



Modern financial planning and analysis.

Get a holistic view of your performance by
combining financial and operational data

Phocas.
Got data. Get results.

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Introduction.

Finance plays a critical role in ensuring organizations continue to both survive and thrive. The pandemic highlights the importance of the skills in the finance team to help everyone understand the actual financial position of a business.

This year has been critical for many organizations as people transition to working from home, we experienced firsthand how quickly the working environment and economy can change and in turn, how businesses had to adapt.

Business managers perform best when they have up-to-date, accurate financial information supporting their decisions. Finance plays a crucial role in the decision-making process, and having timely data is paramount to making good decisions. Waiting until mid-October to find out how September performed — is not fast enough — to respond to the rapidly changing environment.

Managers need to know why profit is significantly down each week and how this is impacting cash flow. To improve the cash position, accountants need to investigate whether the debtors are being collected fast enough or look into the inventory on hand and determines what products aren't selling.

For many mid-market businesses, they must run leaner, markets are consolidating and are more competitive. It's the real margins and the real profitability that matters to business owners and shareholders. The data behind a decision provides the evidence for people to make a change — finance teams need the support of technology to meet expectations, drive efficiencies and add value.

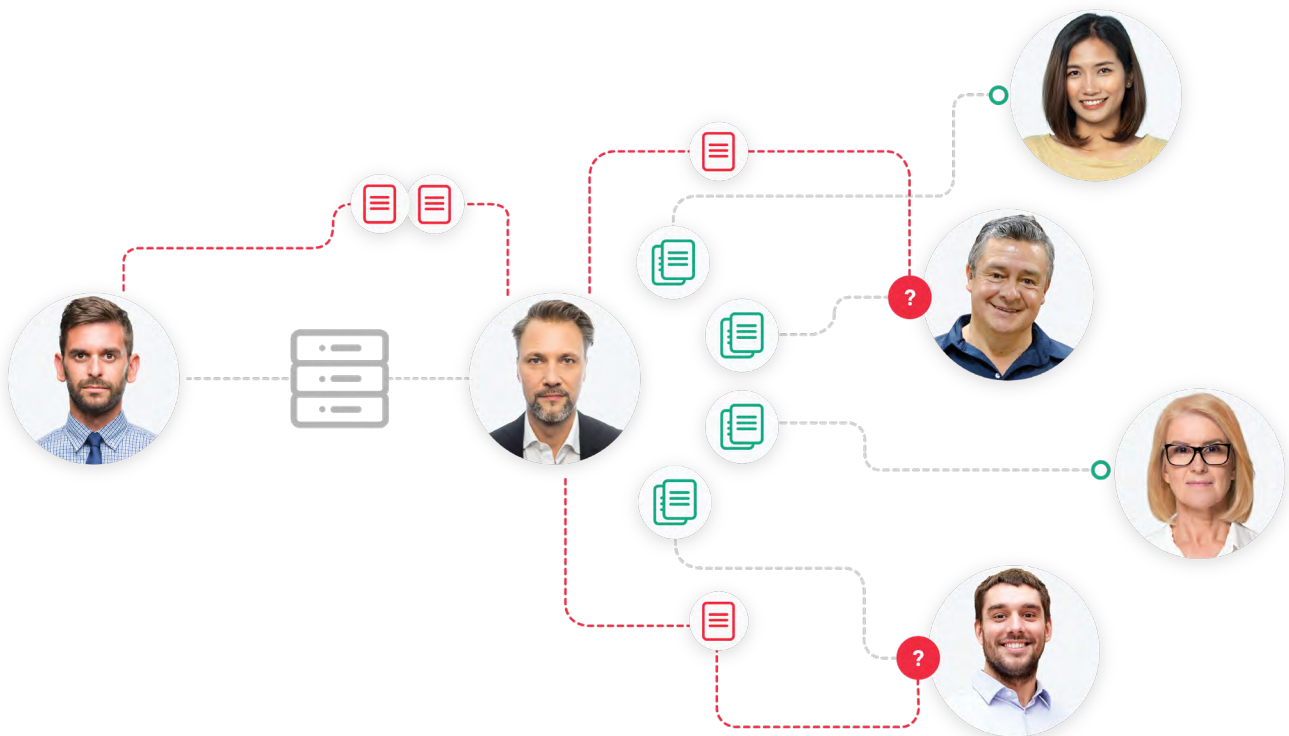
Today, managers and certainly millennials expect access to timely data to set KPIs and measure against them. Managers are hamstrung if they don't have the numbers that they need to perform. But in many companies, the finance team's rate of technology adoption has lagged behind other divisions which means keeping the finance data siloed from the rest of the business. To adapt to constant change, the finance team must try new practices and new ways of thinking to provide up to date performance to the broader team.

