



verostone



APPLIED
**FINANCIAL
INTELLIGENCE**

Analyse Results, Model
the Future, and Optimise
Organisation Decision Making.



VEROSTONE SUPPORTS BUSINESSES through Financial Transformation

We empower organisations to make strategic decisions that are actively supported by flexible performance management solutions.

It is important for companies to keep up with the changing market needs. Businesses, whether small or big, need to regularly upgrade or migrate their existing applications to better ones, to meet the requirements of the times.

Covering strategy and design, solution-specific deployment and training, the service and communication our clients receive is second-to-none. All of this is designed to deliver implementations on-time and on-budget, along with elevated levels of adoption right across your organisation. Verostone can help you develop your strategies at the pace and in the scale that will best help your business grow and thrive.

We work with you to address these key focus areas:

- BI Reporting and Analytics
- Cash Forecasting and Management
- Data Integration
- Financial Close & Consolidations
- Financial Reporting & Planning
- Sales and Operational Planning
- Scenario Planning and Modelling
- Workforce Planning

We partner with you to plan for the unpredictable and enable you to figure out your organisation's future

Our customer-centric approach is key to our success. Verostone will engage your leadership teams in conversations that work towards identifying your objectives and key results and then crafting strategic roadmaps that reflect your team's expertise. We guide organisations through each stage of a project lifecycle and offer industry-skilled, product-certified implementation consulting services experts; either complementing an organisation's existing team or taking on complete project management.

From consulting to solution design, onboarding and training, and round-the-clock support, you're in safe hands with the Verostone team. Responsiveness to customer needs is pivotal to everything we do. We take immense pride in both our 100% implementation success record and our #1 satisfaction ratings from third party analysts. We recognise that all performance management solutions are mission-critical for our clients, and we strive to deliver in every phase of our partnership to drive client success.

With Verostone's expertise, your business gains the ability to easily adapt outdated solutions and modernise your systems to stay ahead. Don't be afraid of change. With our support, you can embrace even the most complex software changes with confidence.





Managing Your ORGANISATION THROUGH UNCERTAINTY

Disruption is everywhere and amid disruption, agility matters.

The business world is always changing. Today, there is rarely an aspect of business that isn't constantly fluctuating, evolving, and adapting to trends. However, in recent years, this has been at a much greater rate and risks that had not been previously anticipated or recognised can quickly become a new reality.

While industries might be united by growing unpredictability, each sector also presents its own unique set of challenges and opportunities; from mapping and managing cash cycles in Insurance to effective inventory management within Manufacturing. From cash flow planning in Retail, to workforce planning and management in Hospitality, to disrupted supply chains in Brewing and Beverages.

However, whilst the business world may have dramatically changed, the fundamental business requirements haven't. There is still a need for businesses to plan and budget effectively, forecast more frequently and improve overall performance management throughout the organisation.

While there are many challenges that are sector-specific, businesses across the board are facing a range of issues that include:

- Driving improved business performance
- Maximising shareholder value, whilst minimising risk
- Delivering better financial management
- Providing greater financial certainty
- Achieve greater business agility

It is unsurprising then, that modern financial planning practices and tools have become central to decision making. In times of uncertainty or change, organisations must find new ways of operating with agility and business leaders must be able to assess a situation quickly, create a viable plan of action based on realistic data, and execute with velocity. By gaining a better understanding of the issues organisations face in financial planning and analysis, organisations can re-imagine and re-align quickly to develop new forecasts and strategies for success.

Verostone's capabilities help clients lead transformation and improve collaboration across departments and geographies, reduce complexity and empower end users to deliver exceptional customer experiences. Our solutions include sophisticated performance management tools that help manage your financial position to ensure long-term success.





Meet the Challenges and **OPPORTUNITIES AHEAD** **WITH CONFIDENCE**

Embracing an agile mindset can help your business stay ahead in uncertain times.

