

Teradata Finance and Performance Management Solutions

Transforming Financial Data into Actionable Information

Today's CFO is under persistent pressure from senior management to evolve into a proactive, forward-thinking business



partner. In order to effectively drive better and faster business decisions while also managing risk, finance organizations must have quick, seamless access to financial and operational data that is timely, detailed, and integrated. Only then can they rapidly transform data into information that guides senior management's most crucial decisions.

While a quality ERP system improves your ability to efficiently process transactions and provide basic reports, your CFO organization can make the best use of enterprise data by marrying a strong ERP system with an enterprise data warehouse. Teradata Corporation, the leading provider of enterprise data warehouses, sources data from your ERP and other legacy systems to give you a single view of your

worldwide operations. Teradata® Finance and Performance Management Solutions leverages industry-leading technology to extend this view to all of your financial data, empowering your ability to perform near real-time financial analysis and decision-making.

Teradata Finance and Performance Management features a multi-tiered architecture that:

- > Extracts, transforms, and loads data from your financial systems into a Teradata system, the most powerful and scalable in the industry.
- > Reliably integrates your data using Teradata's industry logical data models.
- > Empowers real-time decision making with analytical applications that deliver your data to end-users in the way they most need it, when they need it.

Teradata Extract, Transform, and Load process (ETL) transforms your ERP, legacy, and other source system data into centralized, Teradata stored information. This process – which prepares your detailed data for use in analytical applications – is accelerated by Teradata's pre-built logical data models, which are informed by hundreds of business questions adapted to your company's specific circumstances.

Helping Finance Drive Business Value

Teradata Finance and Performance Management Solutions help your finance organization go a step beyond controller-ship and drive incremental business value. At a time when CFOs are increasingly pressured to justify their organizations' headcount, the ability to focus resources on analytical and decision-making responsibilities can free finance from its historical limitations as a pure cost center.

“At NCR, Finance is a major user of the Teradata system, leveraging its flexible reporting environment and powerful technology to influence some of management's most critical decisions.”

– Chief Financial Officer, NCR

Teradata Finance and Performance Management Solutions

Teradata helps advance the evolution of your finance organization in three key functional areas:

Financial Reporting, Processes, and Analysis

Siloed, inflexible financial systems often impede the timeliness of your analysis with manual, error-prone processes and inefficient reporting. Teradata's flexible analytical and reporting platform eliminates these barriers. A Teradata system also supports all of your analytical processing, freeing your ERPs to focus on operational and transaction processing.

- > Reduce the length and effort of the monthly close and consolidations process, increasing time for value adding analytics.
- > View and analyze financial results *as they occur*, in near real-time.
- > Streamline budgeting and planning processes to produce faster, operationally-driven weekly, monthly, or quarterly forecast updates.
- > Reduce aged accounts receivable and excess inventory levels.
- > Quickly and seamlessly integrate mergers and acquisitions into your reporting and analysis systems.

Enterprise Performance Management

For any performance management initiative to succeed, it must be grounded by a platform linking financial results to the operational activities that drive them. Teradata accomplishes this by integrating your financial and operational data in a single repository. This ensures that your KPIs, management metrics, and enterprise-wide data definitions are consistent.

- > Drill from summary financial data into the detailed operational drivers behind revenue, product cost, and infrastructure expense.
- > Use accurate, integrated, and detailed historical data to improve budget and forecast accuracy.
- > Detailed, behavior-based insight into true customer profitability.
- > A central platform with which to ensure consistency of data definitions and KPIs.
- > Generate a cross-business unit view of your suppliers to extract additional discounts and consolidate your vendor base.

Compliance Infrastructure and Risk Management

Inconsistent governance processes and unreliable data infrastructures frustrate many attempts to institute effective compliance platforms. Teradata improves your ability to meet evolving regulations and compliance challenges through end-to-end data governance processes and a single, transparent and quickly accessible repository of all enterprise data.

- > Early identification of bad debts – for reporting purposes and to ensure no related companies are granted credit.
- > Identify unjustified sources of revenue or margin leakage – sales made below approved pricing levels or incorrectly recorded costs of sales.
- > Improved tracking and validation of internal controls throughout the company – to comply with regulations and identify fraud, malfeasance, or sabotage.
- > Quick recognition of internal control and process exceptions requiring internal audit's attention.
- > Queries that identify vendors, suppliers, or customers possibly covered by legislation banning commerce with certain countries or governments.