Why traditional finance processes are not sustainable.

If you work on your business's finance team, you'll likely have a hectic workload at the month's end. For many organizations, the monthly static financial reporting process continues to be arduous, especially if it's still performed manually.

It's a time-consuming process and relies mostly on transferring data from the Enterprise Resource Planning system (sometimes multiple) into spreadsheets, with lots of switching back and forth.

The process is slow because every adjustment to the numbers makes the spreadsheet-based reports instantly out-of-date, forcing the regular creation of new versions.



Most financial reporting consists of standardised statements and reports being created and shared with various managers and decision-makers. When people have questions about the numbers, they have to go back to the finance team who will need to investigate further and generate more static reports.

Given the amount of time that this takes, the report will often be standardized and will only suit a particular audience simply because finance doesn't have time to prepare reports for all different levels of management.

The delays in the feedback loop here often result in a level of complacency where it is often easier not to ask the questions – which becomes the real problem.

Financial data can no longer be siloed in business – the finance team needs to utilize technology to help create the reports so they can free up their time to educate the rest of the company about the actual numbers. People across the business should understand the numbers so they can better serve customers or address inefficiencies in production or warehousing.



Phocas is fed by the business's ERP system Pronto. **In Phocas our managers, sales and category teams can find everything in just one screen.** In the ERP, its over several screens but in Phocas the data is gathered and accessible to all in one report. Phocas makes this vital information highly accessible to everyone who needs know 'where we are' and to those who need to use data for making decisions across our business – which today is just about everyone."

Fadia Chidiac, Finance Director, BUNZL Safety.



Phocas free demo

Click here to [book a free demo](#) of Phocas for Finance.

An inclusive approach to financial reporting.

Modern leaders both understand that rapid change is the only constant in the business landscape and that adopting the right technology is key to keeping pace with that rapid change.

Static reporting hampers business' ability to remain agile in the face of emerging challenges.

Companies need to be more responsive and adapt to changes in the market. When markets shift, businesses must act quickly, but people need access to up-to-date data to inform decisions.

Businesses can use software to consolidate all data into a single source of truth, so that everyone can make decisions quicker and more accurately. Financial data needs to be in that mix because everyone needs to operate with consistent, finished numbers.

A modern approach to financial reporting involves an inclusive model where finance still controls the data within the ERP. Nevertheless, users can access the output of that ERP in real-time and at a level customized to each user allowing the business to lift performance with greater visibility of the numbers.

Phocas Financial Statements sits as a presentation layer on top of the ERP data. Financial statements are created in the same tradition as the accounting team recognizes, but the process is automated for each statement. The finance team can quickly build financial statements customized to users' access, so branch managers can see information relevant to their branch, and management can see information across the whole business. The statements can also sit across one or many ERPs so leaders can view the individual company, branch, regional performance and even the consolidated performance when required.

The data is automatically synced to the statements so users can see all financial transactions linked to them, so it is easy to interrogate the numbers further and answer questions. Reports are dynamic with users interacting with the data but importantly, never touching the general ledger.

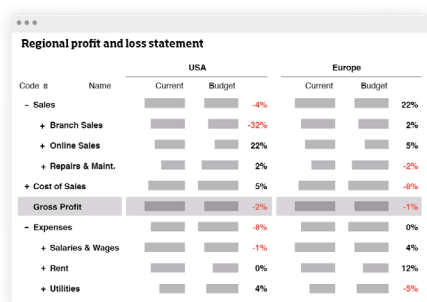
Many of the questions asked by management team can now be analyzed and answered on the spot or users can answer their questions—in their own time—freeing up the finance team to carry out more complex and value add analysis.

Analyze, customize and visualize financial reports.

There are three steps users move through to get the most from the Phocas data analytics plus Financial Statements solution.