New economic realities have dramatically shifted the landscape in which all businesses must make decisions. And whether you're planning for growth, planning for change, or planning for business as usual, you need to plan with agility.

Agility in financial management and planning is all about making decisions with greater confidence. By being financially agile, businesses can make it easier and speedier to respond to the changing landscape and to understand how to re-plan when further challenges come their way.

During times of change, businesses across all sectors need to adapt swiftly and include robust recovery plans and growth strategies for the future. Those with robust and responsive systems and processes already in place, are better able to pivot and adapt. In many cases, the speed at which businesses can adapt to unexpected changes, allows organisations to uncover new opportunities and even thrive, in challenging times.

Adapting to financial change quickly will help your organisation develop a more agile business model that can easily navigate the challenges of the ever-changing global environment. And If you're planning to increase your organisation's agility, you can't avoid modernising your financial processes.

Steps your organisation can take to master financial agility include:

- "What if" scenario modelling for future-mapping in a crisis
- How to gain full visibility across all disparate cash sources to get real-time insight into your organisation's cash position
- Modelling financial scenarios to create diversification and new routes to market
- Adapting – or updating - your future financial strategies for success
- How to manage your organisation more effectively through improved cash management, financial forecasting and workforce planning and management
- Understanding the greater needs for improved financial reporting and analytics

As expectations for business conditions vary sector to sector, it is vital to immediately identify financial management performance tools that will assist with the specific range of issues and challenges facing individual industries. The key is to match solutions to specific sector challenges with robust, agile financial planning and management that will prepare businesses for the range of immediate uncertainties.

Continuous innovation matched with robust financial planning and management, for fast, effective decision making, are your keys to success.



Proven Solutions to **HELP YOU MOVE AND GROW WITH AGILITY**

We transform businesses through improved financial performance, working with you to implement sophisticated solutions that suit your business needs.

The key to financial agility is having access to accurate and real-time financial data. It is also important to be able to maximise opportunities by capturing reporting and analysis to develop new business models and provide a stable revenue stream during intense disruptions.

Financial data offers greater insight into how the business is performing within current market conditions, linking operational drivers to financial results. By making informed decisions with accurate forecast and budget data, both financial and nonfinancial, businesses will be able to align strategies with immediate and long-term objectives.

By efficiently gathering financial information from across the organisation, businesses can predict the impact of a wide range of operational and market drivers. Consequently, they can put in place insight, agility and continuous innovation matched with robust financial planning and management, for fast, effective decision making. With such processes in place, companies across all sectors will be able to rethink their overall financial planning approach, to consider key drivers of source data, revenue guidance, and realistic budget planning.

Careful cash management is also crucial, along with an analysis of capital expenditure and running multiple scenarios to prepare for all kinds of change. By gaining a better understanding of impacts and changes that will affect each industry, businesses can better re-imagine and re-align how to plan operations and growth going forward, developing new forecasts and strategies.

Ultimately, with the over-arching aim to empower critical decision-making and leadership that will successfully grow every business through current problems and beyond.



If your aspiration is greater business agility then you need to consider:

- **Business collaboration and engagement:** Collaboration from the business is essential for buy in and ownership, but also to fully understand all the key metrics and the effects of any changes
- **Data integration and accuracy:** Data is key. If you have bad data to start with it is impossible forecast correctly using trends. It is also important to be able to measure delivery against any budgets
- **Scenario planning:** Having multiple scenarios is never more important than in times of high uncertainty. Having the ability to quickly assess the impact of any changes to drivers, and providing the agility to adapt to changes to remain profitable
- **Reporting and analytics:** Monitoring performance has always been a key attribute. Mixing financial and non-financial data to give a holistic view of the organisation's overall performance. Providing the ability for detailed analysis of underlying components such as customer or product profitability is key for any organisation to understand to quickly adapt to any changes

- **Automation and workflow:** Removing as much manual intervention is key to not only speed up the time to report, but also for greater accuracy of the data. Having a workflow enabled allows organisations to fully understand where they are in the process and what is still outstanding

By understanding the drivers and being able to quickly adapt to changes your organisation benefits from improved decision making throughout the whole company.





