Deloitte.



Creating an Ecosystem Environment with BlackLine, your ERP, and other financial applications May 2020

Defining finance transformation

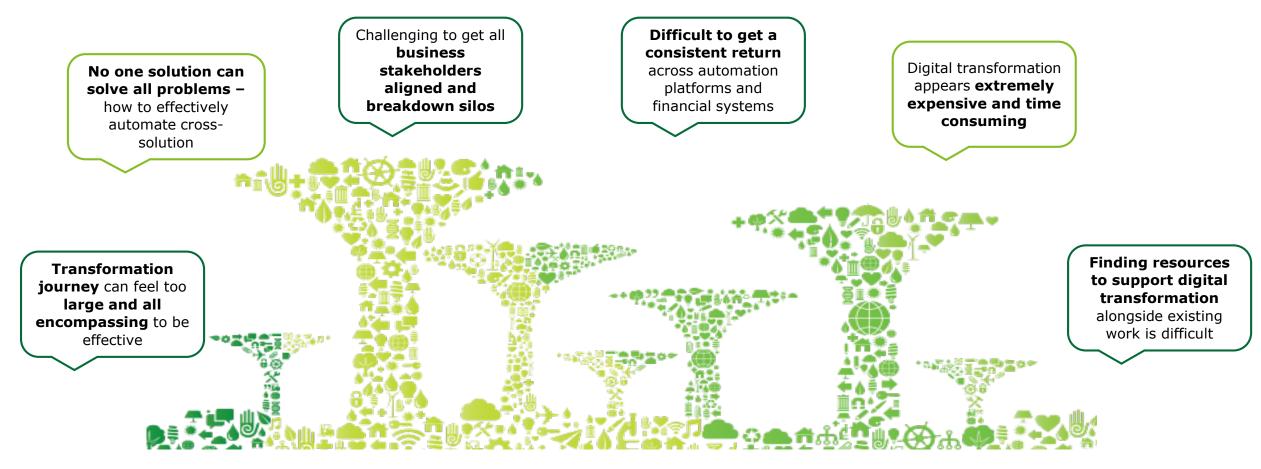
A finance transformation mindset is the expectation that organizations will maintain day-to-day business operations while also managing a changing technology and risk environment that impact the ability for finance to evolve alongside the core business

Finance transformation

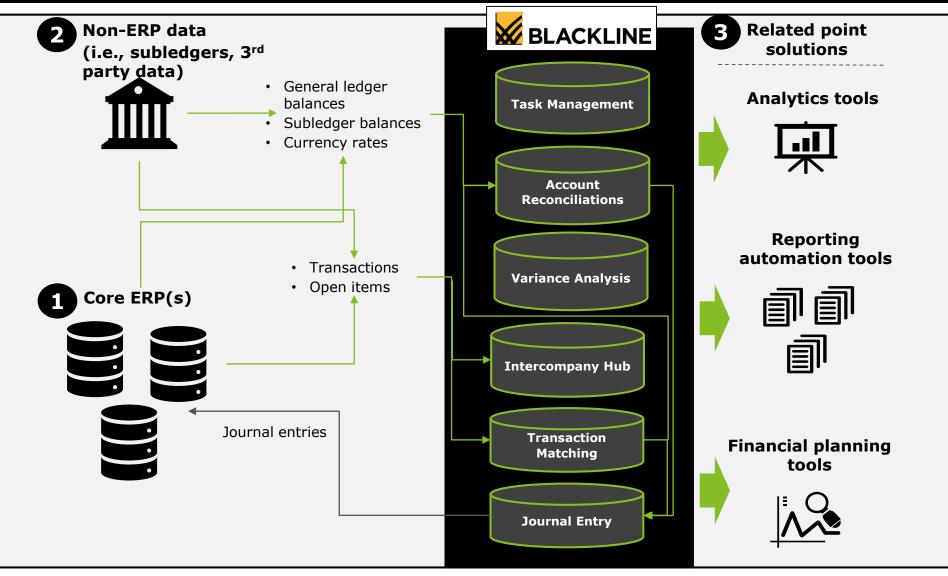
Governance	Finance & Accounting	Technology & Data	Risk & Controls	Regulatory & Compliance	Cyber Security
Segregated Clear accountability	Accuracy Processed/serviced correctly	Complete All transactions are processed through completion	Auditable Controls are audit ready	Compliance Drive compliance across the enterprise	Secure Information is properly protected
Efficient Workflow and document management	Customer satisfaction Employees, customers, vendors	Standard Global policy with common procedures	Timely Performed in time to detect errors	Policy Provide guidance	Integrity Information and brand are protected
Deloitte					

