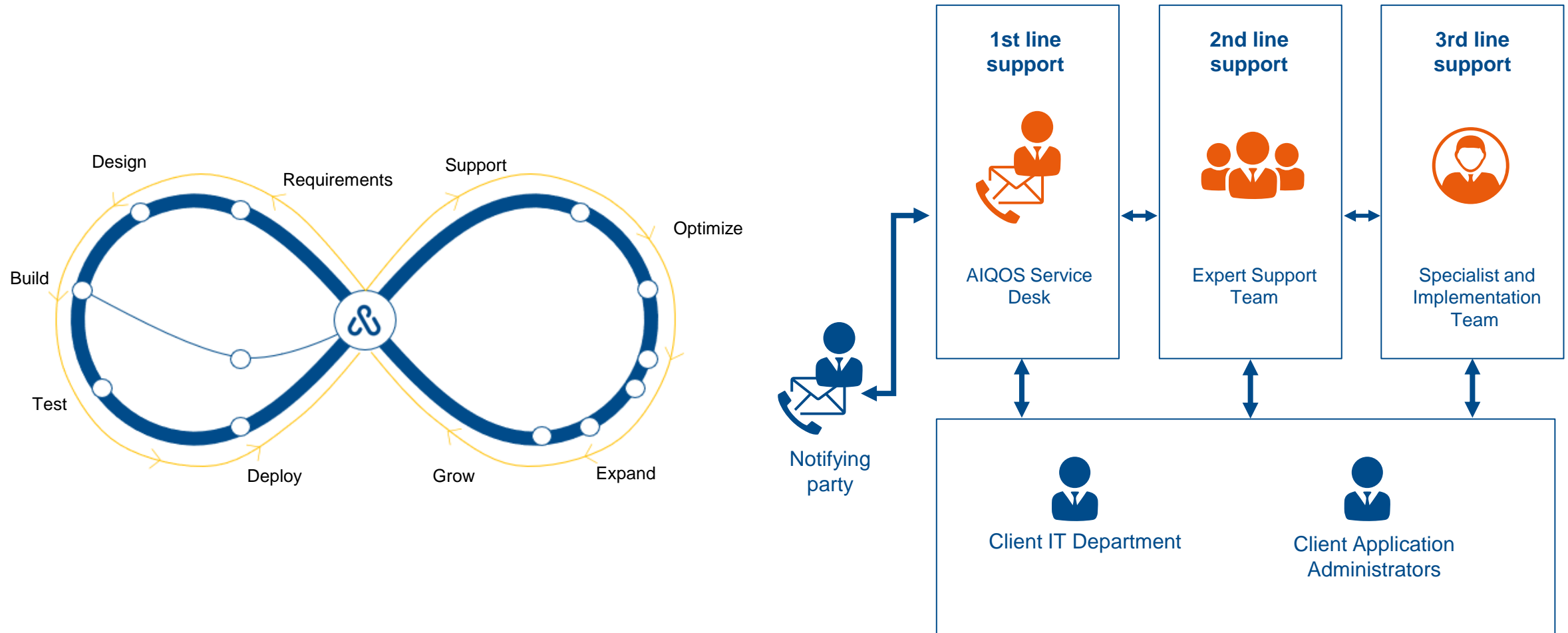
4. Ensuring you the ownership of your solution

As one of three Global Authorized Training Partners, AIQOS can guarantee you high-quality OneStream education to bring you to that next level.



5. Ensuring your full product lifecycle is managed

Managed Services: AIQOS can help you throughout your entire OneStream journey





Less effort. More impact.

Contact us:



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+45 26 84 77 66



Roy Piek

Partner & Co-founder AIQOS



roy.piek@aiqos.io



+31 6 2259 9956



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Søren Lastein

Head of Finance, Sampension

OneStream in Sampension

Who are we

- Head of Finance Søren Lastein

Administration

Financial
management/budget

Data/key figures

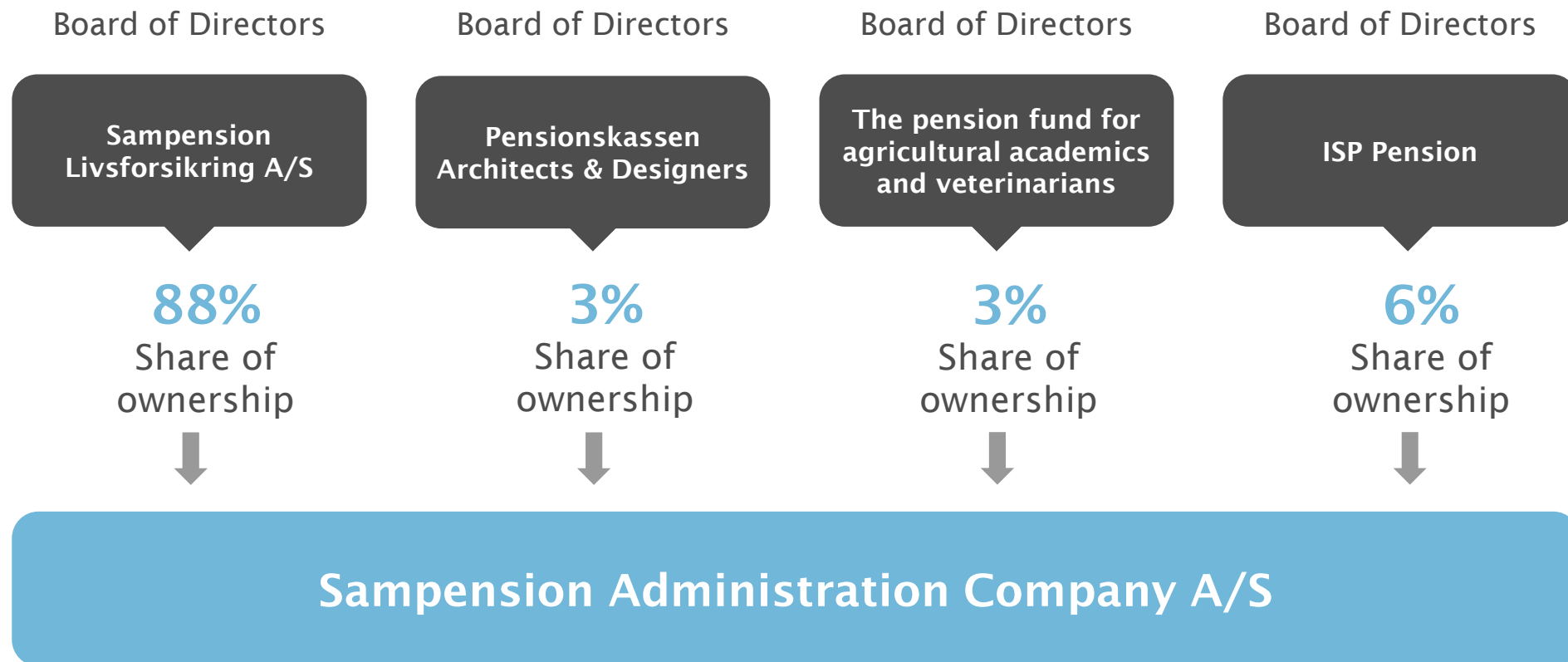
Procurement

Sampension

- 305,000 customers
- 269 billion DKK in assets
- 12 billion DKK annual payments in
- 11 billion DKK annual payments out
- DKK 391 in costs per insured
- 430 employees



The Sampension community



Where did we come from?