Complex Financial PLANNING MADE SIMPLE

At Verostone, we translate complexity into profound simplicity.

Verostone redefines what to expect from a financial performance management solution, ensuring complete peace of mind. All our service professionals are seasoned experts in performance management best practice. Our consultants have held FP&A leadership positions and so are able to put themselves in our clients' shoes to really understand their problems and deliver the solution.

We only bring on board the absolute best people in terms of specialist skills and experience – often recruiting directly from within the industries we serve. Our sector-specific knowledge and track record means you know you're in safe hands.

Verostone's planning solutions are flexible enough to meet a range of industry-specific needs, regulatory requirements, and organisational preferences. If you're looking for solutions related to long-range planning, budgeting, cost accounting, profitability analysis and reporting, our in-house domain experts ensure you receive the best possible service available anywhere in the market.

We Work Across a Broad Range of Sectors **YET UNITED WITH ONE AIM**

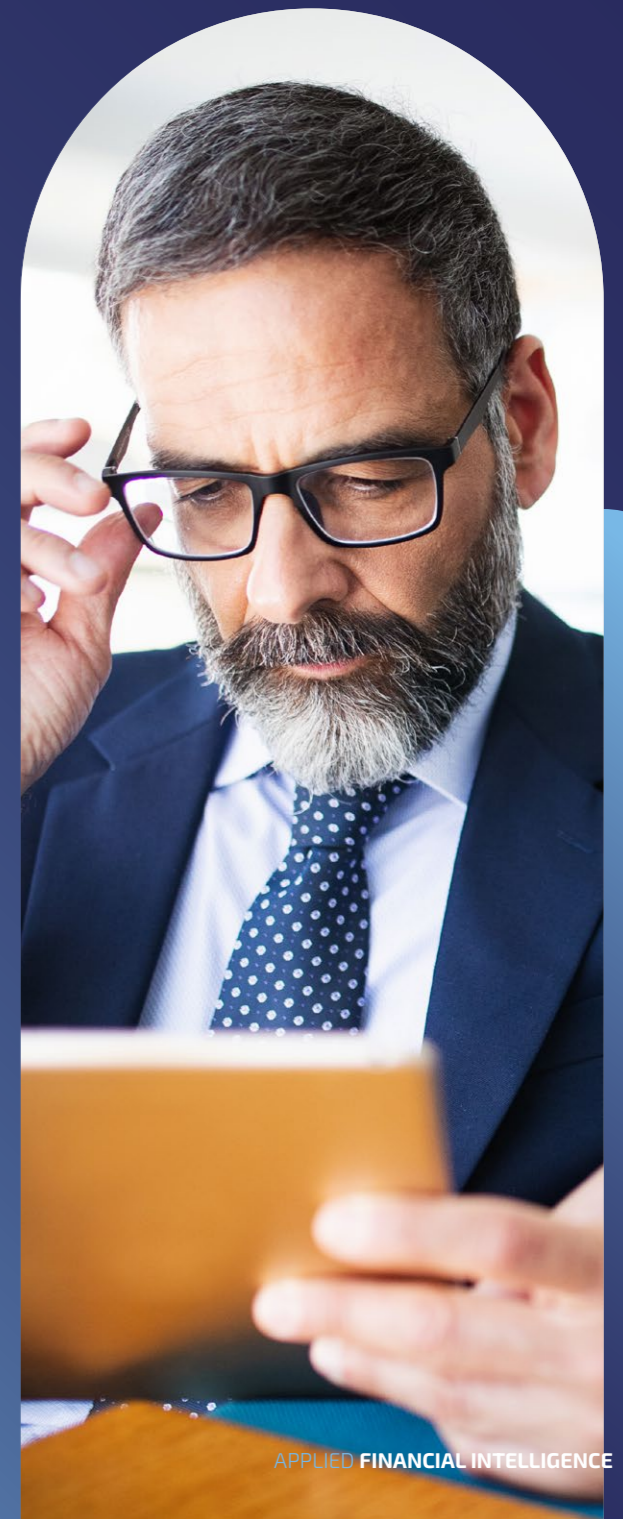
What's important to the businesses we work with?

