Infor PM for Financial Services

With Infor, you can harness your data—wherever it resides—to better understand your business environment, streamline and improve the effectiveness of your financial processes, and prepare options for competing successfully.

Do business better.

In today’s global market, financial services companies must manage risk and economic uncertainty to maximize profitability and grow their business. Whether your business is a bank, credit union, lending institution, brokerage, investment firm, or insurance company, performance at all levels of your organization is constantly under scrutiny.

Many financial services organizations struggle as they use outdated, spreadsheet-based approaches to report and analyze operational and financial data—which is a fundamental part of measuring and improving overall performance. Without a dedicated system for performance management (PM), these companies find themselves reacting to, rather than proactively managing, their operational and financial performance.
Leverage experience.

Infor® PM helps financial services companies like yours improve operational and financial performance by allowing you to:

- Better manage growth, whether it’s organic or through mergers and acquisitions.
- Align your organization to the corporate strategy.
- Adapt to changing business conditions, regulations, and other factors.

Infor PM provides solutions for planning, budgeting, forecasting, financial consolidation, strategy management, and reporting and analysis. With Infor PM, you can get a clear line of sight from strategy to execution. Plus, the Infor PM design allows you to start with any aspect of performance management and then expand into other areas as your business needs change or business grows.

Get business specific.

In order to know where project execution stands at any point in time, organizations must provide line of sight—by activity—through alignment of:

- Strategic direction and objectives
- Business processes
- People and responsibilities
- Technology

This concept is known as closed-loop performance management. In the same way that financial services companies work toward continuous improvement, closed-loop performance management follows a cycle from strategy to execution and incorporates the results of the strategy into the next cycle. Closed-loop performance management includes:

- Strategy—direct the focus and actions of your organization
- Planning—prepare realistic financial and operational plans
- Budgeting—allocate resources
- Consolidation—close the books
- Forecasting—predict future performance

That doesn’t mean you must have all your business processes in place on day one. In fact, most performance management solutions are implemented starting with the most significant pain point, such as budgeting or financial consolidation. While a performance management initiative typically begins with a specific pain point, the ability to work toward and quickly expand beyond your starting point exponentially adds value to your business. When you use all these business processes together, you achieve true closed-loop performance management.

Infor PM helps you integrate actual, budget, and forecast data in a single application, and then perform side-by-side comparisons of data from multiple perspectives that include legal and operating entities, lines of business, and regions. You can adjust forecasts mid-cycle, which is critical for providing better guidance to investors based on changes in the business environment. Infor PM also provides you with more visibility into—and control over—your financial consolidation process, while ensuring compliance with generally accepted accounting principles (GAAP), international financial reporting standards (IFRS), Sarbanes-Oxley, the Financial Accounting Standards Board (FASB), Basel II, and eXtensible Business Reporting Language (XBRL).

Infor PM: Delivering Proven Value Worldwide

- Implemented in more than 100 countries
- Available in multiple languages
- Developed with 30+ years’ industry domain expertise
- Supported by a dedicated global support staff
- Based on open standards
- Supporting lower total cost of ownership
- Scalable to grow as your business grows
Infor PM includes the following solutions:

**Strategic management.** A cause-and-effect framework links strategic plans to operational plans, performance measures, and people, so you gain an intuitive, visual method of reporting on how the actions of operating units and individuals are contributing to the success of strategic goals. Not only will you understand the business events and source of revenue in a given period, but also how well—and to what degree—your strategic plan was implemented, as well as why some actions were successful while others were not.

**Planning and budgeting.** Easily create and compare multiple “what if” scenarios, test assumptions, assess the impact of events, and model your business to meet targets and high-level objectives. You can model your business using key drivers and view it from multiple perspectives—for example, organization, product, market, distribution channel, and time—to support effective decision making. At the same time, you can design any number of zero-based, historical-based, and rolling budgets and plans. Use this application to improve the speed and accuracy of calculations, allocations, phasing, and currency translations. Because Infor PM’s Microsoft® Excel® interface sits on top of a single database, you retain the familiar look and feel of spreadsheets, but eliminate problems with accuracy and version control. When a business change occurs, Infor PM automatically updates the affected numbers and reports throughout the system.

**Forecasting.** Create statistically accurate forecasts that help you manage performance expectations, make tactical adjustments, and achieve performance goals. Generate rolling forecasts, check the accuracy of submitted plans, and receive automatic alerts that allow you to easily spot issues as they arise—and quickly take action. By combining the software’s statistical benchmark engine and analytic capabilities with your own experience, you gain a more accurate picture of future performance.