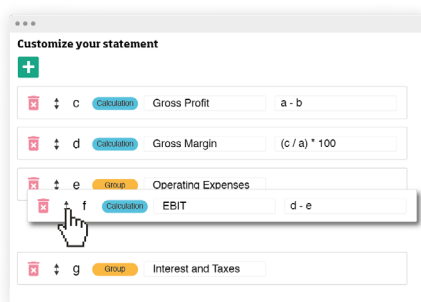
It starts by analyzing the data in the financial statement. All users will be able to see the information relevant to them.

The idea is to empower the user and ultimately make them more accountable for the business units they control. People can also click through to the underlying data for each section of the statement.



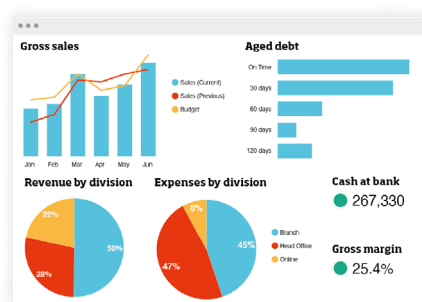
Analyze

- dynamic rather than static reporting
- immediate drill through to transactions for quick data queries without touching the ledger
- export to Excel, keeping all hierarchies and formulas intact



Customize

- income statement/profit & loss, cashflow, balance sheet and trial balance and customized financial statements builder included out-of-the-box
- customize and add calculations such as EBIT, margins and ratios
- flexible administrative control with filtered and restricted access



Visualize

- live dashboards give a snapshot view of financial performance
- report, analyze and track legal and non-legal entities (branches, areas, departments, product lines)
- integrate multiple data sources to reveal what's really going on and make better, faster decisions.

The finance team can customize the financial statements (P&L/income statement, balance sheet and cashflows) to suit the audience. For instance, if you have three regions you operate in, then most likely three different reports for each audience are created. The Financial Statement tool allows you to set-up these reports once and automate them. Stakeholders can review the group performance dashboard as well as filter to the UK to see the dashboard as it specifically relates to the British business.

Finally, using dashboards from the analytics tool means people can visualize financial information. This provides a clear and real snapshot of your business and is a more natural way to uncover patterns, communicate insights, and make data-driven decisions. More visibility of financial performance through dashboards leads to better conversations between teams by having an easier way to understand the financial statements. By using dashboards, more people grasp the numbers, which leads to an organic education of non-financial stakeholders and a stronger performing business.



Where do Excel spreadsheets fit in?

Phocas understands the affinity accountants have with spreadsheets, but we also know the ubiquitous tool is not always fit-for-purpose, especially when preparing month-end statements. You'll be aware of the common pitfalls of Excel around data integrity, formula errors, user errors and data becoming corrupted. What the Phocas solution has concentrated on is removing the limitations of Excel and using the power of the data analytics solution to carry out data consolidation, analysis and customization, so the preparation of the financial statements is straightforward and replicated quickly and efficiently.

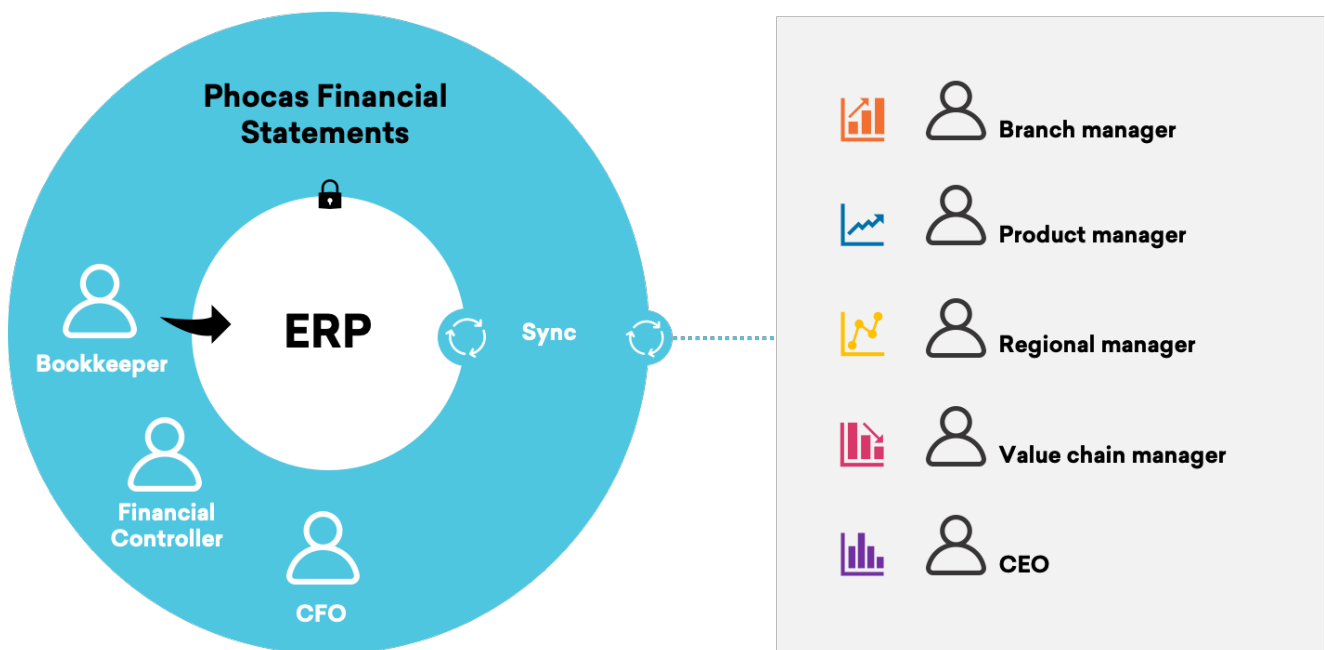
Phocas Financial Statements are also designed to work with Excel and have an extension into it, as required. When exporting to Excel, all Phocas hierarchy's are maintained, and formulas remain intact for seamless integration enabling additional modelling such as cash flow forecasting.