- Understanding risk and mitigating it
- Adapting to change, quickly, with confidence
- Improved decision making – at every level
- Driving and supporting sustainable growth
- Business confidence – financial certainty

We work with you every step of the way.

- Consulting and advisory
- Implementation
- Software migration
- Data integration
- Training and development
- BI reporting and analytics

We pride ourselves in combining the best-in-class financial performance management technologies with a depth of financial and industry expertise.





Working With You to **STRATEGIZE, BUILD AND IMPLEMENT**

A 100% success record doesn't happen by chance. It takes dedication, commitment, focus and expertise.

From initial consultation through to strategy and design, our expert consultants deliver implementation on-time and on-budget and provide a rigorous onboarding process that ensures high levels of adoption right across your organisation.

For successful implementation, people are just as important as tech: something that Verostone knows better than most. This is why we only hire consultants with applicable industry experience with core finance and technology backgrounds. Our software implementation consultants provide strategic guidance and customised solutions that work effectively, can scale with your company and deploy easily across the entire organisation.

Whether driven by a need to cut costs, or by pursuit of a competitive advantage, strategy consulting can help plan near-term changes to support organisational goals.

Achieve Optimal Outcomes From Your **SOFTWARE SOLUTIONS QUICKLY AND EASILY**

A new digital transformation project is your opportunity to make a real difference. Whether you're modernizing IT, launching new productivity tools, or enabling new customer experiences, getting operational quickly and smoothly on digital workflows is vital for your organisation's success, and your peace of mind.

Implementation services rely on a structured, comprehensive approach from design to testing to help you achieve optimal outcomes from your software solution quickly. It takes the right mix of industry and technology expertise to realise successful software deployments that help you advance your business.

Verostone utilises industry knowledge and proven best practices to ensure that solutions fit the way people in your organisation work, easing user adoption.

Effective Software Migration **IS A TEAM EFFORT**

Software migration and the process of moving systems and records from one software to another is incredibly complex and may result in costly delays if you don't have plans in place to solve for everyday challenges.

Effective migration is a team effort and involves all parties. Regardless of your business goals, your migration project cannot simply involve management instructing the software engineering team to make a new system that resembles the old one. Key players within the management team must actively take part in the creation of the migration plan and give full buy-in and support for the migration efforts.





Verostone; With You For THE WHOLE JOURNEY

To get the most out of your investment, the right technology is important. But so too is having the right people behind the tech.

This is where the Verostone customer success team comes in.

The customer success team is comprised of industry veterans who are quick to respond with best-practice solutions, not just answers. The team is involved during all phases of customer engagement, from initial solution design and deployment right through to post-launch and ongoing support. Crucially, the team also works in lockstep with our software developers, to ensure our customers are always on top of the latest updates and product innovations.

For getting you up and running and for ensuring your people get the most out of your chosen solution, our team is with you every step of the way.

Improve CROSS-FUNCTIONAL COLLABORATION

Your workforce is your organisation's most expensive asset and by elevating the skills of your team, your business can only reap the benefits overall. Through constant engagement, tutoring and support, Verostone can assist your staff to become more proficient in their roles and more able to work independently and confidently across the software solutions you have chosen to implement.

With a focus on "upskilling" employees, your team will be able to achieve their goals more effectively and deliver better results cross-functionally throughout the organisation. Through ongoing staff development, you can guarantee engagement with your software solutions and improved collaboration within teams.



