The Journey to CFIN and Beyond

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In This Session

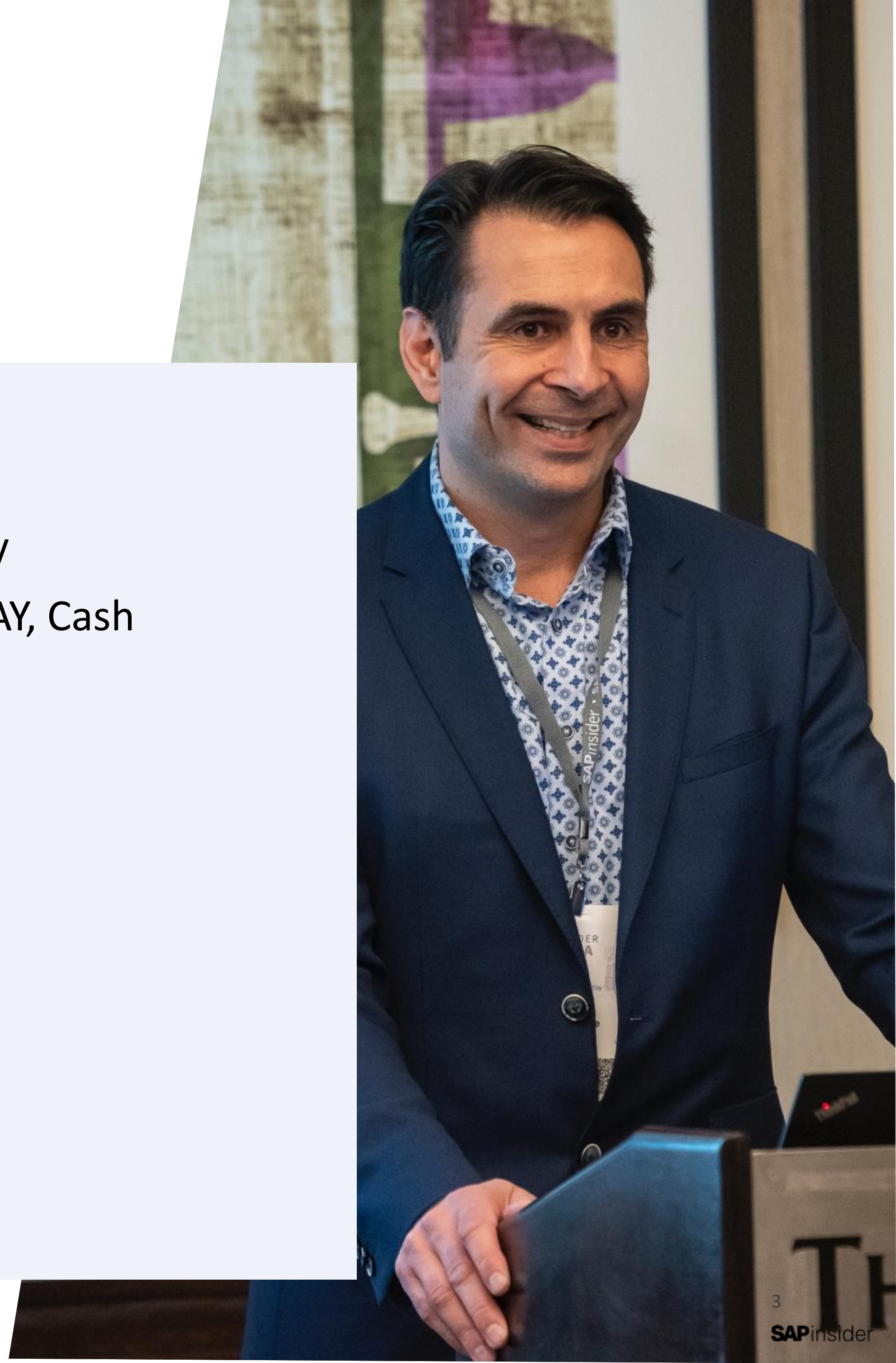
We will discuss the benefits and value proposition of doing “Finance First”, for example, implementing CFIN as a low risk and foundational entry to finance transformation.

Kick-start and accelerate the CFIN journey by using powerful accelerators like Deloitte’s asset “Kinetic Finance Startup” to improve efficiency, reduce implementation risk and deliver measurable value sooner.

Learn more about “Beyond CFIN Opportunities” and the implementation of subsequent phases like CPAY, Asset Accounting, and even full ERP.