Digital transformation challenges in the market today

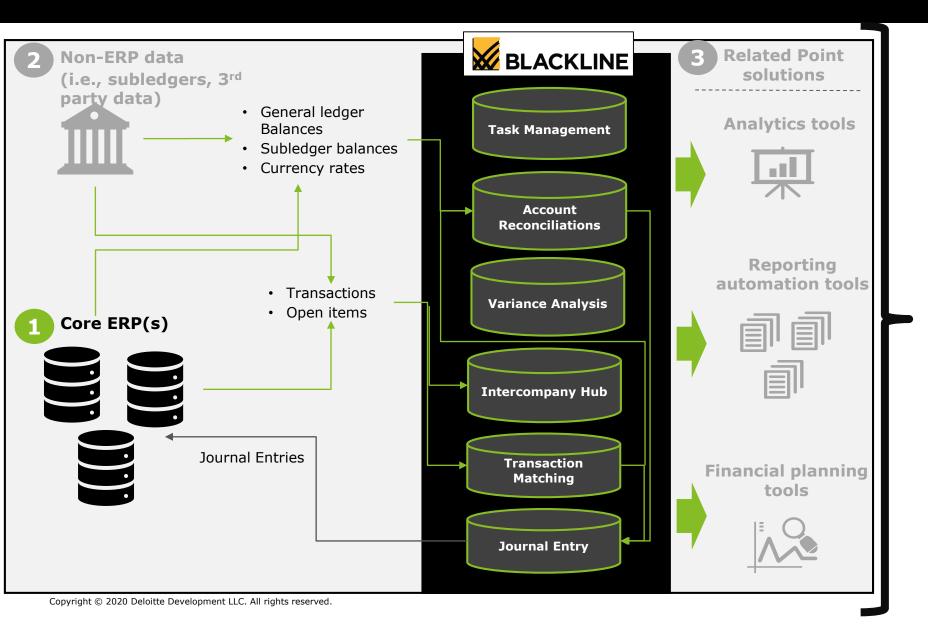
We see the market responding in a variety of ways to digital transformation challenges. These include organization's desire to automate but concern of a lack of consistent return, challenges of working in a siloed environment, and difficulty in effectively automating cross-solution



