

Your people focus on differentiating your business

Our experts will provide you with confidence in your numbers





CFOs are crucial in guiding fast-growing organisations through dynamic and rapidly changing industries.

To do this successfully, CFO focus must move from keeping the lights on to driving value for the business.

Finance functions today are facing a perfect storm of disruption:

The business is thirsty for insights to maintain a competitive edge

Investors and Regulators are demanding direct, real time, access to data

Finance colleagues are demanding new, digital ways of working

The pressure to reduce costs remains

An ever changing regulatory landscape



CFOs today spend their time resolving issues associated with

- > 60% manual processes
- Maintaining control
- Capability gaps
- Substandard technology
- Data inadequacy



Where CFOs should be spending their time:

- Driving top line growth
- Developing new offerings
- Controlling the cost base
- Maintaining investor and regulatory confidence
- Managing critical partner relationships
- Investments & innovation



While the technology mpw exists to address these issues, both the technology skills and investment required remains limited and reserved for only those areas of the business that drive a competitive advantage



What if there was a way to to achieve your transformation outcomes with <u>NO</u> upfront capital investment or in-house technology skills required?

Finance Managed Services Finance made simple

Finance Managed Services is a partnership that provides you with access to PwC's deep Finance and Technology expertise. We innovate on your behalf while providing you with confidence in your numbers. This allows you to concentrate on running a lean finance team that sets your business apart.

The key features of a PwC Finance Managed Service model include:



✓ Fast onboarding to scalable technologies including preconfigured Workday and broader Integrated Compliance solutions that will grow with your business, never transform again.



✓ Removal of key person dependencies through the provision of scarce and hard to obtain industry specific / specialist Finance capabilities on demand e.g. global compliance.



✓ Confidence in your numbers with management, regulatory, investor and carrier reporting that you can trust and which evolves with requirements.



✓ Proven processes and expertise that frees you to focus on driving business performance, maintaining investor confidence, and developing carrier partnerships



✓ No upfront capital costs and a scalable operating model that is more efficient in the long run, achieved through automation not arbitrage

A reimagined commercial construct

Our commercial construct is aligned to our unique value proposition and reflects the emphasis we place on driving a true business partnership based on achieving the outcomes that matter to your business.

Our FMS commercial principles:

- Alignment of strategic objectives We link a pre agreed portion of our fee to the role we play in supporting you achieve your key strategic goals - e.g. securing investment, expanding markets
- Our margin depends on driving quality We only achieve our expected fee if we meet predefined quality expectations, including facilitating end-to-end process improvements beyond our scope
- We take away the pain of transformation By spreading the costs you'll avoid a capital event with implementation costs fully funded through efficiencies and access to favourable license fees
- A scalable, efficient model After an initial FTE based period, we'll move to a bespoke volumetric contract with 20-40% productivity baked in as you scale the business
- You won't be locked in We offer 3-5 year contracts and are open to transferring back to you having driven your transformation outcomes

A finance function that delivers confidence

Whether you need a full or partially outsourced finance and accounting solution, with PwC Finance Managed Services you'll always have access to:

- processes, controls and methodologies to establish and maintain robust,
- resilient and efficient operation of your day-to-day finance needs that are tried and tested.
- direct access to PwC's global network of >200,000 specialists.
- solutions that can grow and flex along with your changing needs, almost instantaneously.

FMS is a flexible alternative to expanding your in-house finance team that can complement your existing team lowering your overall cost and risk and demonstrate a sound return on investment.

