



BDO DIGITAL

# Breaking Free from Legacy Systems

ELEVATE FINANCE WITH  
MODERN TECHNOLOGY

MARCH 4, 2025

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# With You Today



**HOLLY PALMER**

Senior Strategic Consultant

**BDO Digital**



**CHRIS HOWARD**

Sr. Director of Global  
Partnerships

**Planful**



**NICK LEE**

Solution Consultant

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# Learning Objectives

1

Identify the key limitations and risks associated with legacy financial systems and manual Excel processes.

2

Describe the core benefits of a modern FP&A solution, including automation, collaboration, security, and AI-driven insights.

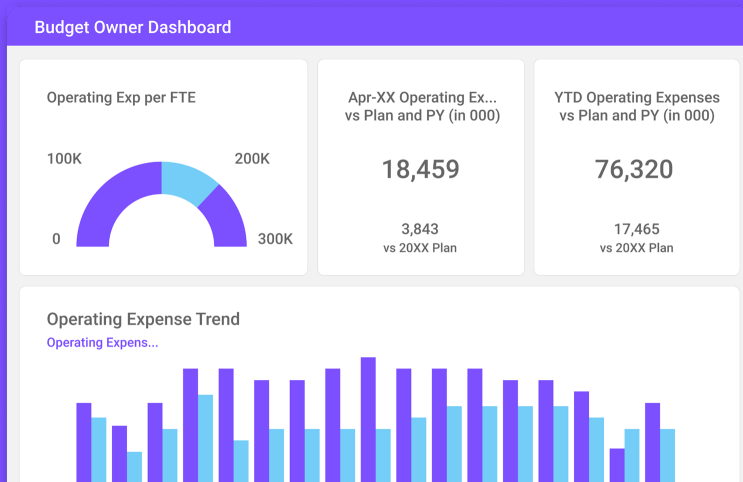
3

Explain how to leverage technology to establish a single source of truth for financial data.



The Planful platform, which helps businesses drive peak financial performance, is used around the globe to streamline business-wide planning, budgeting, consolidations, reporting, and analytics.

- Finance
- Accounting
- Marketing
- Human Resources
- Sales, IT, Ops



## 1,500+ Customers

90+ countries from all industries

## 500+ Employees

Across the U.S., Canada, UK, India, Germany and Australia

## 10+ Years Leading Cloud Innovation

Pioneered the adoption of cloud-based solutions in FPM market

## Global Offices

Operations in San Francisco, London, Berlin, Toronto, Melbourne, Hyderabad



# Global NetSuite Provider

NETSUITE PRACTICES IN EVERY REGION



Implementation,  
Optimization,  
Development &  
24x7 Support

100+  
Consultants

8+  
Avg. Experience



## Agenda for Today

1

The Challenge of Legacy Systems

2

Real-World Success: A Team's Transformation

3

Key Benefits of a Modern FP&A Solution

4

FP&A Demo

5

Q&A

# The Challenge of Legacy Systems

Manual processes &  
spreadsheets hold finance back



“

*My job is to scroll through this spreadsheet and look for numbers that are scary?*

SEVERANCE

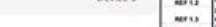




*70% of finance leaders say their teams spend too much time manually pulling together data from different sources, reducing the time available for more valuable analysis.*

**GARTNER**

## Product Profit Per Item



Requirements Engineering tools support the systems engineering lifecycle processes to engineer and manage all types of requirements throughout the product lifecycle. The tools should support systems engineering processes and methods as defined in the 4th edition of the INCOSE Systems Engineering Handbook that are based on ISO/IEC 15288. The questions for this survey were developed from previous surveys, ISO/IEC TR 24789:2009, A Survey of Requirements Engineering Tool Capabilities, as well as corporate tool surveys shared with INCOSE. They have been analyzed and modified based on the inputs from INCOSE and SETool.