Creating an Ecosystem Environment between BlackLine and other systems



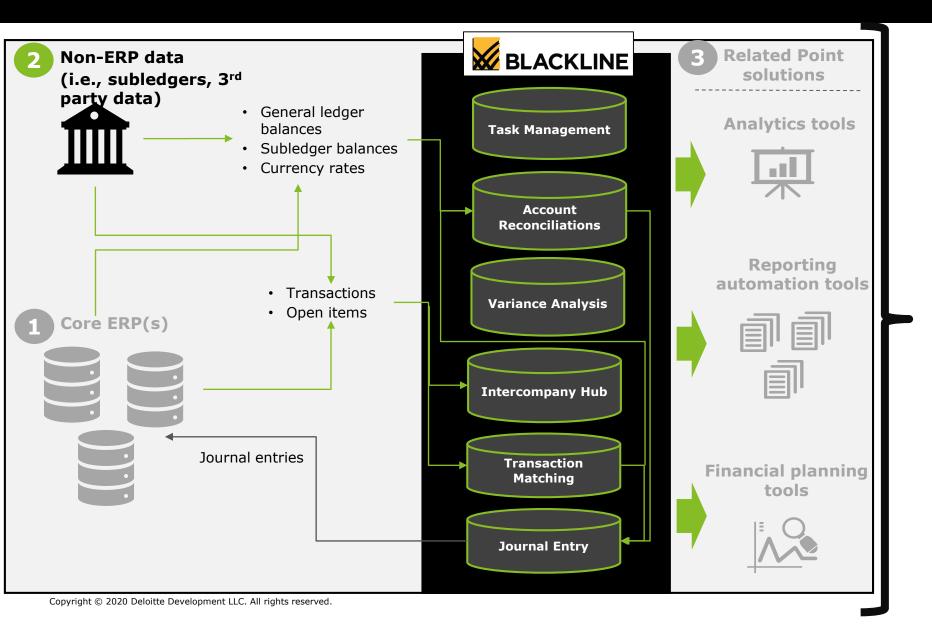
1 - Core ERP(s) data integration



Suggested practices

- Consider Single ERP or Multi ERP
 environments
- Review ERP upgrade plan and future roadmap
- Determine any impending M&A activity that may impact integration
- Review the level of data in ERP vs.
 what is needed in BlackLine to confirm alignment and efficiency
- Coordinate with IT early to confirm integration with ERP system administrators
- Collaborate with ERP owners on how Chart of Accounts (COA) design impacts BlackLine
- Review audit account substantiation needs between ERP and BlackLine

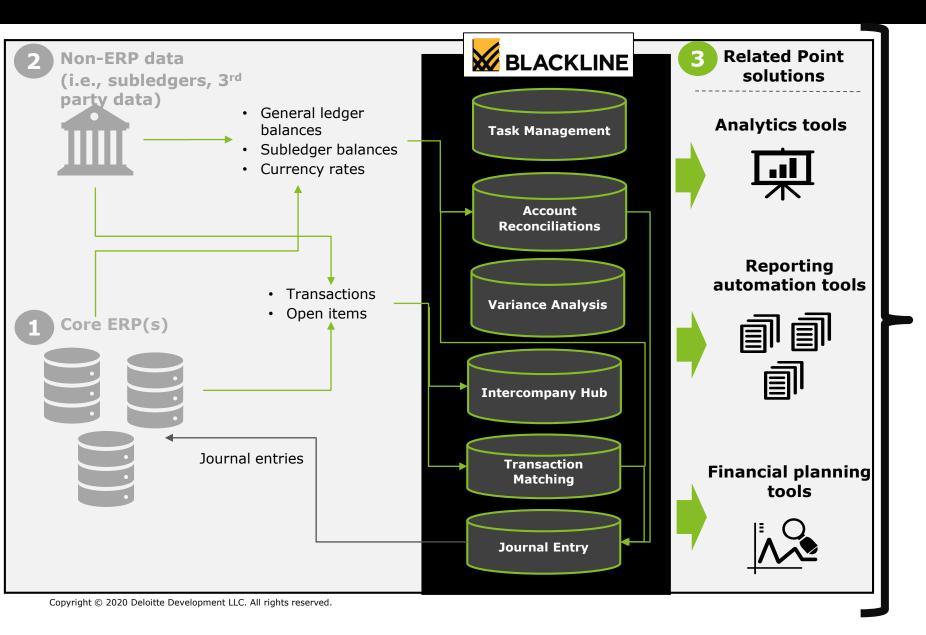
2 – Non-ERP data integration



Suggested practices

- Consider integrations with non-ERP data that may not currently be considered for integration
 - Subledger systems
 - Bank balances
 - Treasury systems
 - Point of sale systems
 - Other external sources (i.e. customer relationship management (CRM), supply chain, inventory movement)
 - 3rd party reports/publicly available data
- Utilize BlackLine's Matching module to consider how to utilize this third party data effectively for faster reconciliations / journal entry preparation

3 – Related point solutions - data integration



Suggested practices

Analytics Tools

Populate BlackLine data into analytics and **visualization tools** to do journal entry activity analysis, close management process review, and related **trend analysis**

