

How to Reshape the Way Your Finance Team Collaborates in 2025

Mark Newallo

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The Association of
Accountants and
Financial Professionals
in Business



Featured Presenter

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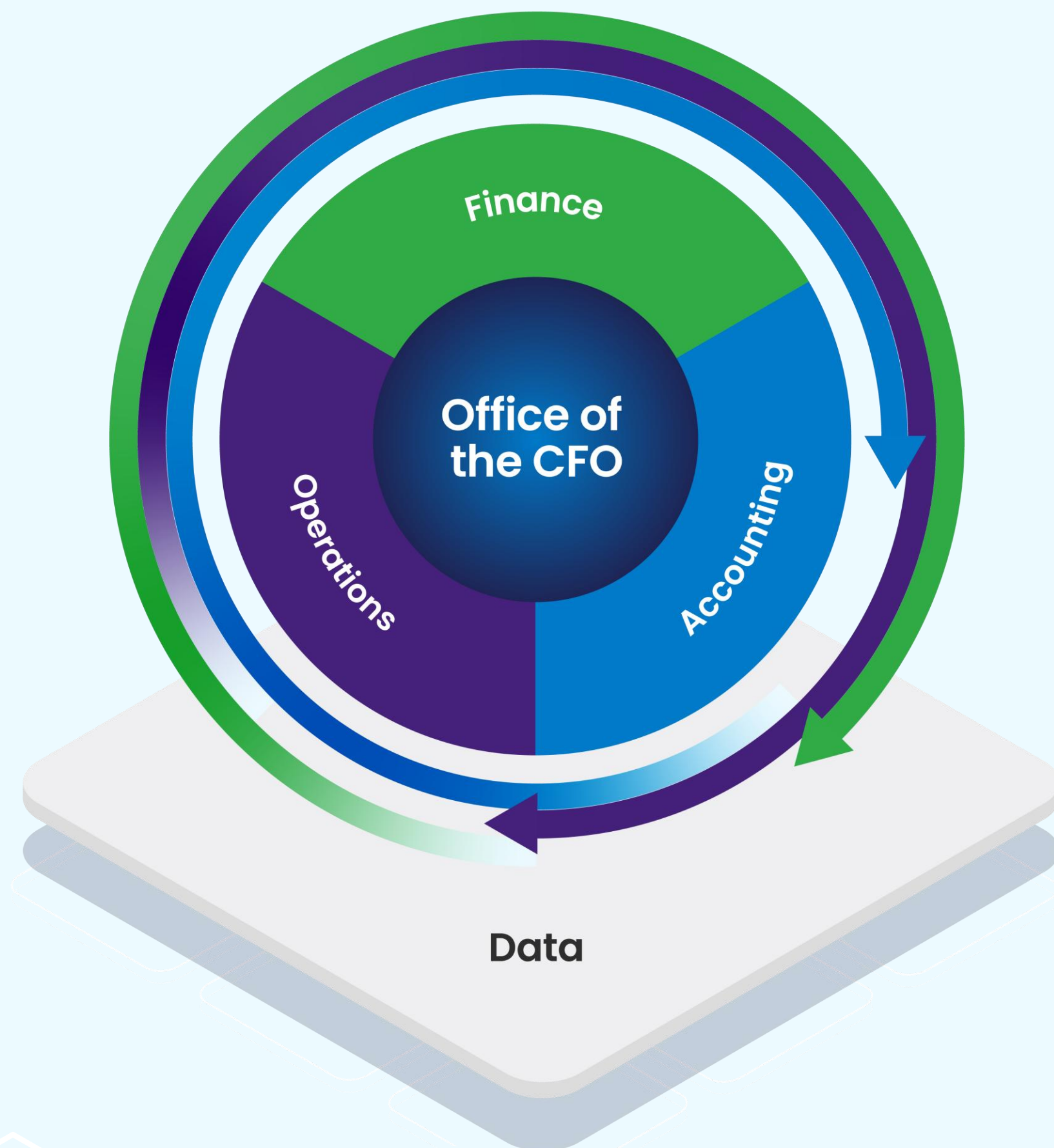


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Who is insightsoftware?