What We'll Cover

1. Benefits of doing 'Finance First'
2. How to kick-start and accelerate the CFIN journey
3. The path beyond CFIN – delivering value with CPAY, Cash Management and full ERP adoption



Topic 1

Benefits of doing ‘Finance First’

Possible Areas of Improvement in Current Global Environment

Major risks involved in long business transformation projects

Diverse business processes and practices across business units

Long process harmonization and/or **system consolidation timelines**

Heterogeneous ERP software systems

Absence of **common processing platforms**

Companies pursuing M&A strategy need **quick financial integration**

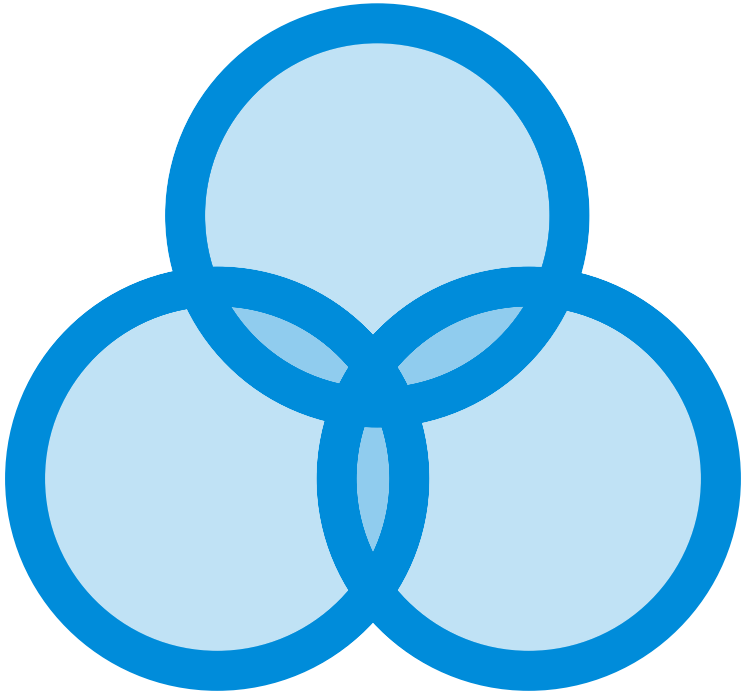
Lack of a harmonized data model

Processing **huge volumes of data** by leveraging predictive analytics

Trend in marketplace shows increased efforts towards full digital centralization of Finance and Shared service functions

Defining Value For Central Finance

Implementing Central Finance brings together benefits of a central platform, new capabilities of SAP S/4HANA and selective opportunities for finance transformation



Centralized Platform

- Enterprise-wide reporting
- Harmonized data
- Cross-company cash application
- Enterprise allocations

SAP S/4HANA

- Real-time analytics for better decision support
- Single source of the truth with Universal Journal
- Improved user experience for greater productivity

Selective Finance Transformation

- Select process improvements
- Centralize finance processes

Additional Considerations

Central Finance can integrate with other centralized systems to reduce IT cost and complexity and improve the integrated central landscape

Other capabilities frequently centralized:

Technology		Capability
SAP Ariba	**Ariba**	Indirect Procurement
CONCUR	**Concur**	T&E
successfactors™ An SAP Company	**SuccessFactors**	HR/Payroll
SAP MDG	**SAP MDG**	Master Data Governance

Topic 2

How to kick-start and accelerate the CFIN journey – Deloitte’s Kinetic Finance Startup (KFS)

Our Observations and The Need To Innovate

Why Finance First?

- Achieves rapid value with Finance, with minimal disruption to operations
- Low risk entry into SAP S/4HANA, first phase of roadmap to implement all functions
- Reduce change management impact and technology risk over full ERP deployment

Our Observations

- SAP Central Finance is a demonstrated capability that enables a Finance first approach
- Establishing a solid finance foundation takes time – we see a demand for achieving Central Finance faster
- Our clients typically face challenges freeing up business resources for large IT programs