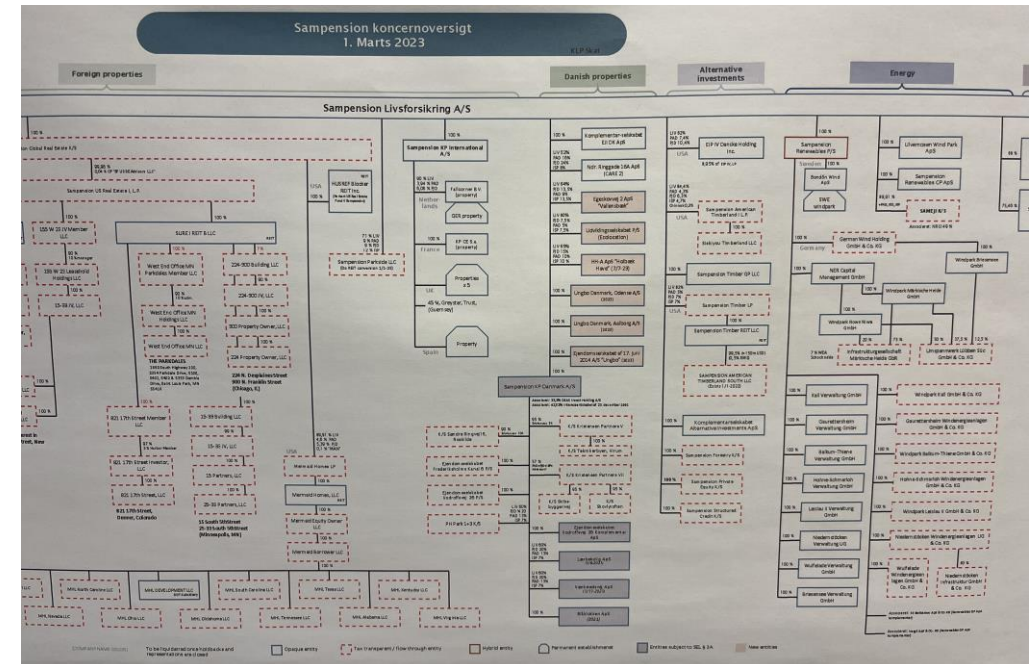
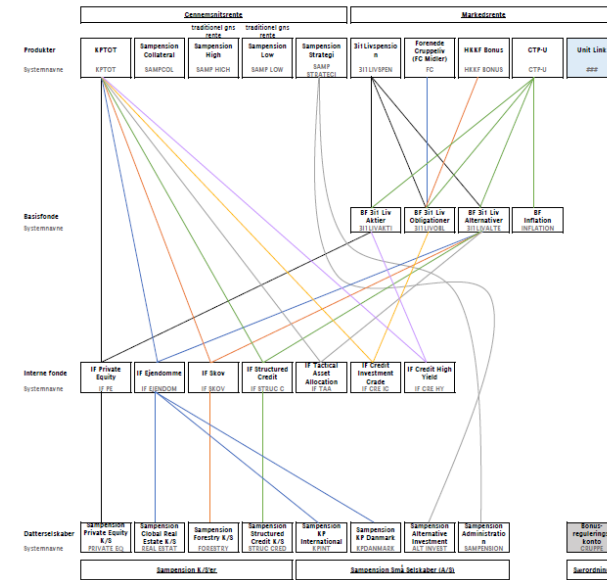
- No development in our consolidation solution
- No inspiration from the then supplier
- Planning in Excel