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A Teradata Finance and Performance Management investment provides business returns by helping you address key needs as follows:

Business Activity	Needs	Business Return
Close Process	Visibility into results throughout the month to accelerate the close process and reduce errors.	<ul style="list-style-type: none"> > Improved accuracy of reported results and forecasts > Timeliness of data and reports to internal and external users
Planning	Accurate forecasts of the business across multiple dimensions: revenue, expenses, headcount, and inventory.	<ul style="list-style-type: none"> > Accurate and consistent forecasts minimize volatility of market value > Improved resource decisions yield greater returns
Expense Management	Visibility into spending patterns for identification of reductions.	<ul style="list-style-type: none"> > Reduced expenses yielding greater profitability
Procurement Analysis	Improvement of purchasing negotiations to reduce costs.	<ul style="list-style-type: none"> > Reduced costs > Improved margins and profitability > Improved supplier relations
Accounts Receivable/DSO	Improved collection timeframes and management of risk items.	<ul style="list-style-type: none"> > Improved cash flow > Reduction in bad debt expense > Reduced cost of collections
Inventory Management/Analysis	Minimal inventory levels while meeting delivery timeframes. Better management of E&O.	<ul style="list-style-type: none"> > Improved cash flow > Improved delivery commitments > Improved margins
Cash Flow Analysis	Detailed cash flow information enables more accurate forecasts for maximum cash flow leverage.	<ul style="list-style-type: none"> > Greater capital leverage to drive growth
Revenue Recognition	Analysis of revenue process and flow throughout systems to optimize recognition and identify leakages.	<ul style="list-style-type: none"> > Increased revenue
Compliance	Integrated environment can be leveraged to reduce risk and improve efficiency in meeting requirements.	<ul style="list-style-type: none"> > Reduced risk of failure > Reduced compliance costs > Reduced risk of audit failure
Project Reporting and Profitability Analysis	Accurate budget management and pricing of major projects.	<ul style="list-style-type: none"> > Improved profitability

Increased efficiency, improved decision-making and proactive compliance and risk management – by equipping you with a single, integrated view of your detailed data, Teradata Finance and Performance Management Solutions help you guide your company’s most important and strategic decisions.

Industry-Leading Architecture

Teradata Finance and Performance Management is a collection of intellectual properties that facilitate implementation of an architecture optimized for enterprise analytics. The key layers are:

Data Extraction or Extraction, Transformation and Loading (ETL) Layer

The solution leverages data from your existing operational system infrastructure, be it an ERP package, a collection of legacy applications or a combination of both. The ETL layer of the solution extracts data from

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the key operational systems, transforms the data to meet the rules specified by the data model, and loads the data into the warehouse. Teradata and its partners (including SAP®) have extensive, industry-leading experience in performing these tasks. In addition, for Oracle® Financials environments we offer Teradata Decision Experts, a low-risk, quickly implemented, and packaged ETL and data integration solution.

Teradata System

Our source system-neutral industry logical data model is optimized for the industry-leading Teradata Relational Database Management System (RDBMS). Teradata's industry logical data models – which cover major financial subject areas including general ledger, accounts receivable, and accounts payable – are pre-built and reduce the cost of implementation by significantly shortening the data transformation process. These flexible data models can also be extended based on your company's specific business challenges.

Analytical Tools

Teradata Finance and Performance Management turns the warehouse's detailed

data into actionable intelligence through the use of analytical applications such as query and reporting tools, MOLAP reports, and dashboards sourced from a variety of Teradata business partners. Teradata has worked closely with Hyperion®, our strategic partner, to provide pre-built integration with Oracle's Hyperion Essbase System 9, jump-starting your use of the Teradata system and speeding up your return on investment.

Financial Applications

Performing critical functions from planning to consolidations, these applications are integrated with Teradata system detail, leveraging detailed data to fill the CFO's reporting and forecasting needs more quickly and effectively.

With the ability to implement an end-to-end solution, Teradata Finance and Performance Management Solutions approach each implementation with the goal of addressing your specific financial and business challenges. From the first day of an engagement, Teradata's expert business consultants work with you to address the most relevant business opportunities while Teradata technical consultants help you capitalize on them.

Data Warehousing Expertise

Teradata Professional Services consultants are thought leaders who provide extensive industry business knowledge, as well as deep technical skills. These experienced consultants work with you every step of the way to identify your key finance and performance management opportunities and prioritize them into a data warehouse strategy ensuring the strongest return on investment.

The Time is Now

Powerful, proven, and experienced, Teradata Finance and Performance Management Solutions will empower your finance organization and turn your data into decision-making information. Using a single, consistent view of financial data, you will drive critical business decisions and realize a significant return on your investment. Why wait? The market forces surrounding you certainly won't. Let Teradata help you drive your company's strategic decision-making today.

To learn more about the benefits of Teradata Finance and Performance Management Solutions, contact your local Teradata representative or visit Teradata.com.

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