

EBOOK

OneStream™ for SAP Customers

EXPLORE THE
INTERACTIVE
EXPERIENCE
HERE





Introduction

As Finance leaders evaluate their options to drive finance transformation forward, it is critical to understand the key differences between enterprise resource planning systems (ERP) and enterprise performance management (EPM) solutions.

The Key Differences that Distinguish ERP from EPM Are Critical When Driving Finance Transformation Forward

ERP's are best used to "run" the organisation. There can be any number of these systems in a global organisation and coming from multiple suppliers. The ERP is the transactional layer and allows an organization to collect, store, manage and interpret data from many business activities at the entity level such as manufacturing, supply chain management, project management, order processing and general finance and accounting.

If your Finance team has immediate needs to drive agility across planning, financial close and other key processes, now is the time to consider the business value of accelerating finance transformation by conquering the complexity of your EPM processes before you embark on an ERP upgrade. Why?

EPM solutions help Finance teams "manage" the organisation by enabling planning, financial close and reporting processes required for agile decision and driving performance across the organisation.

Three Choices for SAP EPM Customers



Unfortunately, thousands of SAP EPM customers using BPC, BFC, Business Object Profitability Management, SAP Disclosure Management are reaching a **critical inflection point**.

SAP wants to move over 20K+ ERP customers to [S/4 HANA](#). Why does this matter? For large, complex organizations, this “migration” typically costs several million dollars and could take several years to implement. For Finance leaders with immediate needs, this means your so-called transformation is still years away.

If your organization uses SAP for EPM, you have three choices to consider:

Choice 1

Continue with legacy SAP EPM products until their end of life.

Choice 2

Invest into SAP’s unproven next-generation products, such as Group Reporting, Analytics Cloud and maybe Central Finance, or some variant hybrid strategy. Note that this strategy requires at least one S/4 HANA Finance instance to support Group Reporting.

Choice 3

Take control of your finance transformation by evaluating OneStream.

Here Are
Your Choices



Now let’s dive into what each choice would ultimately mean for you and the Finance function in your organization. ➤

CHOICE 1: Continue with SAP Legacy EPM Products

SAP's legacy EPM products (see figure 1) have propelled Finance transformation for over 20 years, but these solutions aren't really designed to help the largest and most complex organizations lead at speed in this new era. The biggest challenge is how to handle all the separate cubes, data sources and spreadsheets and that really one doesn't talk to the other without a lot of "pushing changes" through integrations.