**Financial consolidation.** Improve corporate accountability, increase financial transparency, and meet government-mandated reporting deadlines confidently. Even global companies with multiple general ledgers, charts of accounts, and enterprise resource planning systems use this solution to automate data loading, consolidation, and validation. With financial consolidation, you can collect, process, report, and analyze data in multiple currencies, as well as report on the effects of currency fluctuations. You can also consolidate data according to local and international standards, and view it from many business perspectives—for example, geographic region and product line. Plus, you can view it from different structure versions—for instance, this year’s results and last year’s results.

**Reporting and analysis.** Automate the generation, formatting, and distribution of book-quality financial statements and management reports. Present your data in the most useful format—dashboards, scorecards, spreadsheets, color-coded tables, bubble charts, pie charts, bar charts, and line graphs—and even receive early-warning alerts when results deviate from expected performance. Use this solution to compare actual numbers against budgets and forecasts, drill down into details, evaluate trends, and see the results of currency fluctuations. Plus, take advantage of online analytical processing that provides you with fast access.
to large volumes of summarized data you can use to facilitate analysis and extend Infor’s application for planning. You can browse your data from any angle and level of detail in the familiar Microsoft Excel environment without experiencing the typical drawbacks of spreadsheets.

Infor PM provides specific functions to help financial services organizations gain insight into performance at multiple levels, including legal and operating entities, lines of business, and regions.
Customer testimonials

Regional bank holding company

A US-based regional bank holding company used Infor to replace its outdated financial consolidation and reporting system. This organization operates in approximately 350 locations and provides a diversified line of financial services, including business and personal banking, wealth management and estate planning, and investments.

With a dedicated application for performance management, the company was able to reduce the amount of time it spent formatting financial reports from six weeks to two days. Using Infor PM, the company defines things once, and if anything is added or changed, the solution updates all reports automatically. Infor PM also provided the company with electronic distribution, eliminating paper reports that used to pile up 4 feet high in a dozen stacks every month. In addition, the company’s approximately 1,000 managers and other select employees now have periodic access to branch and department profit statements.

As a financial services organization, this bank holding company must be able to view performance from multiple perspectives and levels. With Infor PM, the company now has improved insight into performance by line of business, geography, responsibility, and legal hierarchies, and can slice and dice the data in different ways.

Provider of tax, assurance, and financial consulting services

A US-based provider of tax, assurance, and financial consulting services used Infor to provide a standard set of measures, universally applied and universally available from a single source. Instead of producing a large number of reports—in the process overloading partners and other managers with data—the company wanted to help employees key in on a subset of items that allows them to manage the business most effectively.

Infor PM accepts feeds from the company’s multiple data sources and holds data on approximately 1,400 cost centers, 1,700 accounts, and 25,000 customers. A consolidated set of financials and standard measures is produced and distributed to 350 partners, managers, and support staff. This single version of the truth gives the company a strong ability to work hand in hand with line management to track responses to issues that line managers face. National managers are able to easily use the system to analyze data and help guide their business decisions.

Using Infor’s reporting, forecasting, planning, and analysis, national and regional leaders throughout this financial services organization improved performance results, attributing their success to Infor. The company has used solutions from Infor to help break from the past, centralizing finance operations and facilitating better decision making.

Insurance holding company

A multinational insurance holding company was using spreadsheets to set targets and budgets for multiple operating companies and divisions in various insurance segments—including employee benefits, auto insurance, home insurance, and life insurance. The holding company was growing quickly, and its spreadsheets had reached their limits. In addition to being time-consuming, the spreadsheet-based processes produced low-quality data, which often resulted in more time spent figuring out which numbers were correct.

With Infor PM, this insurance provider can now accommodate top-down targeting by 30 senior managers and bottom-up budgeting by 400 managers and controllers. Data is easily tracked and communicated via a workflow overview, which is built into the Infor PM system. Also, organization-wide reports containing key performance indicators are automatically created in Infor PM, pulling from the same database where targets and budgets are managed. This approach provided major improvements in terms of quality, speed, and transparency, and ensures a single version of the truth across all levels of management, operating companies, and divisions. Now, instead of engaging in heated boardroom debates on the reliability of financial data, management is spending the time analyzing results and making business decisions that will help the company expand into new products and markets.
## Infor PM 10 Highlights

Leverage the following functions across Infor PM 10 solutions.