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W
1	Example 1	Example 2	Example 3	Example 4	Example 5	Example 6	Example 7	Example 8	Example 9	Example 10	Example 11	Example 12	Example 13	Example 14	Example 15	Example 16	Example 17	Example 18	Example 19	Example 20	Example 21	Example 22	Example 23

# Look familiar?

# SOURCE

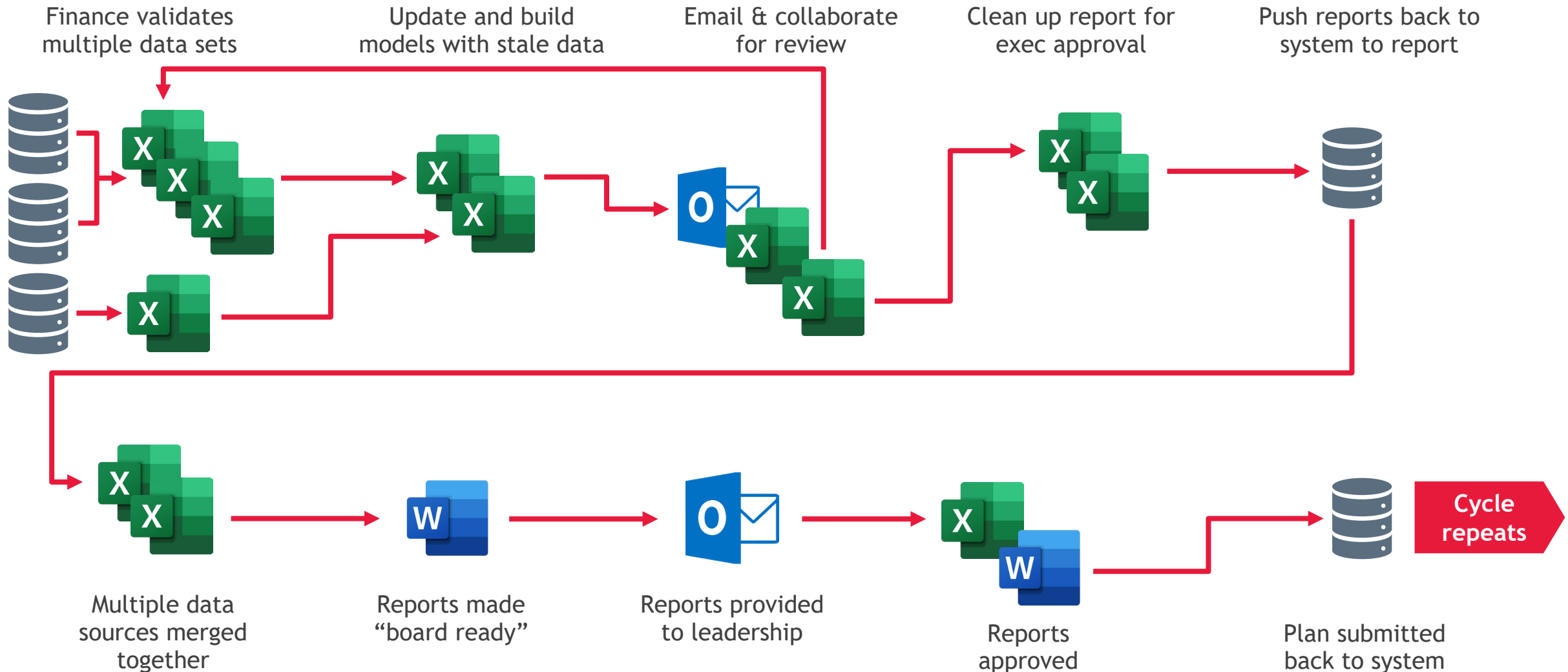
Source: Planful

“

*88% of spreadsheets contain errors,  
and 90% of spreadsheet users are  
unaware of them.*

MARKETWATCH

# Why are we still planning this way?



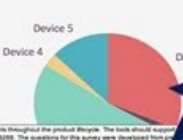
# Real World Success: A Team's Transformation

Uniting data for clear and accurate budgeting





Requirement	Device 1
Engineers (per hour)	1000
Parts (\$)	1000

[illegible]