Connected Solutions for the Office of the CFO



Actionable Insights

Deep, built-in ERP knowledge for consistent, accurate results



Automated Processes

Increase productivity and eliminate errors



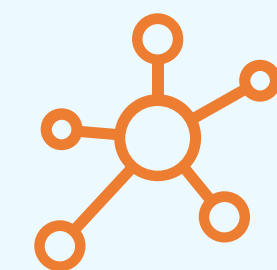
Trusted Predictability

Built on granular, transaction-level data



Integrated Products

Cloud Platform connects solutions & shares data across applications



Greater Productivity

Agile, self-service tools that put business users in control

Agenda

1

Agenda & Introductions

2

Building a Collaborative Mindset

3

The Role of Tools in Accurate Reporting

4

Data Storytelling for Strategic Impact

5

Questions?



Building a Collaborative Mindset

The value of collaboration and why it matters.

Polling Question 1

What is a defining factor in the success of a high-performance team? *(select the best answer)*

- a) Individual smarts or skills
- b) Team size
- c) Team composition (in regard to team background)
- d) Psychological safety
- e) Strong top-down leadership

Poll Question 1 Results

(Placeholder)

What is Collaboration.



Benefits of Establishing a Collaborative Culture.

Companies known for their collaborative culture are seen as desirable places to work, which attracts top talent. This is a big advantage in competitive industries.



More innovation: Employees who feel comfortable sharing their thoughts are more likely to come up with unique ideas.



Happier employees: When team members feel they have a say in decision-making, it boosts morale and engagement. And happy employees lead to better work, higher job satisfaction and reduced turnover.



Efficient use of resources: Teams that work well together complete tasks faster and more efficiently, saving time and money.



Stronger communication: Collaborative cultures are built on strong communication. Regular interaction helps in building trust and understanding among team members.



More learning opportunities: Working in a collaborative environment allows employees to learn from one another.



Enhanced problem-solving: When employees from different backgrounds and skills come together, they can tackle complex problems more effectively.

Obstacles to Workplace Collaboration.

Physical distance or inadequate technology can be a significant barrier to good collaboration.



Polling Question 2

What obstacles to workplace collaboration exist at your organization? *(select all that apply)*

- a) Lack of clear goals
- b) Lack of trust
- c) Resistance to change
- d) Inadequate resources: technology
- e) Inadequate resources: physical distance

Poll Question 2 Results

(Placeholder)

Obstacles to Workplace Collaboration.

Physical distance or inadequate technology can be a significant barrier to good collaboration.



Inadequate Resources: Technological Barriers

The data landscape in which finance teams work is becoming increasingly complex.

93%

Of finance teams use multiple software tools.

94%

Of finance teams use software from different vendors.

98%

Report experiencing data integration challenges.

98%

Of finance teams use non-ERP data sources.



Actionable Strategies for **Fostering Collaboration**



Implement Regular Cross-Functional Alignment Meetings



Establish Clear Ownership for Deliverables within Reporting Cycles



Invest in Training that Promotes Strong Communication Practices



Leverage Collaborative Tools to Reinforce Teamwork



The Role of Tools in Accurate Reporting

Enable finance teams to produce accurate, consistent, and timely reports in complex business environments.

The Complexity of the Office of the CFO

Evolving Regulatory Complexity

Increasing complexity in regulatory oversight, particularly tax regulation and compliance monitoring.

~55%

CFOs still **rely upon manual solutions** to cover compliance/regulatory needs

Digital Transformation Continues

And it's expected to continue accelerating, especially as lack of skilled workforce and rising cost of labor remain concerns.

~80%

CFOs plan to **maintain or increase enterprise-wide digital investments** over the next two years

Lack of Connected Solutions

CFOs take on more responsibility, evolving from scorekeeper to strategist. As primary corporate performance manager and risk manager, they need actionable insights to drive business.

~80%

CFOs are interested in switching to a **single vendor solution** for integrated functions

Manual Processes Remain Dominant

Lack of skilled workforce exacerbates the problem.

