



BUDGET AS A SERVICE:

A NEW APPROACH TO MANAGING YOUR
BUDGETING, PLANNING, & FORECASTING

BUDGET AS A SERVICE:

Outside of FP&A, budgeting is a once-a-year exercise for most organizations. New technologies can be difficult to learn, and then continually relearn, as the new year budget cycle approaches. Deadlines are onerous, and users will invariably wait until the last minute to submit their numbers. Business managers “just want it done”; they are not seeing enough value in the process.

CHALLENGES WITH IMPLEMENTING A NEW BUDGETING SYSTEM:

Many organizations, especially those that have been dependent on Excel, are looking to new technologies to help them modernize their FP&A functions. While implementing new technologies can have an incredible impact on the productivity of FP&A professionals and bring tremendous ROI to their organizations, there are challenges in realizing these benefits. Change Management during the adoption of new technologies and processes needs to be done skillfully and there still may be pushback. This is most evident across the greater organization where there is only a peripheral impact from a new system.

While the development of a new system can be exciting, on-going application support is NOT a sought-after role internally, and problematic to deliver for both software and implementation vendors. Factor in key employee turnover (admins, FP&A, and IT personnel) and these realities put the business at risk.

Once a new system is in place, the promise of better reporting and analytics will be expected to be delivered upon. Lots of new report requests, one-off queries, direct access to data, and the incumbent training issues that follow can cause anxiety and start to take the bloom off the new system. Executives will ask business questions that require expert navigation of data. This is a high stress situation for financial analysts as they may still be learning the new system or are asked to do something unfamiliar. Falling back on their comfort zone of creating new spreadsheets erodes confidence in the new systems' capabilities.

WHEN ITS TIME TO EMBRACE NEW TECHNOLOGY, THIS IS WHAT YOU WILL FACE:

- Evaluating multiple systems/vendors that all claim to best meet your needs
- Dealing with software vendors tasked to sell you a subscription, then eject
- Paying for a full subscription (even though you won't need it until go-live)
- Software configuration cycles that are demanding and resource intensive
- Development of system administrators and training business users
- Training casual business users who won't use the system again until next year
- Once implementation is complete, the vendor's team leaves
- Getting post implementation support you can trust
- Poor or Inadequate documentation that isn't helpful
- Struggling with the inevitable issues that arise during the budget cycle



ABOUT BLUMARBLE:

We are a Canadian provider of Oracle Enterprise Performance Management (EPM) implementation and Managed Support Services.

Highly experienced EPM/CPM implementation & support vendor

We understand FP&A and best practices from both the domain and technical perspectives

We have delivered dozens of successful engagements and have referenceable Canadian clients

Our skilled resources have 15+ years average tenure with EPM/CPM product sets

A battle tested, EPM/CPM specific project methodology and support model

Our key operating principle is that developing long term relationships with our clients builds trust and that trust builds our relationships. This way of operating makes us both successful.