</

# Look familiar?

# SOURCE

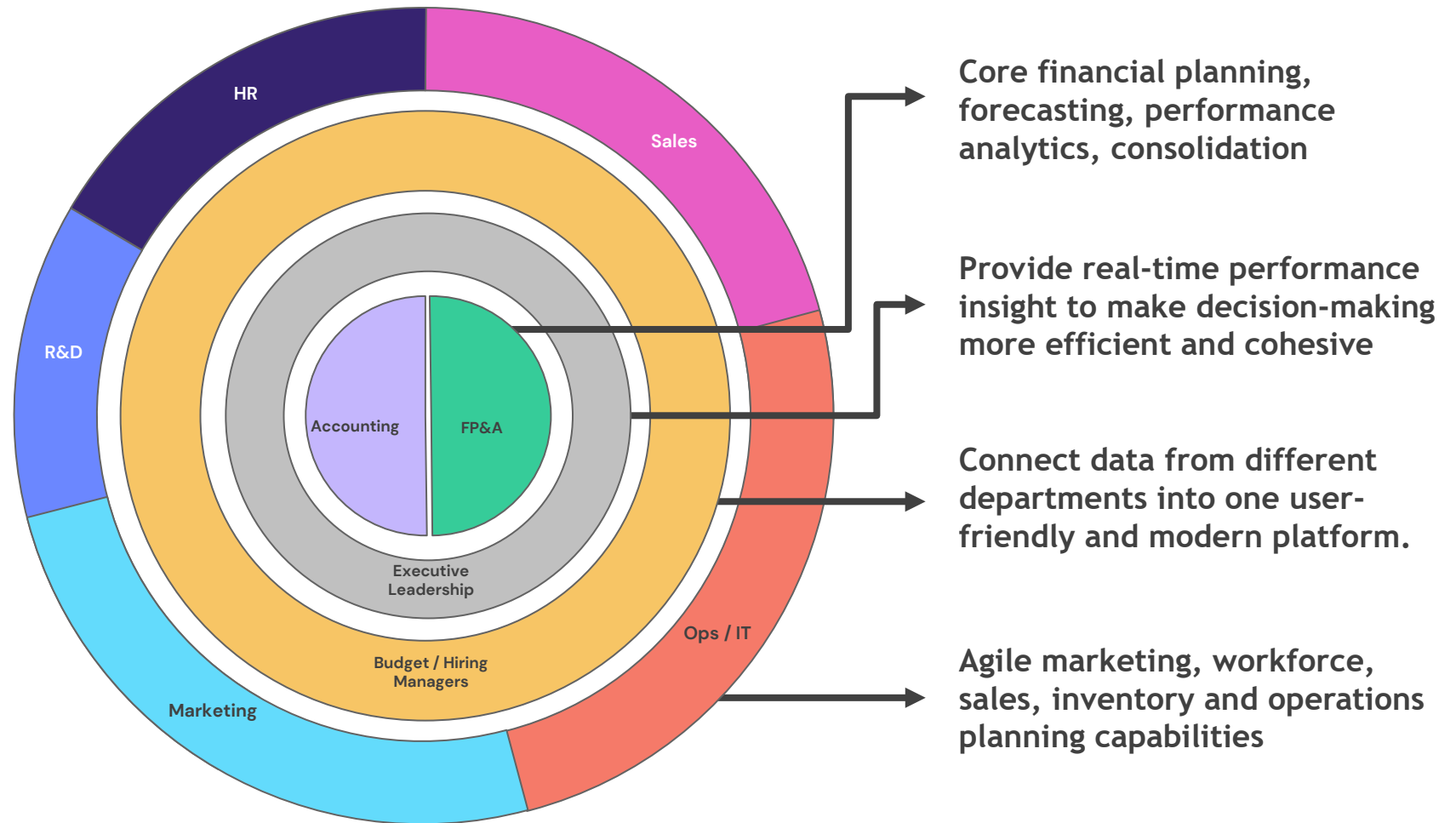
Source: Planful



# Financial Performance Management for Every Role

**Extending financial performance management throughout the business requires:**

- ▶ Purpose built applications that serve both the sophisticated needs of finance users and the need for higher granularity and less complexity of LOB users
- ▶ Flexible user experiences (e.g. Power Users vs. less frequent Business Users)
- ▶ Powerful collaboration
- ▶ Contextual AI / ML that simply works