SAP EPM — Fragmented

Multiple Applications, Points of Maintenance and Data Integration

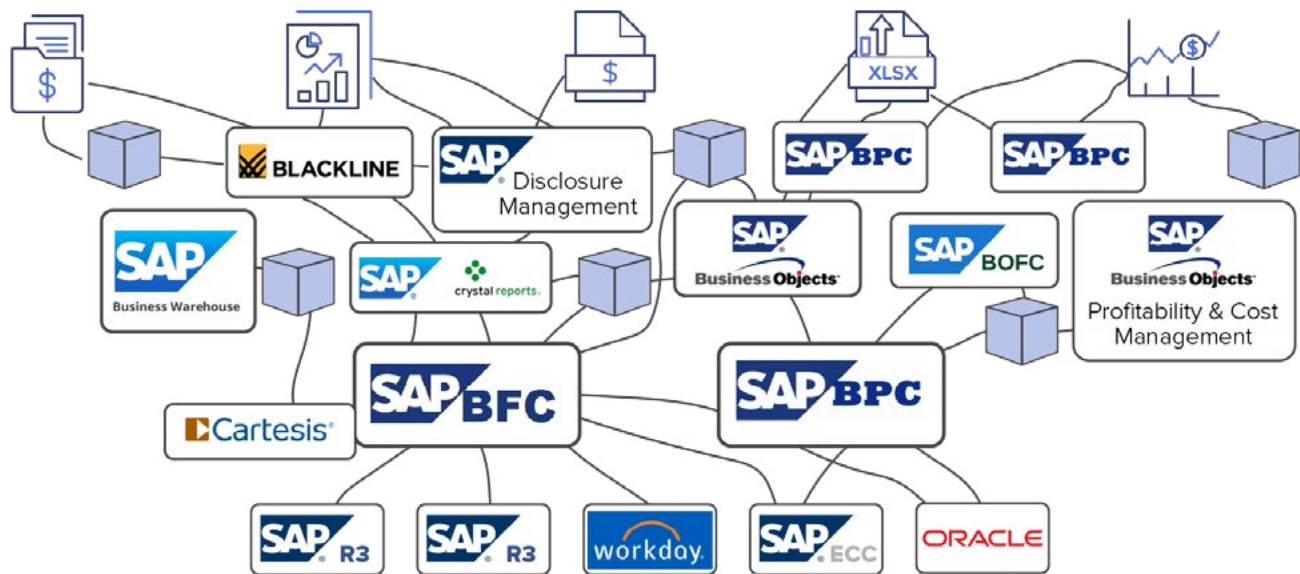


Figure 1: SAP's Legacy EPM Strategy

For Finance teams considering sticking with SAP's legacy products for now, here are a few additional areas to consider as part of your due diligence process:



No Innovation

SAP is only committed to continuing support, no enhancements.



Old Technology

SAP's legacy EPM solutions were built on technology that is now 15+ years old.



Gaps in Support

There are areas of unclear coverage beyond certain dates. This is a warning sign that support gaps exist, and it's best to fully investigate.

CHOICE 2:

Invest into SAP's Unproven Next-Generation Products

For SAP's customers seeking more immediate finance transformation, SAP is guiding customers toward yet another combination of products (see figure 2) that comprises SAP Analytics Cloud (SAC) for planning and budgeting, Group Reporting for consolidations and S/4 HANA (required for Group Reporting).

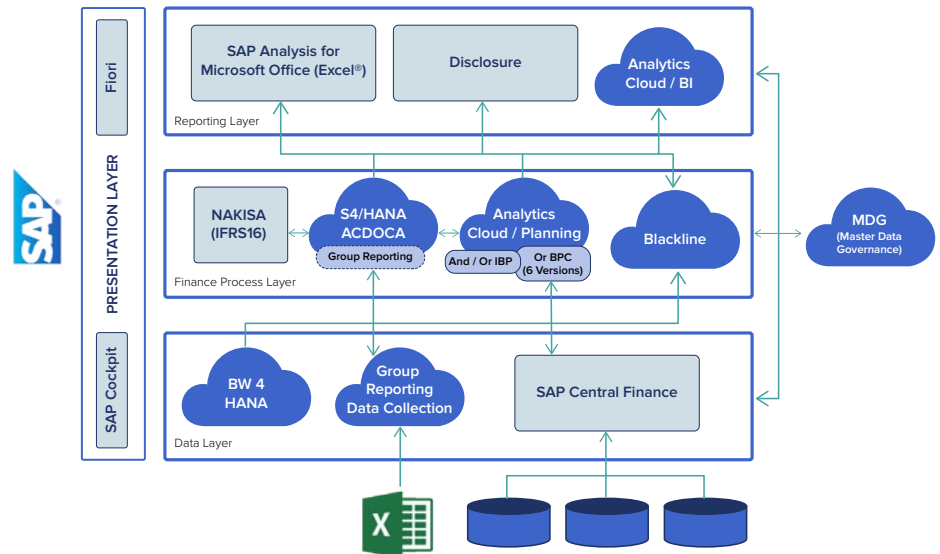


Figure 2: SAP's EPM Solutions

For Finance teams considering sticking with SAP's legacy products for now, here are a few additional areas to consider as part of your due diligence process:

High-Risk Exposure to Early Product Releases

- ✓ Very few implementations of these next-generation products exist.
- ✓ Limited customer references for each product you are looking to implement (e.g., Group Reporting, Analytics Cloud, Central Finance, etc.)

Fractured Solution

- ✓ Multiple products required (see figure 2).
- ✓ Each product requires its' own implementation and resources.
- ✓ There is no leveraging of personnel. On-going maintenance and ongoing updates requires personnel with unique skill-sets.

Multiple Integration Points

- ✓ Each product that is implemented means an additional integration point.
- ✓ Each integration is a point of failure risk. Each integration requires data quality testing and problem resolution, not to mention on-going maintenance and modifications as requirements change.

