

Business Transformation: Finance

Typical Client Concerns



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“We need to close the books faster.”



“How can technology optimize both event-driven and long-term strategic business scenarios?”



“Are there finance processes we should/could automate?”



“Our budgeting and forecasting projection models aren’t cutting it.”



“We have finance staffing needs that require an interim solution.”



“We need to simplify our cash management operations and improve cash flow and liquidity.”

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About FTI OCFO



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Strategy & Planning

Planning & Performance Management

- Financial Planning & Analysis (FP&A)
 - Planning, Forecasting & Budgeting
 - Financial Modeling and Decision Support
- Performance Reporting and Analytics
- Enterprise Performance Management (EPM)

Finance Function Strategy

- Finance Strategy and Vision
- Organizational Design
- Technology Architecture
- Finance Operating Model Design
 - Shared Service Organization (SSO)
 - Global Business Services (GBS)
 - Business Process Outsourcing (BPO)
 - Center of Excellence (CoE)
- Talent Assessment

Strategic Initiatives and Event Readiness

- Corporate Development
- M&A Strategy
- Merger Integration & Carve-out
- IPO and Transaction Readiness
- Due Diligence Support

Finance Operations & Technology

Accounting & Financial Reporting

- Controllership and Audit Support
- Financial and SEC Reporting
- Complex Transaction and Technical Accounting
- Controls Remediation
- Close Process Acceleration
- Accounts & Legal Entity Rationalization

Finance Transformation

- Assessment and Roadmap
- Finance Operating Model Optimization and Implementation
- Finance Process Improvement and Automation
- Transformation Management Office
- Training and Capability Development

Finance Technology

- Assessment and Roadmap
- Finance Data Management
- Digital Finance and RPA+ (Intelligent Automation)
- Finance Systems
 - Evaluation and Selection
 - Rationalization & Optimization
 - Implementation Planning and Management
- Merger Integration and Separation Support
- IT Cost Transparency

Cash, Cost & Capital

Treasury and Cash Flow

- Cash Flow and Liquidity Forecasting
- Controls, Policies and Governance
- Banking Structure and Cash Management
- Financial Risk Management
- Debt Capacity and Capital Funding Support

Cost Optimization

- G&A Optimization
- Spend Rationalization
- Organization Rightsizing
- Cost Benchmarking and Target Setting

Working Capital

- Cash Conversion Cycle
- Process Optimization
 - Order-to-Cash
 - Forecast-to-Fulfill
 - Procure-to-Pay
- Reporting and Dashboarding

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How We Deliver Services



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We help CFOs execute finance initiatives, from identifying improvement areas to driving transformational change and providing transaction support.



STRATEGY

FTI Consulting helps CFOs develop **finance strategies** to address market dynamics and position their organizations for sustainable growth.



ASSESSMENT

We use a fact-based, data-driven approach to assess Finance functions, **identify improvement areas** and **develop implementation roadmaps**.



IMPLEMENTATION

A key differentiator is our ability to **implement and execute** so you can realize value on recommendations and achieve strategic goals.



INTERIM MANAGEMENT

Our professionals serve in **leadership, financial management, operations,** and **functional management roles**.

TRANSFORMATION, CHANGE AND PROJECT MANAGEMENT

Our approach focuses on driving transformation and managing the change that comes with finance initiatives. We make sure there is **faster value realization** as we proactively manage risks and change and **focus on end-user adoption**.

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Why Clients Choose FTI



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A commitment to delivering excellent service is central to our culture.

Clients choose FTI Consulting's OCFO Solutions because:



We are FTI's Finance Center of Excellence



We are hands-on and known as the firm that "gets things done"



We bring comprehensive solutions tailored to your needs



We stand out with our delivery



We have the experts

When you work with FTI, you can expect:



Professionals that put your interests first



Actionable recommendations



Results-oriented approach rooted in facts, data and analysis



Smaller teams of experts



Teams that work with speed and accuracy



Clear communication and consistent delivery



Professionals who "sat in the seat" responsible for execution



Access to worldwide, renowned industry and regulatory experts

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Client Success Stories



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\$10 Billion Leading Global Hospitality Company

Finance Transformation During
Relocation



FTI assisted the Company in building a leading corporate FP&A team with consistent and accurate planning and analytics to drive business performance.



A dynamic and integrated 5-year corporate financial model was a cornerstone to the company's debt refinancing and equity offering planning, roadshow marketing and execution efforts.



Budgeting and forecasting processes and the corporate financial model are integrated with a Hyperion financial system for a high degree of automation and accuracy.

\$300 Million Healthcare Services Business

Financial Organization Design
and Interim Management



FTI proposed a new organizational design with key roles and responsibilities for personnel to be hired.



We developed an investment and implementation plan for Enterprise Resource Planning (ERP) and Enterprise Performance Management (EPM) tools.



We built a 13-week cash flow model and transitioned to company Finance & Accounting organization, increasing visibility to short-term liquidity.

\$3.5 Billion Retail Company

G&A Cost Reduction



FTI reduced 16.5% of the G&A workforce without causing any disruptions to the business and realized annualized top-line savings of ~\$21 Million.



FTI provided an implementation plan to automate labor-intensive processes through a variety of technologies, including robotic process automation, optimizing the customer service center and building a shared services center.



We designed and deployed an optimized G&A organizational structure, including an integrated operating model for marketing and merchandising.