Source: Planful

# Data Integration



## FP&A System Benefits

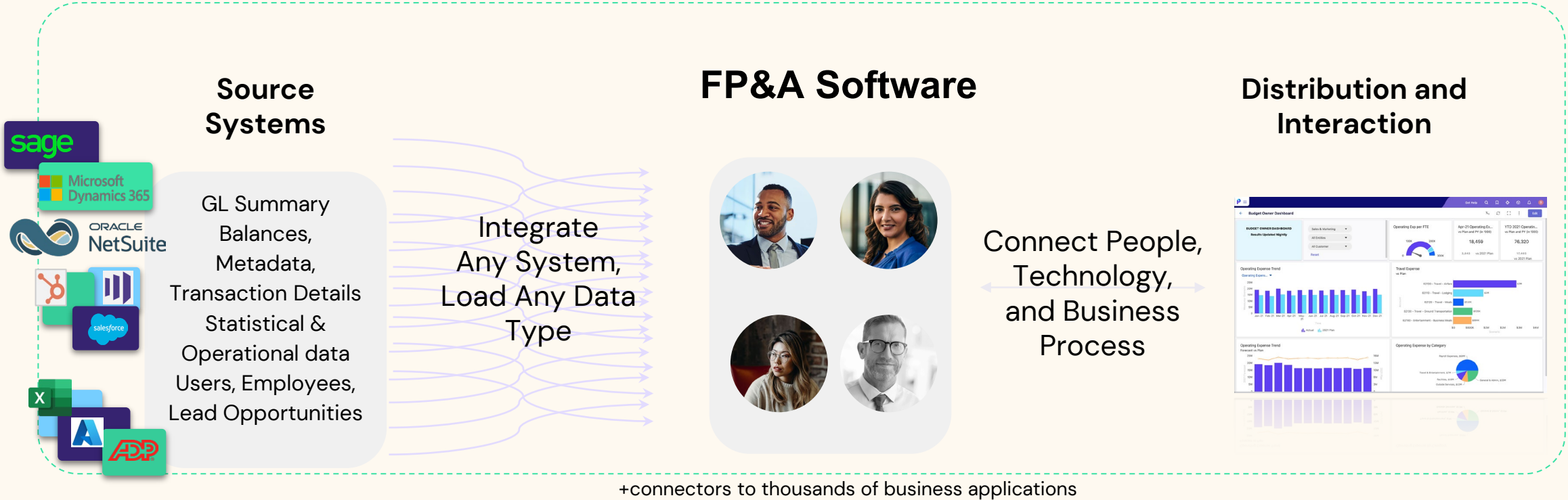
Integrate Multiple Data Sources

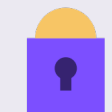
Automate Data Consolidation From All Sources

Automate Analysis & Reporting

Output data to other platforms for further analysis & reporting


# Intelligent Data Integration






### Data Fidelity

Security, Reduce Errors, Maintain Connections & Relationships




### Unified Insights

Improve predictability and accuracy



### Adoption & Collaboration

Collaboration & visibility across departments



### Proactive Reporting

Dynamic analysis vs. a quarterly static report

# FP&A Software

## TWO TYPES



### Excel Based

- ▶ Faster to implement
- ▶ Flexible
- ▶ Learning Curve (Excel)
- ▶ Less Structured
- ▶ SMB Focused

### Examples:

Vena, Solution7, Datarails

### Purpose-Built FP&A Software

- ▶ Greater automation, workflows
- ▶ Integrate more data sources
- ▶ Offers Excel add-ins for collaboration & reporting
- ▶ Greater Structure

### Examples:

Planful, NetSuite Planning & Budgeting/Oracle Hyperion (same product), OneStream

# FP&A Tool Implementation Impact

## 125 Subsidiaries

- ▶ Managed under a unified system

## Public Company

- ▶ Enhanced transparency and compliance

## Transition to FP&A Tool

- ▶ Replaced manual Excel processes
- ▶ Improved efficiency and accuracy

## Auditor Approval

- ▶ Positive feedback on moving from Excel to FP&A tool

## Analyst Efficiency

- ▶ Shift from data preparation to data analysis
- ▶ Reduced errors and improved data integrity