Our Mandate

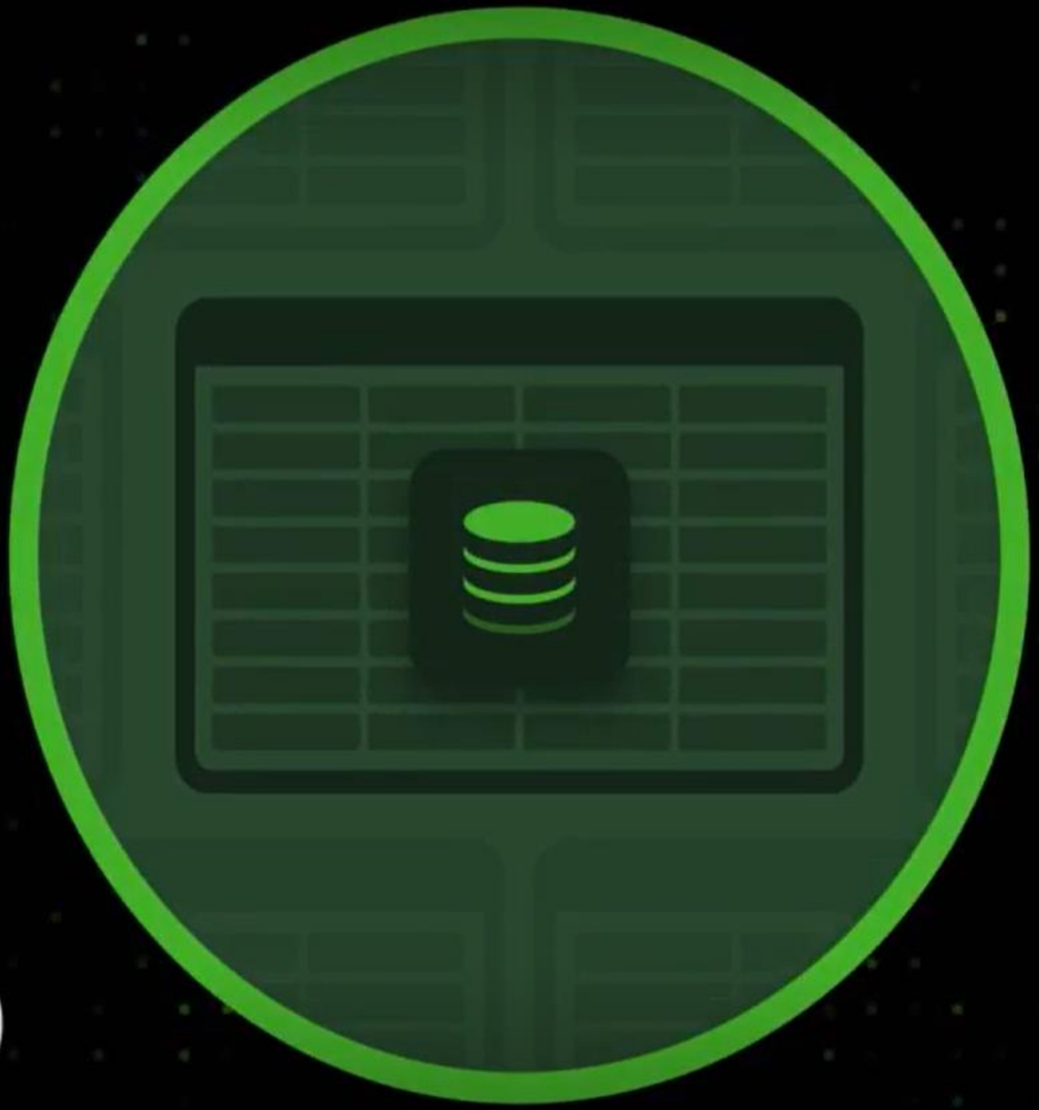
- To innovate to achieve:
  - ✓ Finance first approach
  - ✓ Accelerated timeline
  - ✓ Reduced risk to operations
  - ✓ Reduce business resources burden

What is Kinetic Finance Startup?

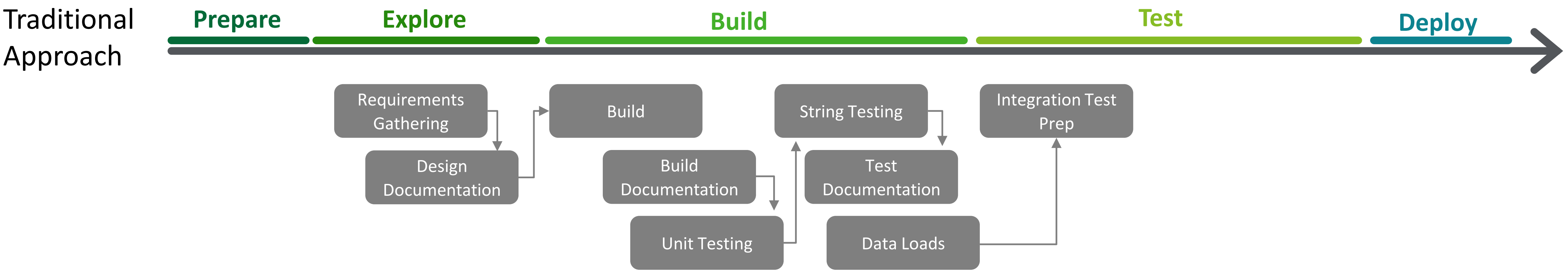
*A **simplified** and **improved** implementation **experience enabled by AI***

Deloitte.