<table>
<thead>
<tr>
<th>Infor PM 10</th>
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<tbody>
<tr>
<td>- Process and data audit trails</td>
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<td>- Gauges and dashboard builder</td>
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<td>- Status monitors</td>
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<td>- Drag-and-drop navigation</td>
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<td>- Automatic data scaling and formatting</td>
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<td>- Alerts when performance gaps are detected</td>
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<td>- Side-by-side comparisons</td>
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<td>- Changes replicated throughout system</td>
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<td>- More than 50 report templates</td>
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<td>- Web and Excel-based interfaces</td>
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<td>- Centralized, web-based deployment and maintenance</td>
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<td>- Open, standards-based architecture</td>
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<td>- Open automated extract, transform, and load (ETL) management for metadata and data</td>
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<tr>
<td>- Single database</td>
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<td>- Role-based security</td>
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<td>- Direct table access</td>
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<td>- Access to multiple source systems</td>
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<td>- Pre-built integration to Infor systems</td>
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<tr>
<th>Strategic Management</th>
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<tr>
<td>- Strategy status monitor</td>
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<tr>
<td>- Graphic representation of strategy and actions</td>
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<tr>
<td>- Collaborative cause and effect framework</td>
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<tr>
<td>- Balanced Scorecard certified</td>
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<tr>
<td>- Management methodologies: Economic Value Added (EVA), Hoshin, Six Sigma, and others</td>
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<tr>
<td>- Financial and non-financial measures</td>
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<tr>
<th>Planning and Budgeting</th>
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<tr>
<td>- “What if” scenario planning</td>
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<tr>
<td>- Models using calculations, allocations, phasing, market factors, seasonality</td>
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<tr>
<td>- Top-down and driver-based planning models</td>
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<td>- Model synchronization</td>
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<td>- Work backward from a financial goal</td>
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<td>- Zero-based, historical-based, and rolling budgets and plans</td>
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<td>- Budgeting status monitor</td>
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<td>- Budget collection, tracking, and process workflow</td>
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<td>- Budget submission and approval tracking</td>
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<td>- Budget version tracking</td>
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<td>- Currency translations</td>
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<tr>
<td>- Detailed employee, salary, and asset budgets and plans</td>
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<tr>
<td>- User-driven ad hoc account item detail worksheet lines</td>
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<td>- Actual to budget comparisons</td>
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| Financial Consolidation | - Consolidation status monitor  
- Complex group accounting  
- Inter-group ownership  
- Inter-company eliminations  
- Post-closing journal entries across multiple locations and legal entities  
- Built-in currency conversions  
- Third currency reporting and comparisons  
- Exchange gains and losses  
- Centralized audit, controls, and information access points  
- Comprehensive audit reports  
- Incremental and full consolidation  
- Multiple reporting hierarchies  
- Automated financial data collection and validation |
| Forecasting | - Forecasting status monitor  
- Forecasting submission and approval tracking  
- Forecasting collection, tracking, and process workflow  
- Summary and detailed level forecasting  
- Rolling forecasts  
- Trend analysis  
- Support for "what if" scenario planning  
- Statistical benchmark engine: Holt-Winters, exponential smoothing, Box-Jenkins, and others |
| Reporting and Analysis | - Management and statutory reporting  
- Multiple data presentation formats: dashboards, scorecards, spreadsheets, color-coded tables, bubble charts, pie charts, bar charts, and line graphs  
- Memory-resident OLAP  
- Links to semi-structured files  
- Information delivery to PDF and Excel  
- Email-delivered alerts |
| Compliance | - Basel II  
- FASB  
- GAAP  
- IFRS  
- Sarbanes-Oxley  
- XBRL |
See results now.

Infor PM is designed for financial services companies that seek to better monitor, measure, and manage their business performance in real time to improve competitive advantage. With Infor, you can harness your data—wherever it resides—to better understand your business environment, streamline and improve the effectiveness of your financial processes, and prepare options for competing successfully.

With Infor’s proven, best-practice methodology guiding the process, your implementation will be smooth, fast, and accurate, reducing the time necessary to see a return on investment. Infor delivers business-specific solutions with built-in experience, and provides the most out-of-the-box functions of any enterprise software vendor—reducing the need for time-consuming customizations. Our solutions are implemented by domain experts whose skills and knowledge are unmatched in the industries we serve, further reducing implementation time.

With Infor PM, gain fast ROI through:

- Aligned goals and resources
- Improved data integrity and quality
- Shortened process cycle times
- Increased time for analysis
- Enhanced operational insight
- Increased financial transparency
- Improved business agility and responsiveness
- Strengthened process and compliance controls

About Infor.

Infor acquires and develops functionally rich software backed by thousands of domain experts and then makes it better through continuous innovation, faster implementation options, global enablement, and flexible buying options. In a few short years, Infor has become one of the world’s largest providers of business software. For additional information, visit www.infor.com.

Contact your local Infor office regarding availability of products in your region.