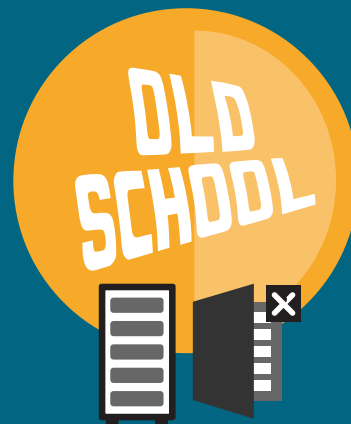




There's a **NEW SCHOOL OF THOUGHT** in planning and performance management.



hostanalytics

Planning and Enterprise Management:

Old-School Tools vs.
New-School Realities

Old School



New School



Welcome to the New School—Cloud-based Enterprise Performance Management (EPM).

Dedicating months of time. Patiently stepping through every process detail. Hand-polishing the final product—these old-school techniques are perfect for crafting fine spirits or building a Rolls Royce.

But for planning and enterprise performance data, the old-school spreadsheet can never deliver the fast, precise information that you need for today's enterprise. There are too many people involved in the planning process. Too many errors. Planning takes weeks and months. And the entire process is vulnerable to security breaches.

Challenge 1

Takes Too Long

Time-Consuming or Time to Execute?

You can either plan all year, but that's not really planning. Or you can plan...and then execute effectively based on solid data.



Old School

- Excel templates are sent around departments. They come back with multiple sets of input and are passed up the chain of command. They're reviewed. They come back for more detail. It takes weeks and months.
- Each department often modifies "standard" templates. Now you have a range of templates that don't align or roll up properly.
- There are no audit trails, so finance cannot see what changed and why. Now it takes even longer to go back for explanations.
- Once you have them all, it takes hours and days of manual reconciliation to make the data actionable.



New School

- A single, centralized data source and tool. A streamlined, single process for everyone to follow.
- Data is completely auditable. You can track each change and method.
- Data is compiled automatically. No need for manual reconciliation. What will you do with all that spare time?

Challenge 2

Not Secure

Open to ... Whatever? Or Protected by Enterprise Security and Controls?

Why deploy every level of security on your IT infrastructure and then pass around the most sensitive corporate data using email?



Old School

- Spreadsheets are shared via email and are completely vulnerable. Anyone can see them—or send them anywhere.
- Password-protected spreadsheets and locked cells are not security best practices. Neither are they particularly effective because colleagues share passwords so that they can collaborate.
- Most organizations lack controls on what—and how—data is shared.



New School

- Data is entered, edited, stored, and secured in one place—a secure cloud. Random copies no longer live on users' computers or desktops.
- Finance has complete control over users' access privileges from a single point of management.
- The cloud-based EPM provider conforms to the latest security measures and highest industry security standards.

Challenge 3

Mistakes

Uh Oh vs. Good to Go

According to The Wall Street Journal's MarketWatch, nearly 90% of spreadsheets contain errors. Uh oh.



Old School

- Human error is normal. Hopefully the errors aren't too big.
- The more complex the spreadsheet model, the higher the likelihood of mistakes.
- Spreadsheet creators can't control who can edit formula cells. Surprise!
- There is no audit trail that you can follow to track down the source of errors and correct them.



New School

- Now you have complete visibility into changes and approval flows, so if a data error is introduced, it can be quickly found and corrected.
- Finance gains complete control over planning models.
- Finance controls who can edit data and change formulas.

Challenge 4

Cost

Hidden Costs? Or OpEx Simplicity?

Excel software might be inexpensive, but wasted time, inefficient processes, and mistakes add up fast to outweigh the “savings.” With cloud-based EPM, you get the control, security, ease of use, and accuracy of an EPM suite without having to buy a big, premises-based EPM system.



Old School

- On-premises solutions demand high capital investment up front.
- There is always a significant risk of failed deployment and low user adoption.
- Your own EPM deployment requires ongoing maintenance, upgrading, and support. Who’s going to do that?



New School

- A cloud-based subscription model costs one-fourth the expense of premises-based software.
- There’s no capital investment needed.
- There’s no hardware or software installation or maintenance required.
- It’s fast to deploy and easy for users to adopt.
- You get automated upgrades and never have to swap out systems.

Challenge 5

Too much invested already

Time-Consuming or Time to Execute?

You can either plan all year, but that's not really planning. Or you can plan...and then execute effectively based on solid data.



Old School

- You've spent months customizing and coding your models, and really, the fine-tuning never stops.
- You've made a high investment to reflect your organization's unique business processes.
- There are ongoing costs associated with continuing to develop Excel skills and models.



New School

- A cloud-based EPM solution is configured the way you need it. No expensive customization is needed and code won't break.
- You can quickly transform existing spreadsheets into a secure, reliable planning tool.
- Just move your existing planning models to the cloud. No hassle. No worry. No lost investment.

Easy Solution

Make the Switch



We Make New School Easy

Talk to us. Our Host Analytics EPM Suite is a single, seamless cloud-based platform for planning, close, reporting, and analytics. You never again have to waste time juggling and reconciling multiple Excel sheets. Or worry about security. Or place sensitive company data at risk.

With a yearly subscription, you get:

- An EPM solution you'll never outgrow
- Freedom from installing, customizing, or maintaining hardware and software licenses
- New-school capabilities without large up-front investment or risk
- Independence from relying on scarce IT resources
- Automatic Excel model uploads to the cloud
- Fast implementation

Make the Switch.

For more information, visit www.hostanalytics.com/switch

We'll take it from there.

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