>50%

AP, AR, Compliance and Treasury are **still completed manually**

Sources: Jeffries, ELT Offsite, November 2023;
Piper Sandler, OCFO Monthly Update, November 2023

The Growing Skills Crisis in Finance

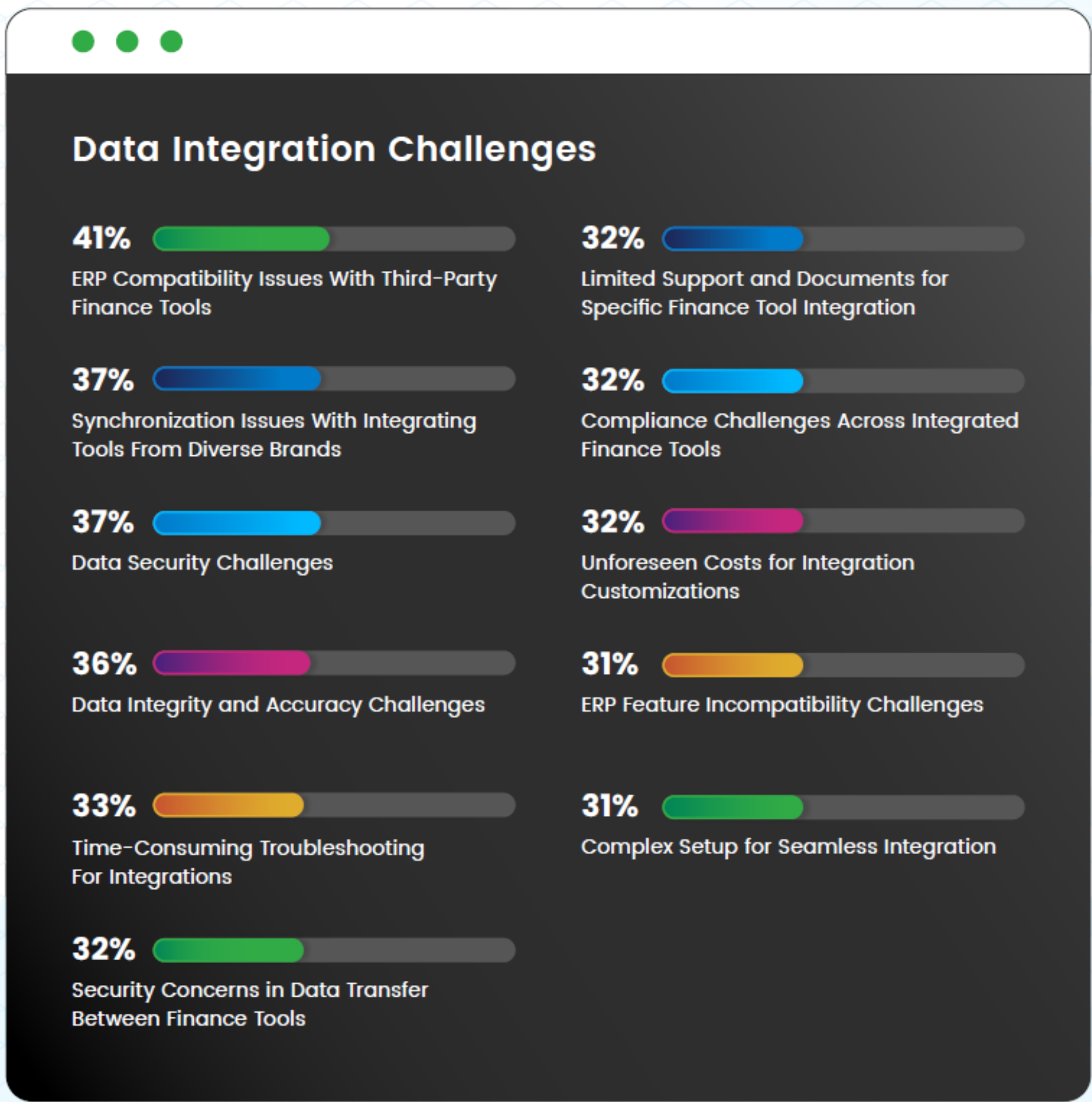


33%



identified strong soft skills such as communication and collaboration are in high-demand/lacking

Data Integration Challenges



82%



Agree that poor data management and integration is the biggest challenge to financial reporting, forecasting and compliance.

Polling Question 3

What report production challenges are a top priority for you to address?