## Workforce Planning

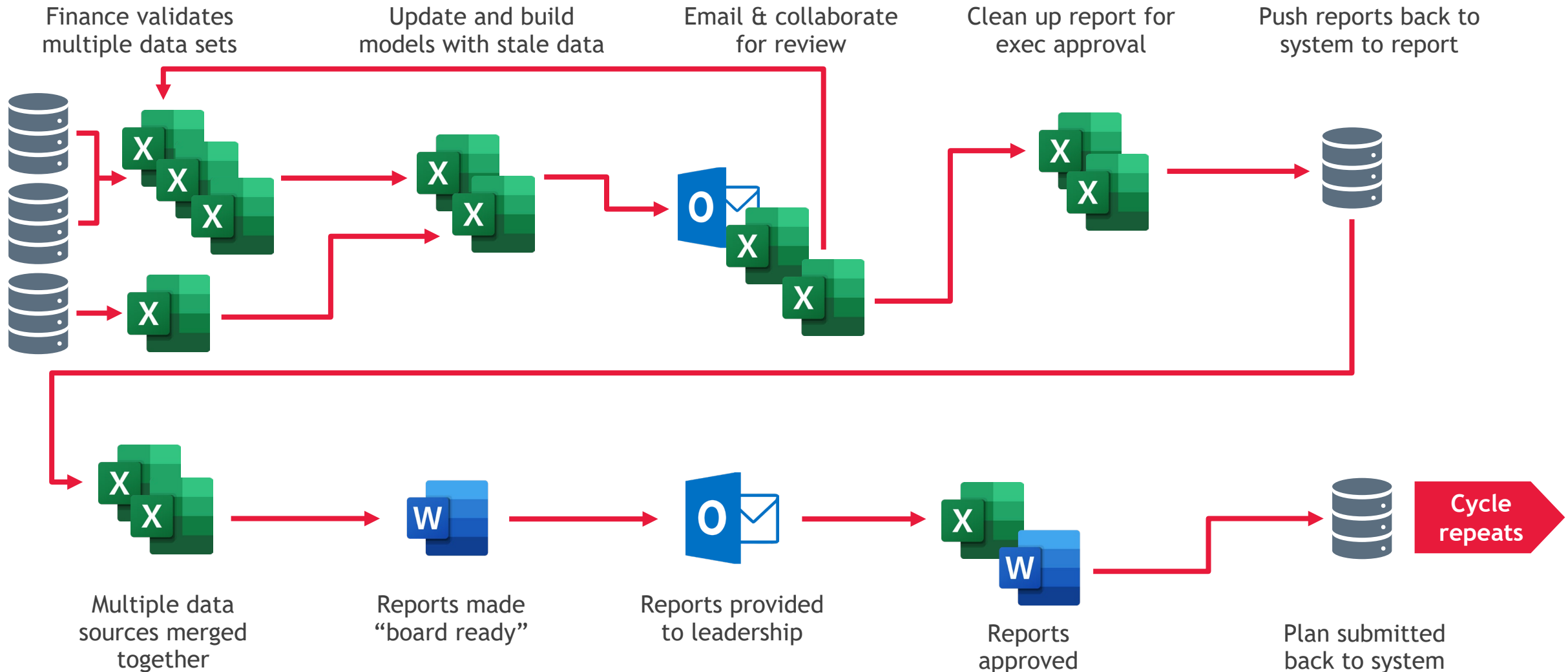
- ▶ Enabled effective workforce planning capabilities