Shorten the Learning Curve with EXPERT GUIDANCE

It is important for your organisation to see the benefits of your software solutions quickly. But with a traditional learning curve, it can be difficult to know the best route to achieve the goals you have outlined. And even harder to put these goals to the test.

Verostone's team of expert consultants work together with your organisation to steer you in the right direction; utilising our industry and platform knowledge, you can be assured that you always have access to the "best practice" advice from industry professionals who understand your specific business challenges. This means that whether you are struggling to create reporting that reflects your objectives, or you are simply not seeing the results you need; you can always rely on Verostone to bridge the knowledge gap for your team to ensure success

Achieve More with Verostone's TRAINING SOLUTIONS

Unlock the full potential of your solutions with the Verostone Academy.

Verostone Academy's software training helps users maximise the power of their solution to drive improved performance.

Our training programmes and courses are highly specialised and are designed around participants' industry, solutions, and skill level. Our training helps you make the most of your software investment by strengthening key abilities such as reporting and analysis. There is also the opportunity for expert users to gain certification in their chosen field.

Verostone Academy courses are offered on a bespoke basis and are tailored to meet your needs. All hands-on courses feature facilitated discussions, detailed system demonstrations, and practical application exercises.

Partnering with the Right Technology Provider **MAKES ALL THE DIFFERENCE**

We work with you to identify the best solution for your organisation, ensuring that you can easily navigate the challenges of the ever-changing global environment.



Planful integrates your critical financial processes to serve the data you need, insights you demand, and answers necessary to grow your business. Then use this centralized data to plan rapidly, close faster, and report accurately.

About the platform:

Flexibility and connectivity that scales with your business.

Have full control of how you administer and manage your financial processes, on a finance-owned platform. Empower business leaders across the company to drive the plan forward in a single place, putting finance-first collaboration at the heart of every decision.

Accelerate access to actuals, create insightful reports and analysis, and manage financial and operational planning all within Planful.



Vena corporate planning software leverages Excel, the tool you already know, to do things you've only imagined. Excel can measure, track, and store anything. Vena builds on that flexibility to empower customers to store, edit, share, and analyse the data that drives their business, their way.

About the platform:

Vena is the only native Excel complete planning platform.

Vena leverages the familiarity and flexibility of an Excel interface within the Vena Growth Engine, the SaaS platform and methodology that powers your plans and guides your journey to growth. Over 800 of the world's smartest companies grow with Vena.



Axiom Software is an enterprise performance management tool that arms FP&A professionals and executives with the best tools for budgeting, forecasting, planning, reporting, scenario modelling, and more. Finance teams using Axiom Software spend more time analysing data to better understand the drivers that affect their organisations.

About the platform:

Transform data into intelligence and strategies into success.

Finance professionals should be empowered by intuitive software that enables them to spend less time aggregating data and more time empowering strategic decision making. Axiom's industry solutions are built upon years of partnership with customers to develop best practice solutions that make an impact.



Boomi enables you to deliver Integrated Experiences so you can transform interactions (increase revenue with new and existing customers); transform how you add and connect with suppliers; and transform, simplify, and improve employee engagement.

About the platform:

Connect everyone to everything with a cloud-native, unified, open, intelligent platform.

The Boomi AtomSphere platform brings Integrated Experiences to life. Integrated Experiences unifies information, integration, and interactions to help you help your users instantly connect people to what they want, when, where, and how they want to engage. Leveraging the power of the cloud, Boomi's single instance multi-tenant platform provides all the benefits of the cloud, including flexibility, agility, design patterns, scalability, high availability, built-in redundancy, and automatic upgrades.



Through Improved Financial Performance **TRANSFORM YOUR BUSINESS**

Built upon years of successful customer partnerships, we provide tailored solutions to fit your needs.

BI Reporting and Analytics

A good reporting tool is vital to take the large volume of data created by the modern business environment and turn it into useful information. If you are going to make the best decisions, you need the right insights into what's really going on.