Not entirely agreed on the importance of new system



System requirements

Sampension Liv



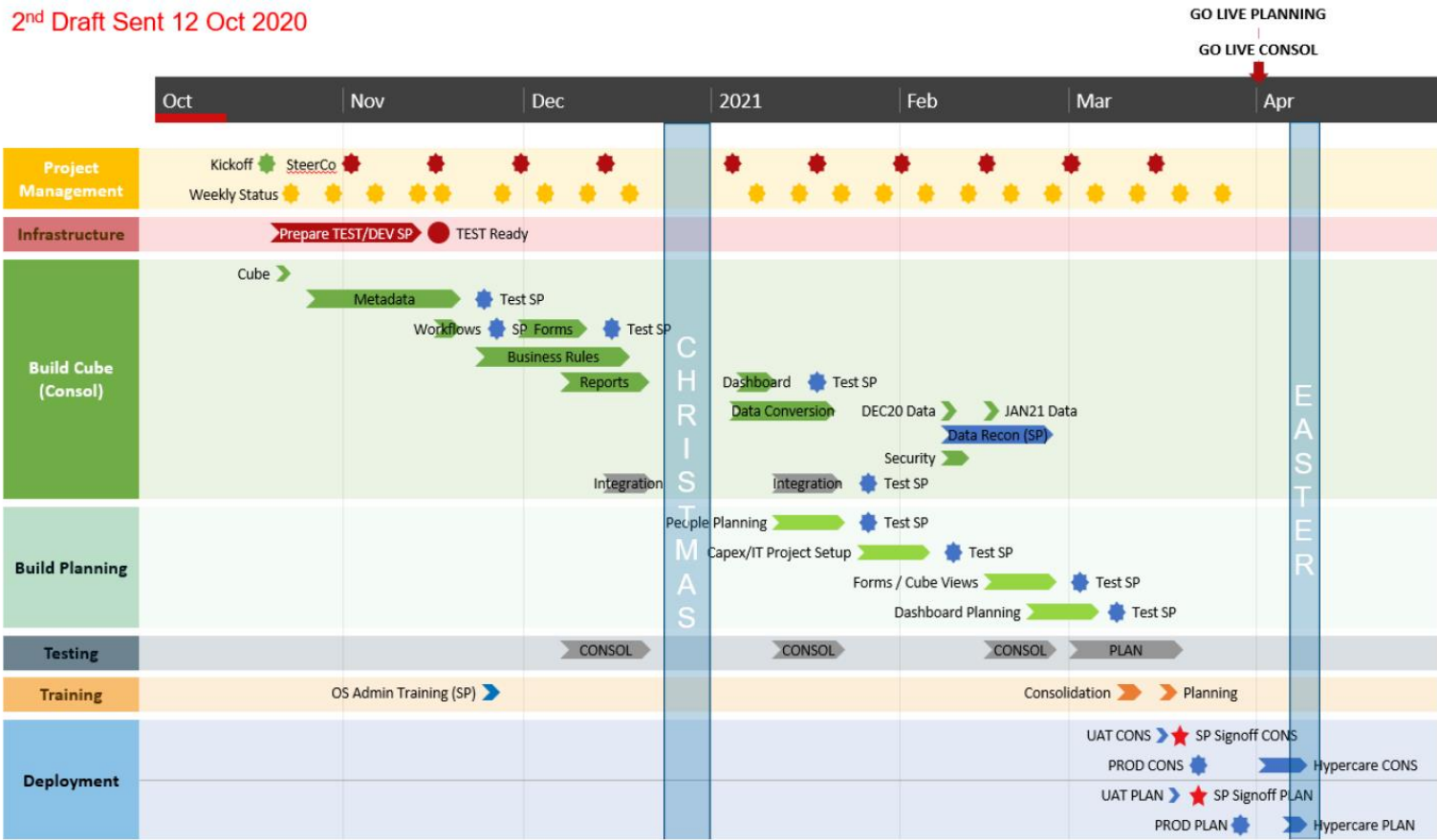
Selection criteria

- Standard system (IT strategy)
- Scalable
- Good references – (PFA, Maersk, ISS etc.)
- A few employees in Sampension knew OneStream
- We knew a couple of the consultants from the OneStream partner



Implementation plan

2nd Draft Sent 12 Oct 2020



Dato	Workshop
17. august 2020	WS2 - Bud-Løn
20. august 2020	WS3 - Bud-Afs
25. august 2020	WS4 - Bud-Rest
27. august 2020	WS1 - Infor CMP præsentation
31. august 2020	WS10 - Teknisk set-up
1. september 2020	WS4 - CON1
3. september 2020	WS5 - CON2
9. september 2020	WS6 - CON3
14. september 2020	WS7 - Hands On
17. september 2020	WS8 - Design1
21. september 2020	WS9 - Design2

When a plan hits reality - 😊

- The easiest thing is the plan itself 😊
- Lack of resources for polling and testing
- Required good coordination internally in Sampension
- Implementation was postponed for half a year
- Delay gave increased training before implementation 😊



Lessons from implementation

- Get the right resources
- Get support throughout the organization (and from the top)
- Change management
- **Think new – avoid 1:1**



Everyday life with OneStream

- It is not a simple system
- Can take time to on-board new employees
- Not super intuitive
- Many options
- Not hard to see potential
- Easy to work in once experience is gained



Possibilities in the future

- OneStream is a platform
- Many additional applications
- We have to get started
 - Transaction manager
 - Account reconciliation
 - Task manager
- Data for Power BI - lots of talk and little action



Cooperation with OneStream Partner

- Choose your partner carefully 😊
- You must work together for a long time
- Must work in the project phase and afterwards
- We are happy with AIQOS 😊



What would we like more of?