## Key Benefits of a Modern FP&A Solution





# Why are we still planning this way?



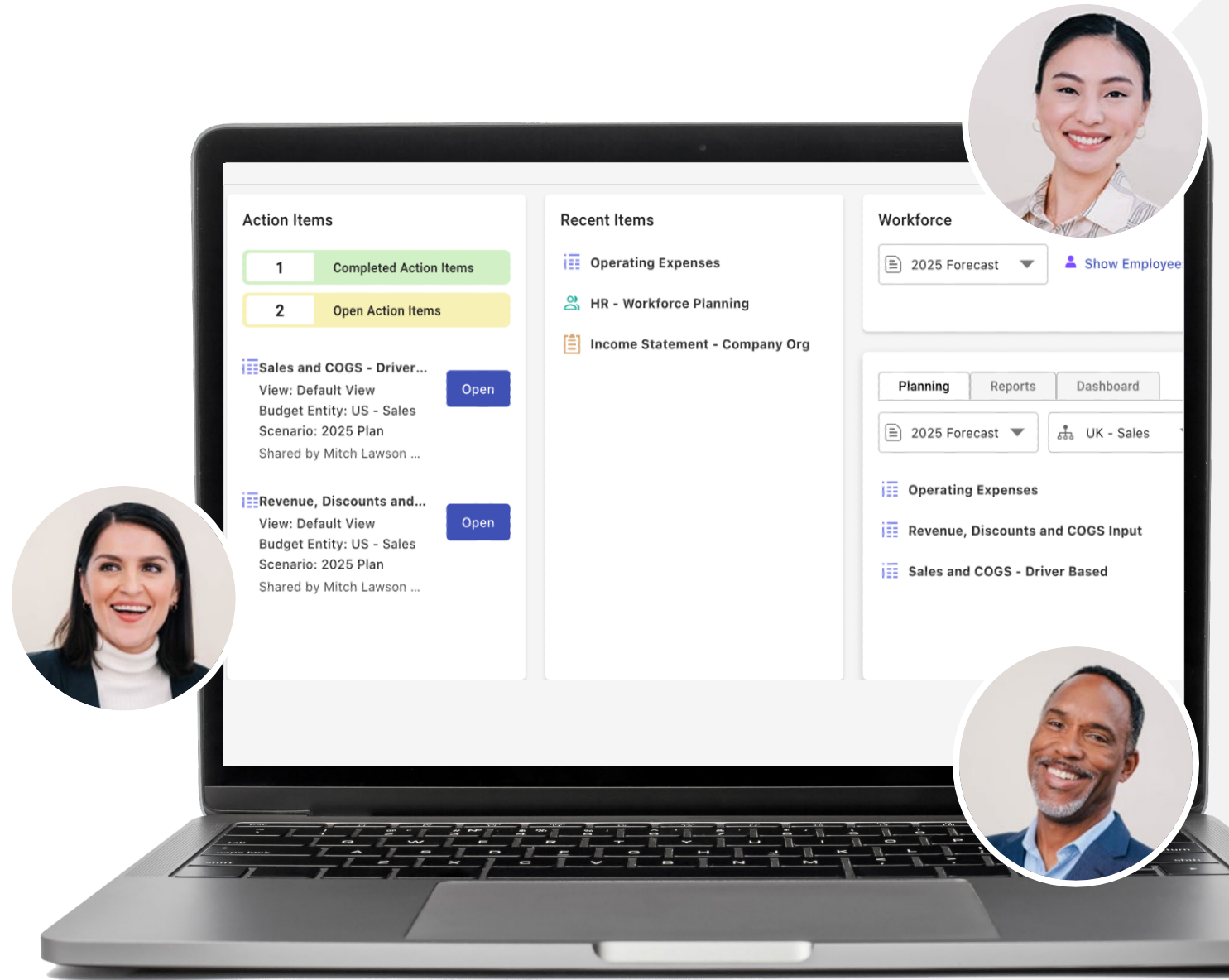
# Customize by User Types

Different needs for different user types, provides security within the solution. Manual methods are less secure.

Capability	Power	Contributor	Reviewer	Budget Manager
Access to all platform, admin, and security	✓			
Input data in templates	✓	✓		✓
Add/modify/delete/drill down on templates, reports, dashboards	✓	✓		
View templates, dashboards	✓	✓	✓	✓
View reports	✓	✓	✓	✓
Add/modify/delete tasks	✓	✓		
View and complete tasks	✓	✓	✓	✓
Approve workflow actions	✓	✓	✓	