Verostone provides data and analytics services to our clients by analysing business data, compiling reports, and building visual models to explain and illustrate trends and relationships hidden in vast data sets within the organisation.

We will work with you to bring together all the different databases and archives, across all your different business units and locations, to find common facts, identify trends and detect problems before they manifest. Our solutions allow your business to analyse and visualise financial and operational data to identify and highlight trends, variances, and improvement opportunities. While other performance management tools simply offer reports, we offer timely data and robust capabilities, to bring your decision-makers the answers they need.

Cash Forecasting and Management

Cash flow is the most critical aspect for protecting and growing your business, especially now. But pulling different levers to understand their impacts on cash flow should not be a manual, time-consuming process. Ambiguous projections and an outdated, inaccurate view of your cash position hinders your ability to provide clarity to the business.

A changing approach to risk has prompted many progressive businesses to move away from silo-driven outlooks across income, assets, cash sources and operating costs. Gaining a better understanding of your cash flow drivers will help you set targets so you can proactively influence results and plan for future investments.

Our integrated solutions enable your business to effectively manage your cash inflows and outflows to anticipate long-term cash requirements and pay down debt. Together, we will help you to put your cash to work.

Data Integration

Data is the cornerstone to any business, and data integration plays a pivotal role in making sure that data is accessible and actionable across the enterprise. However, business data often gets stuck in data silos. Different departments have different requirements and systems, and many times, planning data must also be written back into source systems. This results in time-consuming, error-prone processes that create obstacles to being truly financially agile.

Data integration enables your organisation to meet business demands, save time and money, reduce errors, increase data quality, and deliver more valuable data to your business users, who in turn can shift their focus to provide valuable analysis. Modern data integration tools and data engineering techniques can simplify and speed up the process of cleaning, transforming, and bringing together data from all your sources to make it analytics ready. With Verostone's guidance and comprehensive suite of high-end partner solutions, we can help you improve productivity between departments and deliver the greatest possible return on your investment.

Financial Close & Consolidations

The typical financial close and consolidation relies on an abundance of data, manual processes, disconnected and complex spreadsheets, and email-driven collaboration. It's a slow, friction-filled, error-prone way to gather, organise, and report on your business data.

Verostone expedites the financial close and consolidation process and allows your team to allocate their time to understanding company performance. And by enabling you to automate the tasks that can be automated, your team has more time to focus on higher level troubleshooting.

From local close through to group consolidation and reporting, Verostone can manage enterprise-level complexity, bringing together data from across your business to create a unified reconciliation process. With our support, your organisation can shorten close cycles, produce accurate reports, and improve transparency.





Financial Reporting & Planning

Finance professionals deal with reporting and analysis daily. With Finance departments under increasing pressure to provide detailed business insights for strategic decision-making, there is no room for disjointed approaches to planning. Plans, budgets, and forecasts need to reflect the reality of today's uncertain landscape. Using stale data risks missed targets and misallocated funds.

Verostone provides organisations with tools to quickly compare data at various levels of detail for analysis. Our partner solutions also offer seamless integration with Excel to work directly where the data and information is needed.

Verostone's Budgeting and Forecasting modules make it easy to gather the necessary data, make insightful decisions, and act without time-consuming manual processes. Our solutions support the entire budgeting, planning, and forecasting process, overcoming the challenges associated with disparate spreadsheets to deliver a truly intelligent approach.

Sales and Operational Planning

Bring together data across sales, operations and supply chain to create a unified plan. Verostone's Sales and Operations Planning module enables you to monitor signals across all your business units in real time, allowing you to build an integrated plan that ensures all business functions are closely coordinated.

Model the impact of various business changes, from rebalancing your inventory or workforce, working with a new supplier or making supply chain adjustments, taking the risk out of decision-making.