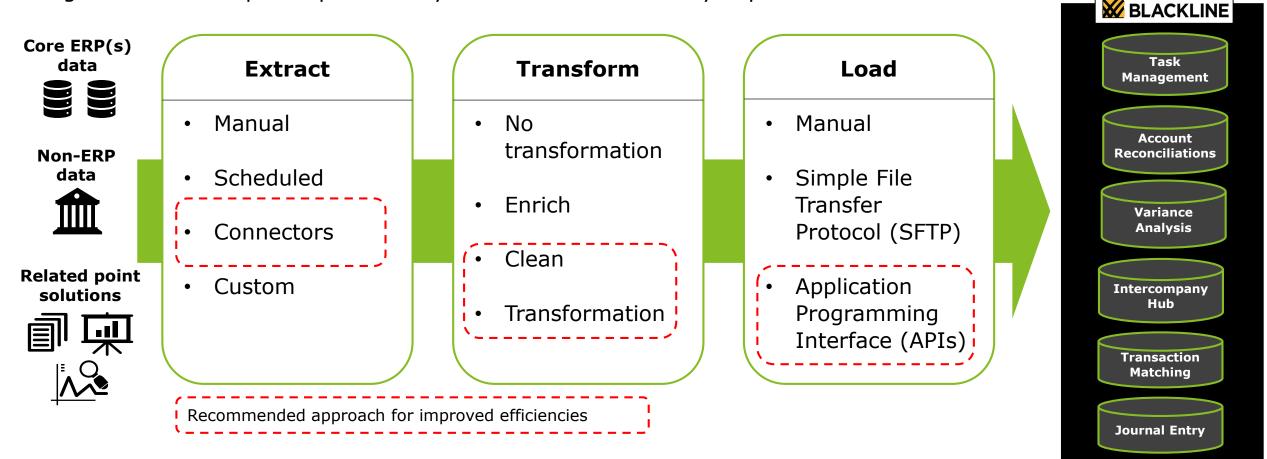
• Reporting Automation Tools Link with financial reporting automation tools across various reporting needs to confirm alignment and automation

- Management Reporting
- Financial Reporting
- Regulatory Reporting

• **Financial Planning Tools** Link with financial planning tools to confirm up-to-date financial close information is included in the planning process

Next steps: Operationalizing improved integration

When considering how to integrate BlackLine with your ERP and other applications, it is important to consider how the Extract-Transform-Load (ETL) process will be setup to facilitate appropriate connectors and testing. By considering the use of existing connectors, transforming underlying processes and using APIs, organizations will speed up the ability to connect and naturally improve automation



Tips for efficient integration



Standardize

Standardize data sources to confirm data does not require complex cleansing before upload into BlackLine



Think ahead

Consider business direction and planning and design the system to be flexible for future growth, capture any process enhancements or changes before system implementation including governance structure



Prepare

Prepare a change management and training plan. Allow adequate time and resources for getting users up to speed.



Designate

Designate a system ownership and maintain schedule and structure. Ask questions to determine what parts of the system may be maintained by the business.



Document

Document technical specifications, integrations, landscapes and design decisions for future reference



Stay tuned

Subscribe to webinars, newsletters and conferences from your solution vendor to capture system enhancements, leading practices and additional use cases

Deloitte Contacts



Tom Toppen Managing Director BlackLine Alliance Controllership Technology Deloitte & Touche LLP ttoppen@deloitte.com



Giacomo Panizzolo Manager BlackLine Alliance Controllership Technology Deloitte & Touche LLP gpanizzolo@deloitte.com



Rachel Sutherland Alliance Manager BlackLine Alliance Controllership Technology Deloitte & Touche LLP racsutherland@deloitte.com

Deloitte.

This presentation contains general information only and Deloitte is not, by means of this presentation, rendering accounting, business, financial, investment, legal, tax, or other professional advice or services. This presentation is not a substitute for such professional advice or services, nor should it be used as a basis for any decision or action that may affect your business. Before making any decision or taking any action that may affect your business, you should consult a qualified professional advisor.

Deloitte shall not be responsible for any loss sustained by any person who relies on this presentation.

As used in this document, "Deloitte" means Deloitte & Touche LLP, a subsidiary of Deloitte LLP. Please see <u>www.deloitte.com/us/about</u> for a detailed description of our legal structure. Certain services may not be available to attest clients under the rules and regulations of public accounting.