Time to Value

- ✓ Because the S/4 HANA ERP instance needs to be implemented first, Finance teams must wait for that project to be completed before the EPM solution can be implemented. So, it is likely that it will be two to three years before Finance will be able to reap any benefit from the EPM transformation. Does your organization have this kind of time to spare when a management layer is so critical?

CHOICE 3: Take Control of Your Finance Transformation with OneStream

Today, over 200 SAP customers leverage OneStream's market-leading Intelligent Finance Platform to reduce the complexity of financial operations. OneStream unleashes the power of finance by unifying corporate performance management (CPM) processes such as planning, financial close & consolidation, reporting and analytics through a single, extensible solution. We empower the enterprise with financial and operational insights to support faster and more informed decision-making — all in a platform designed to continually evolve and scale with your organization (see figure 3). Conquer business complexity and lead at speed with OneStream!

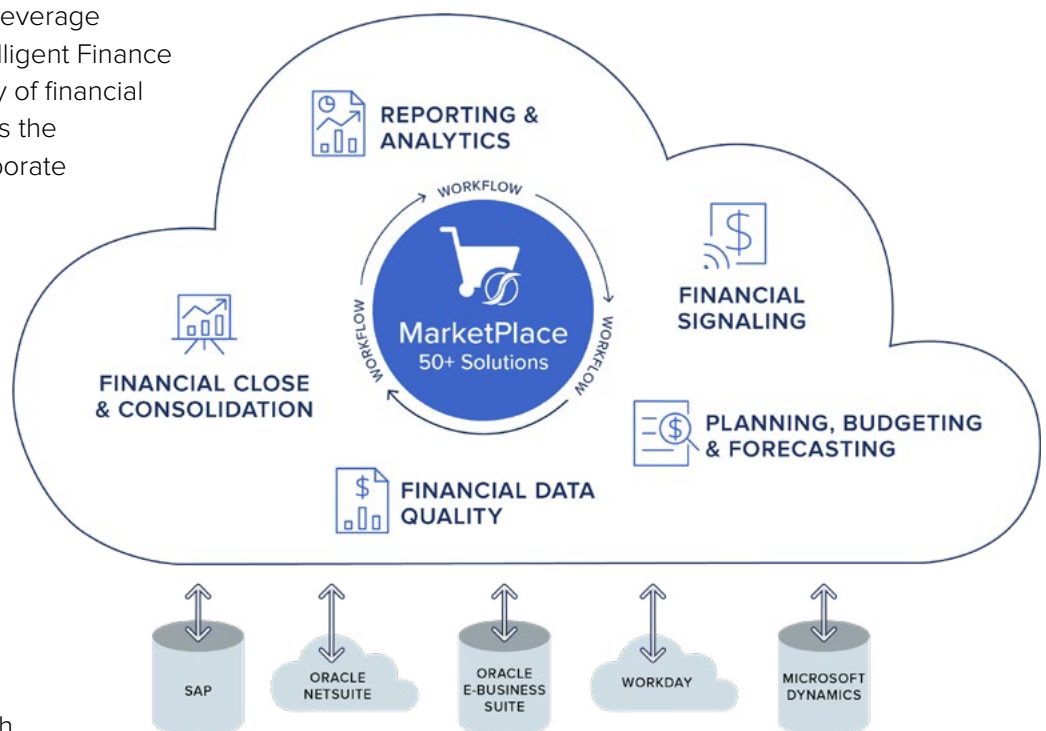


Figure 3: OneStream's Intelligent Finance Platform

OneStream's Intelligent Finance Platform is completely agnostic to ERP strategy. Intelligent Finance solutions don't require S/4 HANA and therefore offer a much faster time to value than SAP's long-term strategy. Rather than relying on a central ERP strategy, Intelligent Finance platforms integrate data from multiple sources — such as ERP, CRM, HCM and data warehouses — to create a single and governed version of the truth.

OneStream also provides built-in financial data quality, empowering users to seamlessly drill all the way back into those source systems to support faster analytics and reporting needs.

OneStream's Unique Advantages



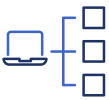
Unified, Intelligent Finance Platform

Unified platform that unifies actuals, [plans](#) and reporting & analytics for real-time variance analysis without moving data through multiple point-solutions — all within a single solution.



Ability to Conquer Complexity

Ability to conquer complexity by eliminating risky integrations, validations and reconciliations between multiple products, applications and modules.