- a) Too much time spent on low-value work
- b) Limited time for analysis and insightful decision making
- c) Slow, manual recurring processes
- d) Numbers or facts outdated or inconsistent within final reports
- e) Processes lack transparency
- f) Workflow deficiencies, limited notifications and tracking

Poll Question 3 Results

(Placeholder)

Challenges in Reporting: **Data**

Multiple Data Inputs

- Relational / Data warehouse
- Consolidations
- OLAP - cube
- CPM / BI
- Excel extraction (financial statements)
- Excel working papers, schedules, checklists



Challenges in Reporting: Regulatory Changes

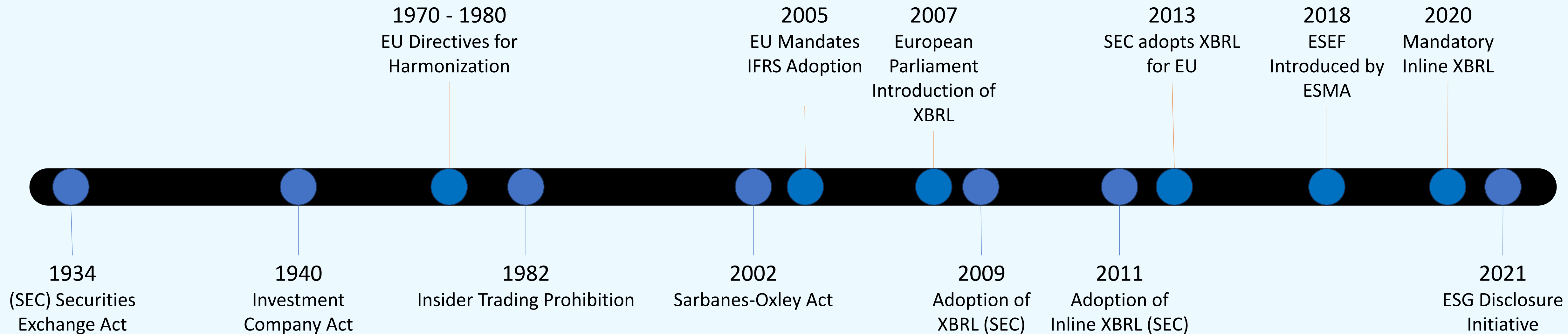
Pressure for transparency

- Complex business models
- Increasing statutory requirements
 - Additional SEC filing packages
 - CSRD
 - ESG



Evolution of Global Financial Reporting Regulatory Mandates

Major milestones for US and European regulatory mandates.