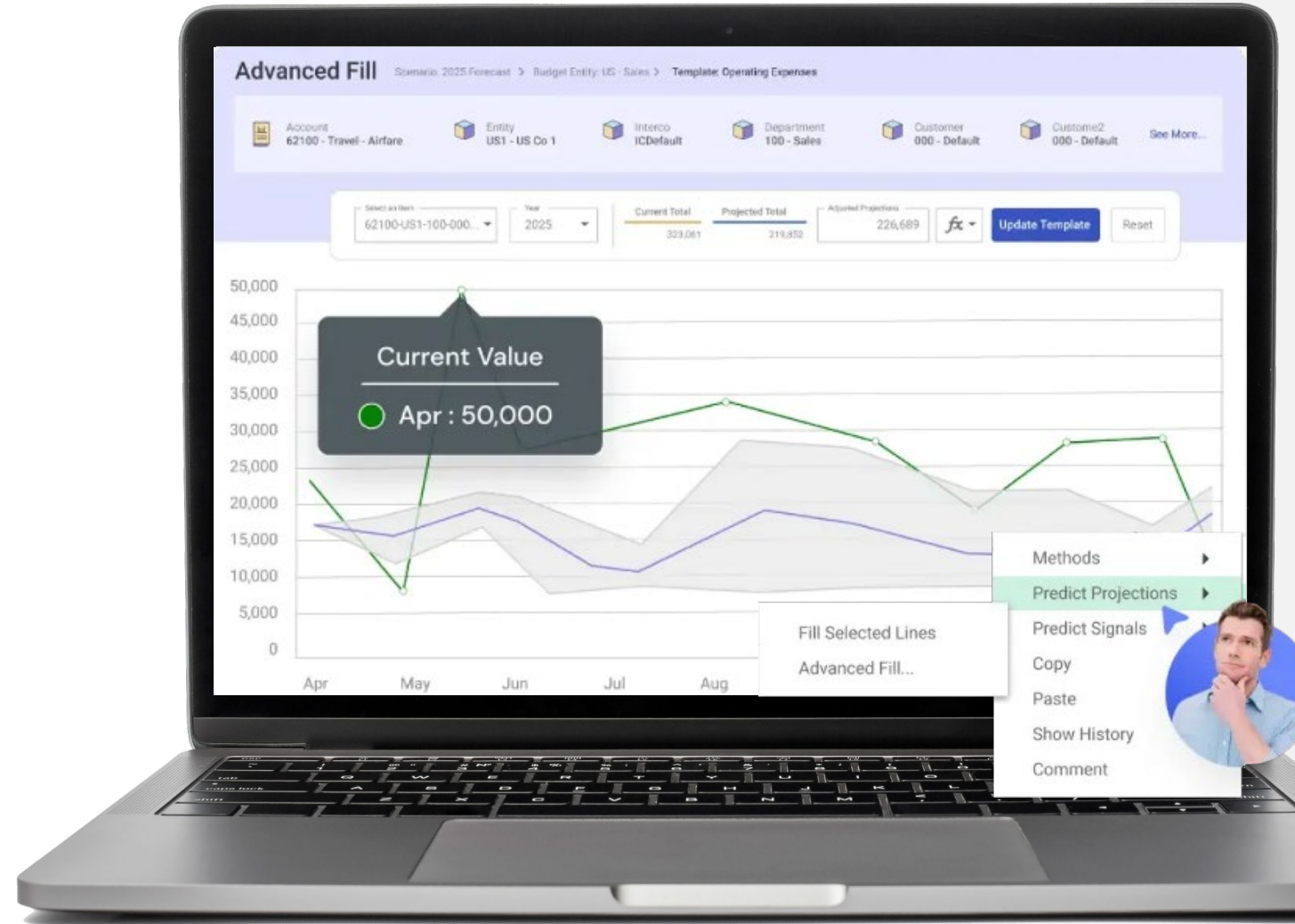
# Collaborate with Budget Owners

- ▶ Dashboards & Reports
- ▶ Stakeholder Visibility Across the Organization
- ▶ One Set of Data
- ▶ Collaboration With Context