Built-In Advanced Financial Consolidation & Reporting

Built-in advanced [financial consolidation](#) and reporting for US GAAP, IFRS, Multi-GAAP and local statutory, foreign exchange and intercompany accounting requirements.



Support for Future Growth

Support for future growth and increased business complexity without new software through a marketplace of solutions, such as [Account Reconciliations](#), Transaction Matching, People Planning and Capital Planning.



Integrated Business Planning

Integrated business planning that supports Operations, Sales, HR and Finance while still maintaining the financial intelligence to align plan data with actuals at the group level.

Our Mission: Delivering 100% Customer Success

OneStream is used by over 900 organizations and 160,000 users globally for planning, financial close & consolidation, reporting, analytics and more. In fact, 70% of our customers replaced multiple legacy applications such as Oracle Hyperion, SAP EPM and IBM Cognos.



How Can You Learn More About OneStream?

Don't take our word for it, check out our customer case studies and testimonials to learn why multiple organizations have chosen to convert from SAP EPM products to OneStream's unified platform — and never looked back!

Case Studies

McCain Foods

“**Extensibility is such a powerful feature** of OneStream. By extending our corporate chart of accounts to the level of each unique GL system, the data in OneStream is both **relevant and inclusive for all our regions**. It allows corporate and regions to speak the same language. In our old world with SAP BPC, we were closing the books on Day 6 and now we're closing at Day 4. That's something we are incredibly proud of and something OneStream has helped us achieve.”

—Katie Shotbolt | Director, Financial Accounting | McCain Foods Limited

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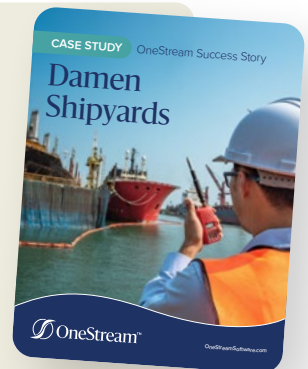


Damen Shipyards

“OneStream helps us to not only make **projections towards the future**, but also **oversee the field of investments, acquisitions and working capital spending**. A great benefit is the **all-in-one concept**, where various solutions are **integrated into a single model**. Traditional consolidation and planning systems are far less integrated — with different modules that had to be purchased and linked separately.”

—Jurriaan Koekebacker, Group Controller | Damen Shipyards

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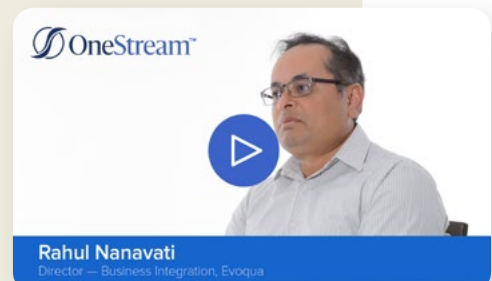


Evoqua Water

“By **automating SAP feeds using connectors with drill-back capabilities**, users can now have **visibility to detailed transactions within SAP via this reporting tool**, something we simply could not accomplish in our previous environment. OneStream delivers **more detailed reporting and analytics** in **one unified product and application**.”

—Rahul Nanavati, Director of Financial Systems | Evoqua Water Technologies

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Recognized Industry Leader

OneStream has been recognized as a market leader by IT industry analyst firms such as:



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[CONTACT US](#)

About OneStream Software

OneStream Software provides a market-leading Intelligent Finance Platform that reduces the complexity of financial operations. OneStream unleashes the power of finance by unifying corporate performance management (CPM) processes such as planning, financial close & consolidation, reporting and analytics through a single, extensible solution. We empower the enterprise with financial and operational insights to support faster and more informed decision-making. All in a cloud platform designed to continually evolve and scale with your organization.

OneStream's Intelligent Finance platform can easily be extended with over 50 solutions from the OneStream MarketPlace. These downloadable solutions are fully battle-tested and optimized for the OneStream platform. They allow customers to easily extend the value of their investment to meet the changing needs of finance and operations. MarketPlace solutions in use by customers include Account Reconciliations, Lease Accounting, Tax Provision, Predictive Analytics, People Planning, Capital Planning, Cash Planning, Sales Planning and many others.

For more information, visit our website at [OneStream.com](https://www.onestream.com).

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