

## CONQUERING COMPLEXITY IN MERGERS AND ACQUISITIONS

Law firms are confronting an unparalleled period of disruption. There is enormous change in the global markets they service, as well as increasing client demands on the breadth and transparency of legal services. Competition has risen exponentially through alternative legal solution providers (ALSPs). This has not only sharpened focus on service levels demanded by domestic and global clients, but also increased demand for transparency in service pricing, resulting in alternative fee arrangements (AFAs).

Add to that a myriad of challenges presented by recent world events and expected increases in mergers and acquisitions (M&A) activity as firms look to ensure financial stability. Firms are suddenly facing an inflection point threatening the traditional law firm business model.

To help firms meet these challenges, Finance teams are increasingly focused on the future and require agile planning processes, insightful analytics and increasing efficiency. Law firm leaders now need to simultaneously make rapid in-year reforecasts and weigh the long-term financial impacts of their decisions. While firms used to have the luxury of a more stable and consistent market with incremental change, today they must reimagine nearly every aspect of their operational and financial processes to increase efficiency and reduce expenses.

### Addressing the Challenges

OneStream Software provides a market-leading intelligent finance platform that reduces the complexity of M&A. OneStream helps to drive long-term strategy and analyse alternative value creation scenarios. Quickly develop baseline plans for organic growth strategies and potential M&A initiatives, and simplify and align processes such as:

- **M&A Modelling** — Plan and forecast the financial impact of M&As on consolidated financial results, even factoring in cost synergies, funding options and corporate taxes. Pressure-test assumptions and flex key value drivers to evaluate impact on financial results.
- **Planning Reorganisations** — Changing legal entity structures to simulate the impact on financials is not something that's wise to do in a General Ledger (GL). Modern corporate performance management (CPM) solutions support the creation of multiple hierarchies and the ability to analyse alternative what-if scenarios and funding options on key liquidity, profitability, debt covenants, capital structure and more.
- **M&A Integration** — Integrate new firms, collecting data from new GL/PMS systems, mapping disparate charts of accounts, and generating consolidated financial results for internal and external reporting.
- **Ongoing Performance Monitoring** — Post-M&A, track financial and operational performance and key performance indicators (KPIs). Quickly analyse the sensitivity of your cost structure, revenues, or capital structure to external drivers such as commodity prices and evaluate FX and interest rate exposure. Mid-course corrections are critical to realising expected synergies and maximising the return from M&As.

### ↑ Fast Deployment

Fast deployment, upgrades and security with OneStream's 100% Microsoft® technology stack

### ☑ Ease of Use

Ease of use with Microsoft Office® and mobile support to ensure a fast learning curve and high user adoption

### ↻ Dashboards

Flexible, self-service dashboards drive agility and transparency to financial and operational data



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## Professional Services Firms and Global Enterprises Are Turning to OneStream



**BDO** is an international professional services firm providing assurance, tax, and advisory services. BDO had been using several Oracle Hyperion applications to support planning, reporting and analysis. Their deployment grew to include three Hyperion Planning applications and nine Essbase reporting cubes spanning ledger data, contracts, employees, projects, demand and workforce reporting. This complex landscape of applications led to multiple versions of the truth, manual data movement, system stability and availability issues as the data volumes grew, and ongoing maintenance challenges.

BDO selected OneStream to meet three requirements: scalability, information delivery, and data integrity. OneStream can handle larger data volumes as BDO grows, and empowers key decision-makers with accurate information, rich dashboarding and reporting capabilities. By combining multiple data sets, OneStream creates one source of truth. As a result, BDO now enjoy a reliable system supporting their mission-critical planning and reporting processes. Users can shift more of their time to value-added analysis instead of system maintenance. “We now have happy users who are able to absorb information the way they want with self-service reporting and dashboards,” said Lynn Calhoun, CFO. “This includes a wide range of information, not just financial — including managing people and clients.”



**Melrose PLC** grows by acquisition, buying good manufacturing businesses with strong fundamentals whose performance can be improved. Melrose needed a complete replacement of Hyperion Enterprise, HFM and FDM for management and statutory reporting, and weekly treasury cash flow forecasting. They required an agile solution that offered true flexibility when acquiring and divesting businesses quickly while retaining historical data.

Melrose implemented OneStream for management, statutory reporting, and weekly treasury cash flow forecasting. They now have a single platform that complies with statutory reporting requirements, improves analysis, audit controls, and gives overall visibility into change. OneStream is fully owned by the office of Finance, and exceeds all advanced financial consolidation and reporting requirements in a single and agile solution that is easy to use and maintain.

“**OneStream’s unified financial intelligence** and **extensible model** enables Melrose to deliver maximum value to corporate reporting along with **operational value** to each diverse business unit. Guided workflows and OneStream’s powerful consolidation and reporting engine offer a **turn-key solution to business users** and a **lower TCO for group reporting.**”

— Jason Care | CIO  
MELROSE PLC

## Lead at Speed with OneStream



### Implement a Rolling Forecast

Move beyond static annual budgets and continually plan to provide administrative and practice leaders the ability to make forecast adjustments based on what’s happening today.



### Align Operations and Finance Goals

Unify operational data with financial results for improved scenario planning, programmatic strategies, and better visibility firm-wide.



### Leverage Drivers and KPIs

Understanding the key financial drivers at your firm will help the partnership make more proactive decisions and manage resources more effectively.