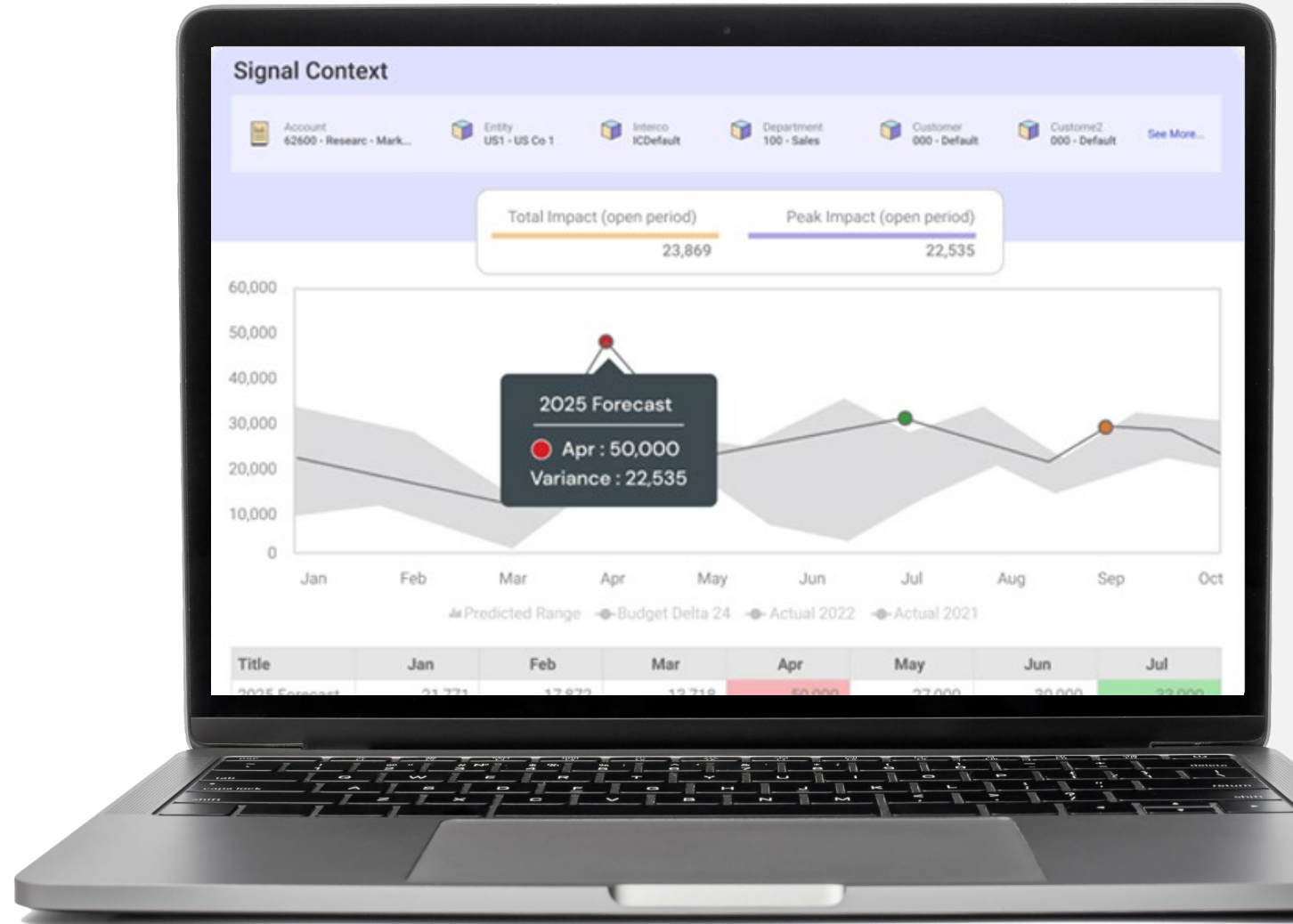
# Ability to Pre-Seed Budgets

- ▶ AI Technology Emerging Trend in both Purpose-Built & Excel Based FP&A Solutions
- ▶ Build Intelligent Forecasts at Scale Based On Historical Data Across Departments
- ▶ Deliver Analysis Quickly
- ▶ Enables Collaboration Across The Organization
- ▶ Reduces Time to Approval



# Anomaly Detection with Signals

- ▶ AI Emerging As Critical Technology
- ▶ Automatically Detect Reports
- ▶ Continuous/Real-Time Monitoring vs. Discrete Single Point In Time
- ▶ Ability to Validate Millions of Data Points



# FP&A Solution Demo





# Q&A



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**Thank you for joining!**



# Meet your speakers




Chris Howard  
Senior Director, Global  
Partnerships

Joined Planful in 2019 as a Product Marketing Manager. Spent nearly a year and a half working closely on Planful's go-to-market strategy.

Joined the partnerships team in July of 2020. Responsible for partner implementation quality, partner onboarding & enablement and tech alliances.

Prior to Planful spent 7 years in consulting working alongside the office of finance implementing EPM and FP&A platforms



A modern office interior featuring a wide staircase with a glass railing on the left. In the foreground, there is a large indoor plant. To the right, a reception desk with a black marble top and a white 'BDO' logo is visible. Behind the desk, two computer monitors are on a shelf. Large windows in the background offer a view of a city skyline.

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