- Model the effects of changes to products, services, processes and suppliers
- Create complex scenario plans that can be directly compared with one another to reach the optimal outcome
- Build dashboards that update with real-time data to monitor KPIs and empower quick decision-making



Scenario Planning and Modelling

For any business, change is a fact of life, but all too often, technical limitations force teams to rely on the prevailing scenario as the one-and-only backdrop to their budgets and forecasts. Scenario planning is a vital tool for assessing the impact of critical uncertainties, new organisational initiatives, and fresh market opportunities.

Improved scenario planning and modelling will assist your organisation to:

- Define the key internal and external drivers of the business
- Quantify your financial sensitivity to these drivers
- Test the strength and flexibility of a strategy under rapidly changing conditions and multiple variables
- Manage uncertainty by modelling scenarios that depart from the current conditions
- Produce higher quality strategic plans, budgets, and forecasts

Verostone's software solutions help you eliminate the risks of bias and false assumption. Through trusted scenario planning tools, you can apply multiple variables with ease to test the impact of a vast range of market and organisational changes. Equipped with this, you can present reliable, updated forecasts to executive decision-makers, on-demand.

Workforce Planning

Workforce planning is about making sure the right people are at the right job and at the right time. Your workforce is both your organisation's greatest strength and its largest single cost. Despite this, many organisations find it challenging to rise above the slow, manual, and disconnected processes that strategically separate HR and Finance teams. Collaborating with the business is crucial to managing talent gaps and leaders are counting on you to help them make the right decisions.

Verostone's strategic guidance together with our partner solutions, allow your organisation to forecast and report labour expenses factoring in various drivers that impact your staffing. This will help your business plan ahead by aligning human resources data with assumptions about future increases and budget.



Our Breadth of **SERVICES, EXPERIENCE AND SUPPORT INFRASTRUCTURE SETS US APART**

We work across a broad range of sectors, with solutions that flex and adapt to your specific needs.

Founded on 30 years of expertise in planning, forecasting, profitability analytics and cost management, we equip your decision makers for truly effective, data-driven decision making.

Our clients include:



More Than Consultants, WE PROVIDE SIGNIFICANT TIME TO VALUE

We help manage your financial position to ensure long-term success.

In this ever-changing world, companies need to think fast and stay agile. And that requires strategies that work in the real world.

Organisations, of all sizes, are faced with an increasingly complex and growing landscape of technologies to choose from. Today's industry-leading marketing and customer experience management solutions offer far more functionality than ever before. This expanded breadth of capabilities, along with the need for many of the tools in place to work (integrate) with other applications, increases both the value and complexity, of the solution set to the organisation. However, this complexity also increases the risk of a failed implementation. That is why partnering with the right service provider can make all the difference.

With experience across the value chain, Verostone helps clients create strategies that come not just from knowing, but from the know-how of doing.