Security and controls.

The finance team has ultimate control over the financial statements in Phocas.

The in-built, user permissions allow the finance team to govern the level of detail each user sees and to control their ability to see sensitive data.

ERP data is usually tightly guarded which is why finance has siloed it and restricted access. Phocas Financial Statements tool has the functionality to open-up the financial numbers to the rest of the business but with no risk of touching the general ledger. Users see and drill into information that is only relevant to them and to protect sensitive financial information.



Phocas demo

Click here to watch a demo
of Phocas for Finance.

Why Phocas data analytics + Financial Statements.

For a long time, the financial numbers were the domain of the accounting team.

By using software that enables sharing profit, loss and variance with other departments means more people can engage and invest in the development of a team's performance.

Furthermore, having access to the business's financial data shows leaders the outcomes of their strategies, which both makes them more accountable for the execution of a strategy and demonstrates what works and what doesn't.

There is also a growing push toward having a more modern finance team that can be ready for anything, can quickly share up-to-date numbers and coach others in the business about financial performance. The biggest obstacle to achieving digital innovation in finance is the lack of trained teams in technology. To help address the problem, companies must consider intuitive financial analysis software. Phocas data analytics plus Financial Statements are designed to build a bridge to digitizing finance capabilities, providing benefits for both the experienced finance team member and the rookie.

Having robust, accurate financial data backing all decisions will put your business in a better position to grow and adapt.



Customers using data analytics + financial statements.

TRADE SUPPLY GROUP USA

Trade Supply Group uses an Epicor Eclipse ERP system that is matched with Phocas data analytics and Phocas Financial Statements.

“Phocas Financial Statements takes away the nightmare of producing consolidating financial statements that are broken down by branch division or consolidated for the entire company,” says Scott Sokoly, Business System Administrator.

The head office accounting team can consolidate or split the statements anyway the different companies want them and to any level of detail; be that a top level or viewing individual expenses.

“The accounting department is excited because it’s less work to make a consolidated financial statement. In the past, we have five Excel sheets and you basically add them together. It’s just busy work for them so I think they’re excited they don’t have to do that any more,” says Sokoly.

**Modernize finance
function with
automated
customized reports**



Scott Sokoly
Business System Administrator
Trade Supply Group




Andy Williams the CFO of Capitol Group says the software helps answer many questions that arise at month-end about the financial statements.


“If our people have questions about financial statements—which they invariably do — they can drill down and find some of that information out immediately rather than having paper statements and say hey what’s in this number? or hey what’s in that number?”

“It has made the channels of communication open up between the people that are reviewing them versus the accounting staff - they have a common ground to speak about the issues within the financial statements,” said Andy.


**Improve
interdepartmental
communications**



Andy Williams
CFO
Capitol Group



awilliams



Phocas free demo

Click here to [book a free demo](#)
of Phocas for Finance.

Get in touch.

Learn how Phocas can help you achieve your business goals.

Give us a call:

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Want to know more?

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