Kinetic
Finance Startup



Cognitive Design, Exponential Efficiency



Achieve 6 months of work in first 3 weeks

Spend more time on validating results for better results

Standard practices, machine tailored for exponential efficiency

Topic 3

The path beyond CFIN – delivering value with CPAY, Cash Management and full ERP adoption

CFIN as the first step in Finance Transformation

Central finance sets the stage to run Finance processes centrally in a heterogenous system landscape with a non-disruptive implementation approach. With central process execution enablement, finance operations can drive simplicity in business partners – AP, AR and Bank processes followed by acceleration with S/4HANA innovations to achieve business process excellence.

Start as „System of Report",…

Foundation

- Connect source ERPs
- Central reporting out of Single-Source-Of-Truth with Harmonized data
- Central governance of structures & data
- Platform for mergers and acquisitions
- Analytics tools (SAC)

…then centralize Processes…

Centralize & Optimize

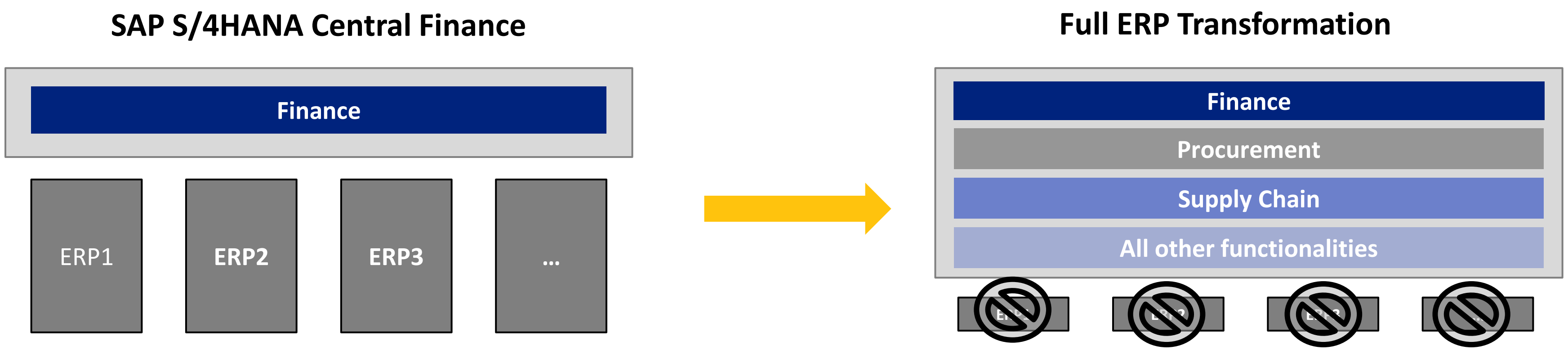
- Central Payments
- Central Credit, Collection and Dispute management
- Central Cash & Liquidity Management
- Inhouse Bank
- Intercompany Reconciliation with ICMR
- Central Accruals and Central Close with Advanced Financial close functionality
- Group Reporting

…to a leading „System Of Record"

Accelerate E2E Process Excellence

- Central Asset Accounting including lease accoutning
- Central Project Accounting
- Central Overhead Planning & Budgeting
- Extended Tax Reporting
- Transfer Pricing & Material Ledger

Finance First as a Risk Mitigation to Full Business Transformation



SAP Central Finance can complement a long-term ERP roadmap to consolidate into one or fewer instances:

- Achieves rapid value with Finance, with minimal disruption to operations
- Provides flexibility to bring additional business functions / processes into the central platform over time
- Over long term, remaining ERP functions can be deployed onto central platform to retire legacy ERP systems
- Reduces change management impact and technology risk over full ERP deployment

Key Points to Take Home

- "Finance First" (CFIN Foundation implementation), achieves rapid value with Finance, with minimal disruption to operations
- Opportunity to leverage Deloitte Asset "Kinetic Finance Start up" (KFS) to accelerate your CFIN Foundation implementation
- Capitalize on Finance Foundation to centralize business processes and adopt ERP for all business processes end-to-end

Thank you! Any Questions?

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