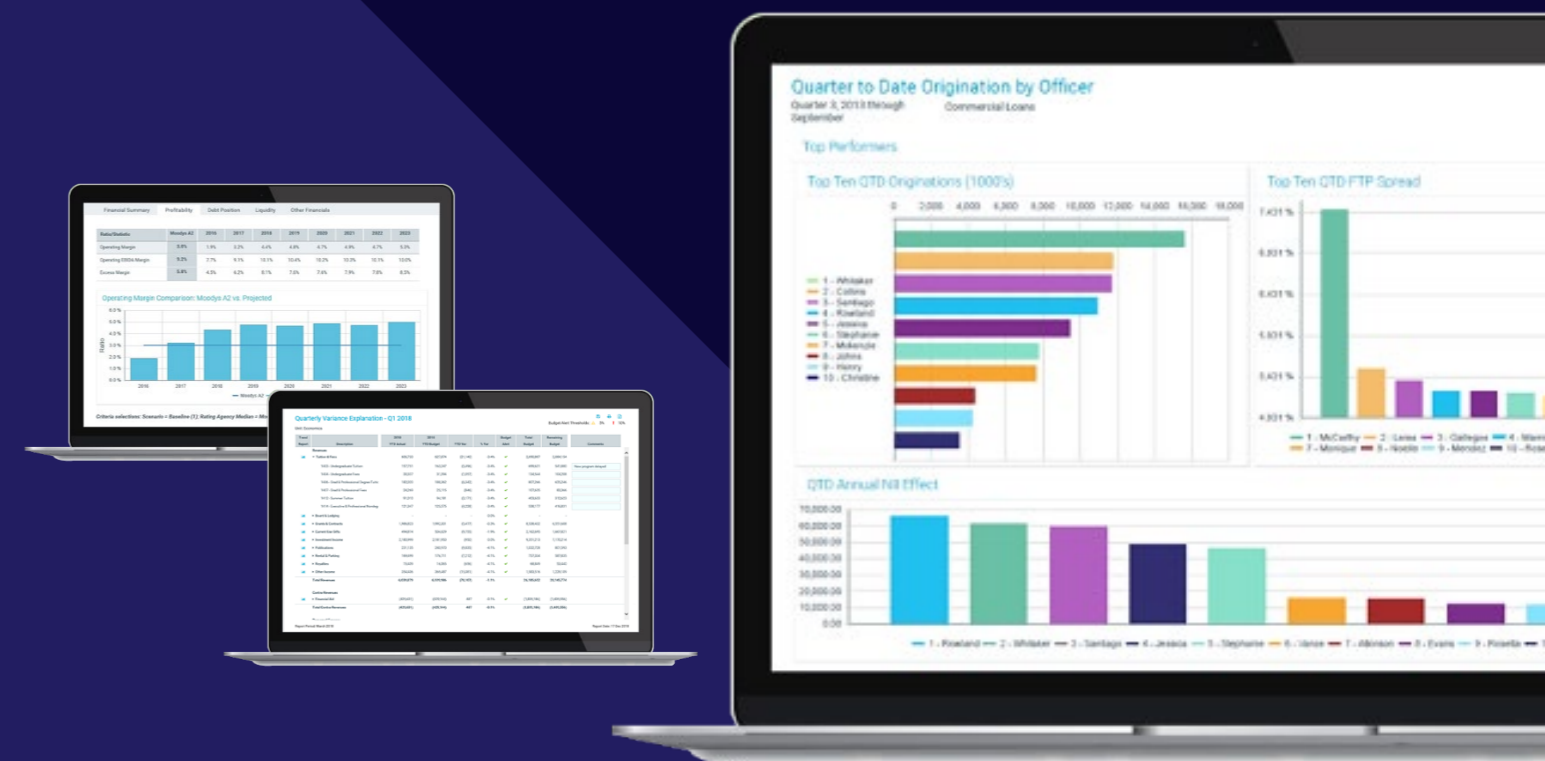
Why Verostone?

Successful implementation demands detailed knowledge of how the software is put to work in the field, along with a deep insight into what our customers are seeking to accomplish.

- Experienced solution & FP&A experts
- Broad industry experience
- Collaborative approach
- Ongoing partnership with our clients
- Fully Planful certified

Putting our customers first

Discover how our customer-focused approach, experience and knowledge combine to create a market-leading service that will go beyond your expectations.



PUT VEROSTONE TO THE TEST, Many Organisations Have

Verostone's expertise helps organisations to be financially agile through flexible performance management solutions that help organisations like yours become – and stay – financially agile in challenging times.

Helping companies to achieve:

- Improved accuracy
- Increased visibility
- Greater efficiency
- Accelerated reporting
- Single source of truth
- Faster results

Experts in helping
organisations
**IMPROVE FINANCIAL
PERFORMANCE**

Why not get in touch and see how Verostone can help your office of finance face the challenges of today and tomorrow.

Contact us by emailing hello@verostone.com or call us on +44 1932 548 465 to talk to one of our specialists.





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