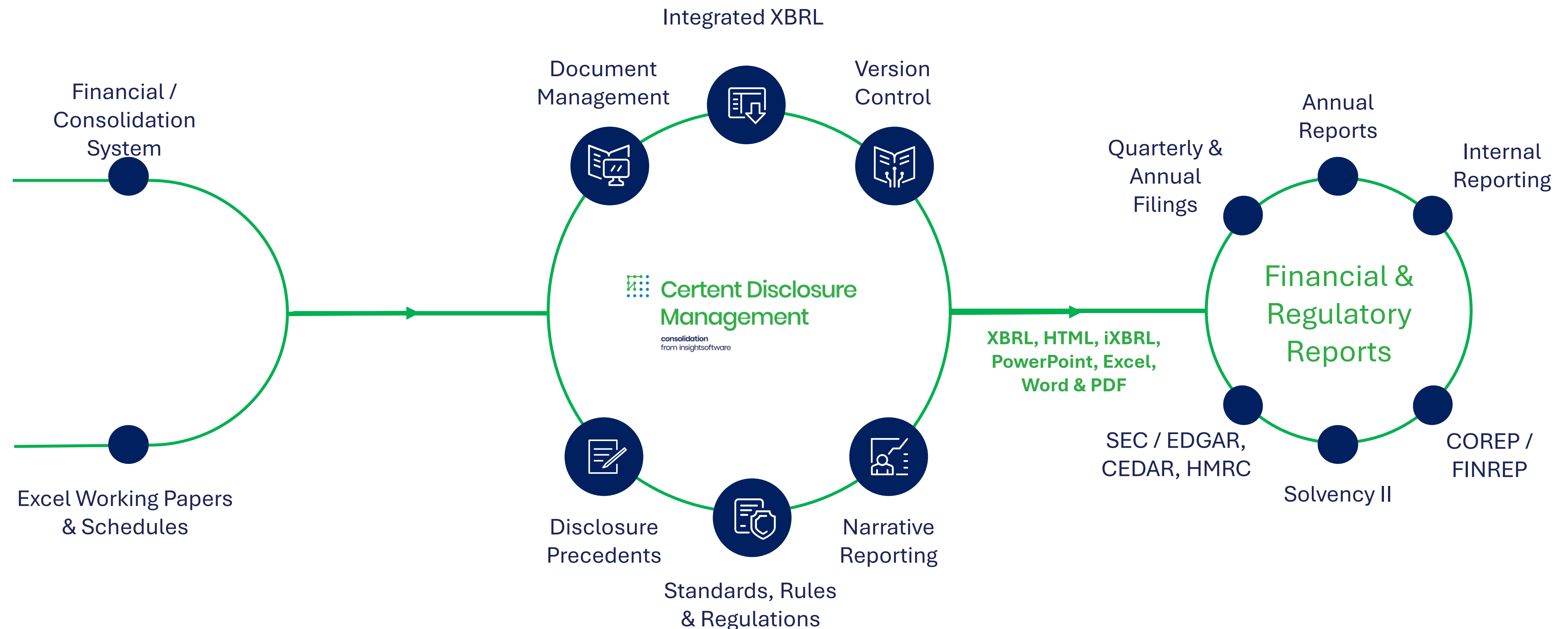
Challenges in Reporting: Collaboration

- Data security and privacy
- Lack of database integration / siloed systems
- Matching the narrative with the numbers
- Alignment of narrative performance report outputs to internal and external consumers



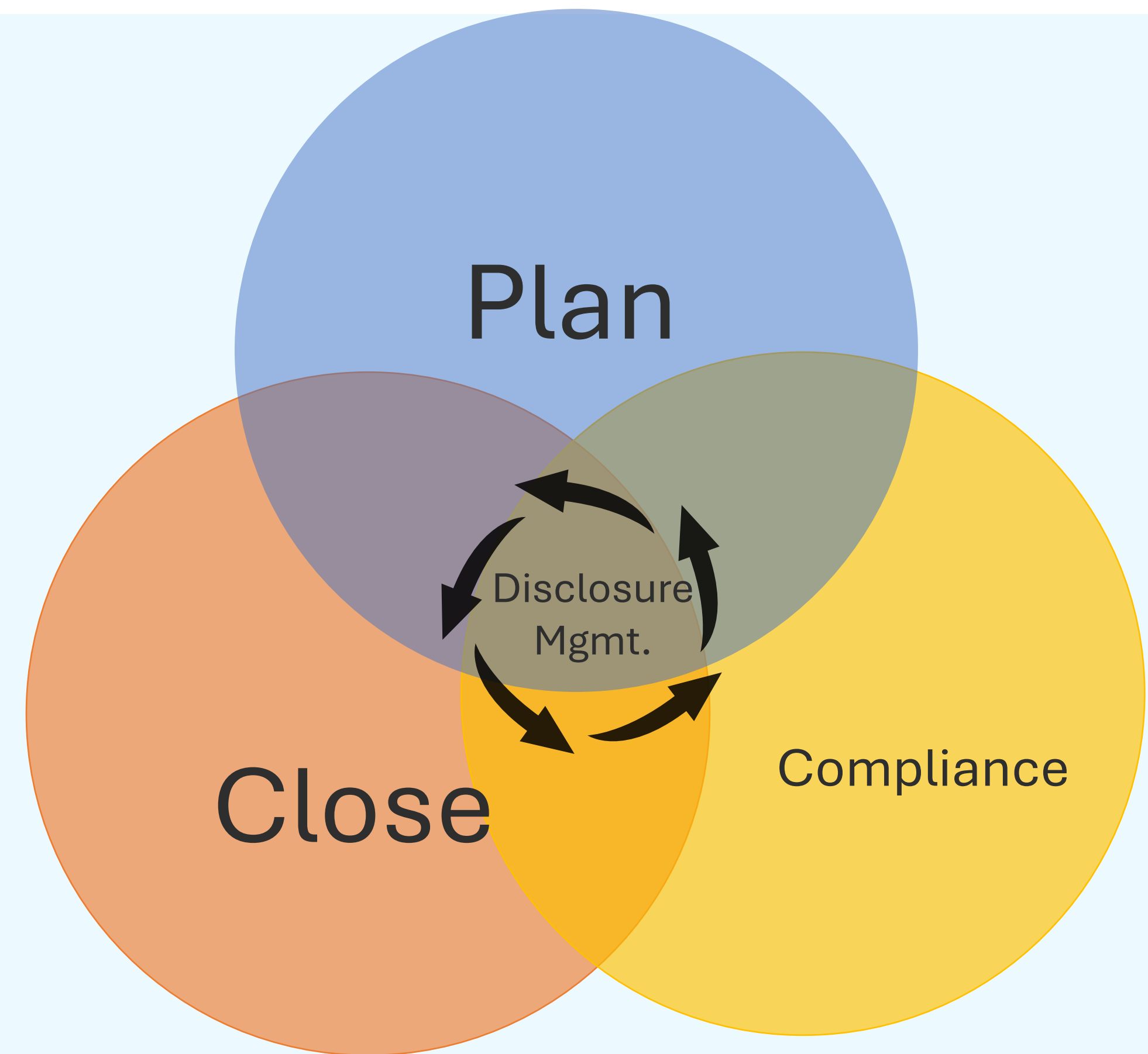
Accurate Reporting Begins and Ends with **Data in One Place**

