CONQUERING COMPLEXITY IN
PROFITABILITY MANAGEMENT

As organizations grow in complexity, Finance leaders are challenged to provide strategic insights to help guide P&L owners to make business decisions that drive enterprise profitability. Why is this? Because legacy, connected corporate performance management (CPM) solutions and over-reliance on spreadsheets bog down the revenue and cost allocation processes.

These outdated solutions limit Finance teams' ability to create agile models and what-if scenarios required to optimize profitability. They also increase friction between Finance teams and line-of-business leaders by limiting visibility and transparency into the detailed operational metrics that comprise profitability and effective decision-making.

To truly conquer complexity and lead at speed, Finance teams require a greater ability to analyze revenue and costs across multiple dimensions such as **products, customers or channels**. Business unit leaders require a solution that provides deeper insights into the underlying drivers of profitability and an understanding of how changes in operational drivers impact the P&L, balance sheet and cash flow.

How Does Your Finance Team Manage Profitability?

- Are you hampered by reliance on spreadsheets, manual processes or legacy applications for allocating revenues and costs across lines of business?

- Do business leaders have visibility into profitability with the ability to drill into the underlying details?

- Do your P&L and Finance teams have the ability to perform what-if scenario modeling based on key profit drivers?

OneStream unleashes finance teams from fragmented, manual processes with profitability management that is part of a unified, Intelligent Finance platform that supports financial consolidation, financial, statutory, and management reporting, planning, forecasting and analysis. OneStream enables Finance leaders to conquer complexity by helping organize and manage allocation processes across business units and streamline profitability modeling and planning.

Did You Know?

52%

52% of organizations say they do not have a strategy for managing their data.

39%

Only 39% of organizations are able to regularly add new sources of data to enrich business understanding.
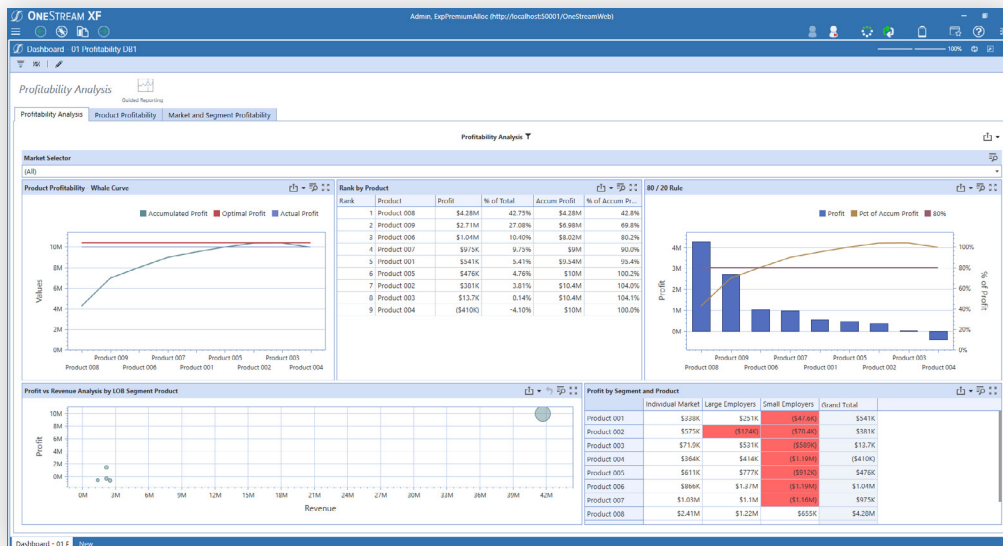
38%

Only 38% of organizations are able to make widespread use of non-financial data.

40%

40% of organizations are now technology constrained and do not have the analytical tools to fully exploit the data they have.

—Source: FSN 2020 The Future of Analytics in the Finance Function

Align Customer and Product Analytics with Financial Results

Empower P&L owners with **detailed insights required to lead at speed and drive decision-making**. OneStream's intelligent finance platform blends financial and operational data and enables users to create and share insights into key drivers such as customer and product profitability and how profitability varies by region or channel.

Powerful, Multi-Step Allocations with Audit Trails

Execute complex allocations across large volumes of data with speed and accuracy. OneStream eliminates offline, fragmented allocation processes with **complete transparency and auditability into profitability drivers** with drill-back and drill-through to source system details. OneStream creates a **single source of truth across key stakeholder groups** with defined, repeatable and fully auditable processes.

Built-In Reporting and Analytics

OneStream's configurable profitability and allocation reports and dashboards **enable finance teams to identify key business trends and gain insights** into which products, customers, channels and other lines of business are adding business value vs. detracting from profitability. OneStream's self-service visualizations and guided reporting, empower line-of-business leaders to isolate and analyze key profit drivers such as changes in price, mix or sales volumes.

What-If Scenario Modeling

Sophisticated what-if modeling capabilities help users **dynamically manage and track multiple scenarios** to provide an in-depth understanding of the profitability impact of changes in pricing, sourcing, service lines and product mix strategies.

Conquer Complexity in Profitability Management

By eliminating outdated tools and unifying CPM processes, OneStream unleashes finance teams from managing fragmented offline processes and enables them and their business unit leaders to focus on optimizing profitability. Here are just a few of the key benefits:

- **Easily Manage Cost Allocations** — Enable finance teams to execute and report on complex cost allocations on a real-time basis with defined, repeatable and fully auditable processes within a unified solution.

- **Create What-If Models and Plans** — Drive profitability performance with what-if scenario modeling and planning. Enable effective analysis and collaboration with self-service visualizations, guided reporting, charts and graphs to isolate and analyze key profit drivers such as changes in price, reassignment of resources, new product introduction or changes in product mix.

- **Analyze Without Compromise** — Empower managers with deep insights into profitability by products, customers, channels and other dimensions. Managers can easily combine financial data with daily or weekly operational data such as products, parts, labor and manufacturing costs to identify performance gaps and take action to drive profitability.

Powerful Profitability Management

Multi-Step Allocations
Execute accurate, transparent and auditable allocations across sophisticated enterprises.

Built-In Reporting and Analytics
Highlight key profitability drivers with interactive self-service visualizations and guided reporting.

What-If Scenario Modeling
Dynamically manage and track multiple profitability scenarios.

> " The end-user experience with OneStream was so intuitive that new users were able to pick up the system quickly, after only about 20 minutes of training. **Time-savings have been achieved in several areas.** Data load times are faster. **Allocations that used to take hours are now completed in minutes** and are executed dynamically as data is changing."
>
> — *Wayne Zeiler, Director of Financial Systems*
> *ITG*