We've done this before

Finance Operations and Accounting for a financial services group

Our client came to us looking to drive quality and control across their Finance function. Within 3 months we had completed a mapping and improvement exercise, agreed a suitable scope, and transitioned to a 'co-source' model working as one team with the client. Our scope included AP, AR, general accounting, bank reconciliations, statutory accounts, and tax compliance. Key achievements included:

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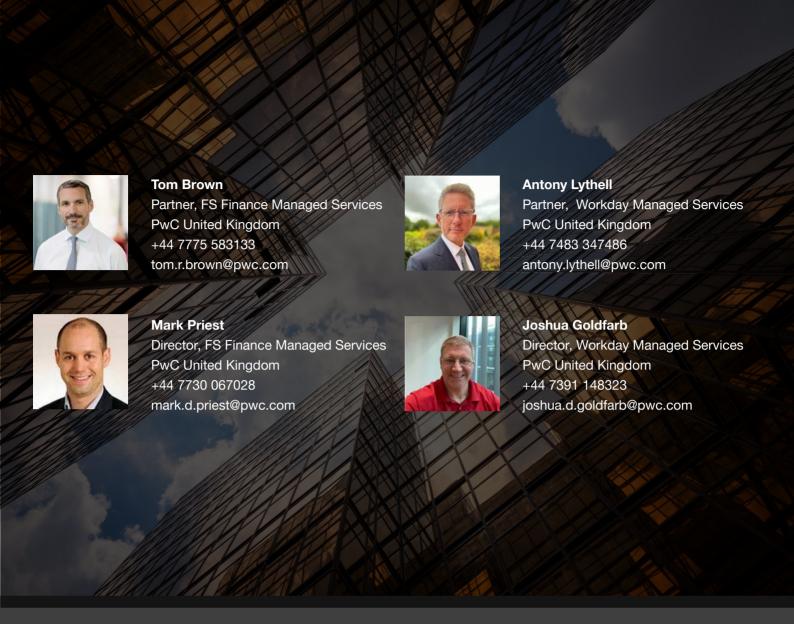
- Delivery of process and productivity initiatives - shortened close; improved payables days; reduction in manual spreadsheets; standardised reporting
- Improvement in quality and speed of outputs provided by Finance
- Successfully supporting the business through due diligence associated with a sale

What our client said

...worked with us to meet our commitments and bring focus on the end game was a key turning point for me. Importantly we have PwC people onsite and engaging in positive working relationships and talking to their counterparts which is very important for this type of relationship. For me it's critical that I can sit down with [PwC] and share our finance strategy and cost targets and take their help in getting us there....

How would this journey start for you?

- 1. An initial scoping conversation and short 2 week data collection exercise to establish how a PwC Managed Service model could benefit to your organisation
- A site visit to our Belfast offices to showcase our teams and technology and bring to life how the partnership would work
- 3. A rapid due diligence exercise to define the scope, identify improvement opportunities, finalise the business case and agree the people strategy ahead of moving straight to transition

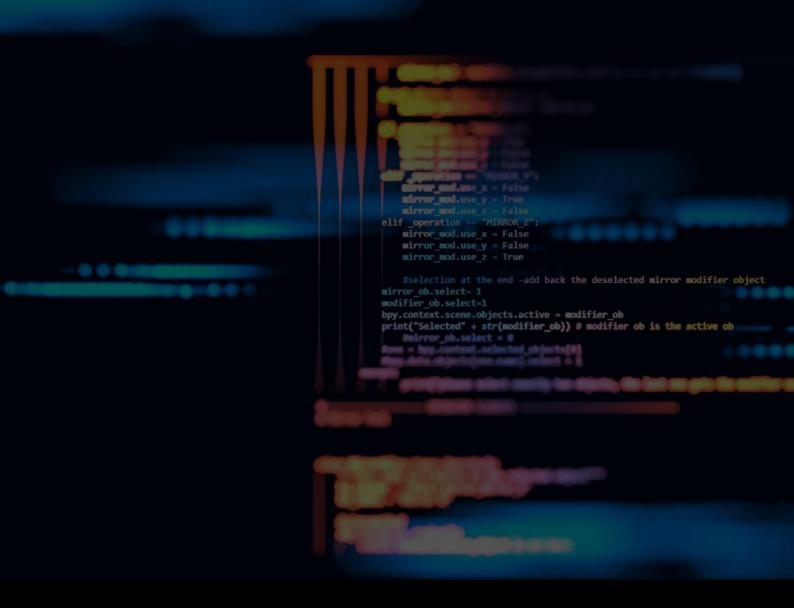


For more information, contact our dedicated Finance Managed Services, Workday and Compliance team.

Get in touch.

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