- Knowledge sharing with other users
- Time for immersion in the platform



The further journey in OneStream

- We have made the right choice 😊😊
- Many options and continuous expansion
- Fantastic energy around the product
- Customers help develop the product



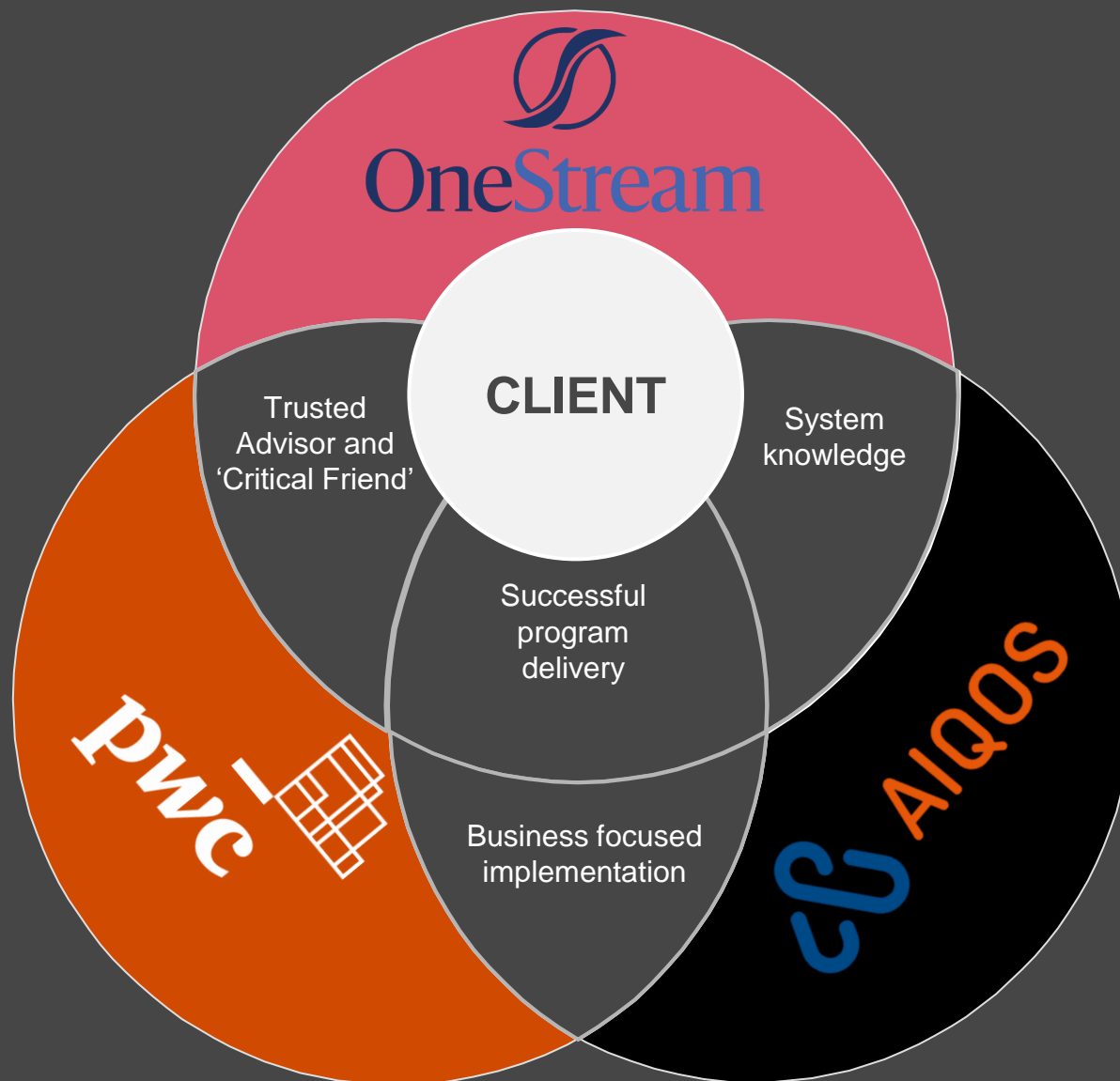
QUESTIONS



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The benefit of using the combination of PwC, AIQOS & OneStream





Thank you
for an
inspiring day