Address multiple requirements by **dynamically sharing data** and **narrative** across reports and reporting outputs.



Connecting Your Processes/Solutions

- Sharing of data between financial processes at their natural touchpoints is critical for efficiency
- Disclosure Management can often have references to solutions that address different business processes.
- Knowing where the data resides and having the capabilities to gather the data drives the ability to deliver your disclosure requirements with confidence.



Polling Question 4

Are you currently leveraging a purpose-built disclosure management tool?

- a) No
- b) Yes, Workiva
- c) Yes, Lucanet (Amana)
- d) Yes, DFIN
- e) Yes, CDM
- f) Yes, other

Poll Question 4 Results

(Placeholder)

Streamlining Data Management

Seamless Data Integration

- Improved accuracy and consistency
- Increased efficiency
- Enhanced compliance and improved transparency
- Streamlined collaboration
- Filing and audit ready
- Improved report quality

10-K XYZ Corporation 2024

HomeInsertDrawDesignLayoutReferencesMailingsReviewViewDeveloperCDM

ImportMove to WorkspaceAdd as ReportAdd to Report

Insert DocumentRefresh variables

Show outlineShow variables

Insert variableCreate variableRefresh variableEdit variableReplace variableCopyPasteDetach

Sign offPreviewNextHelpAI Doc Assist

Outline

XYZ Corporation

Executive SummaryTo review

Revenue GrowthSigned

Key Financial HighlightsTo review

Financial RatiosSigned

Outlook & GuidanceSigned

ConclusionSigned

Consolidated StatementsTo review

Income StatementSigned

Revenue GrowthSigned

Key Financial HighlightsSigned

Financial RatiosSigned

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ConclusionSigned

Key Financial Highlights

Revenue: \$500 million (up 12% from Q3 2023)
Gross Profit: \$250 million (up 10% from Q3 2023)
Operating Income: \$100 million (up 8% from Q3 2023)
Net Income: \$45 million (up 15% from Q3 2023)
EPS: \$1.05 (up 16% from Q3 2023)\

CY YTD Income StatementTo review

Total revenue	\$5,254	\$5,525	\$6,278
Cost of goods sold (COGS)	2,850	2,869	2,998
Gross profit	2,404	2,656	3,280
Selling, general, administrative (SG&A)	1,065	1,125	1,348
Research & development (R&D)	120	125	129
Operating income	1,219	1,406	1,803
Interest expense	102	106	108
Pretax income	1,117	1,300	1,695
Taxes	260	299	383
Net income	857	1,001	1,312

Financial Ratios

XYZ Corporation, a leader in innovative technology solutions, has reported solid performance for the third quarter of 2024, driven by strong demand for its flagship products. The company posted robust revenue growth and maintained operational efficiency despite market volatility.

Revenue Growth

Revenue Growth: 12% year-over-year increase in Q3.

Net Income: \$45 million, a 15% increase compared to Q3 2023.

Earnings per Share (EPS): \$1.05, up from \$0.90 in the previous year.

Outlook & Guidance

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Variables

ShowAll Instances (631)

Search

CY YTD Income Statement

Q3 Net Income - Net Profit.docx

Report

Figures in Millions

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To reviewInstances: 86

CY YTD Net Income Percentage

Q3 Net Income - Net Profit.docx

Report

Value12%


SignedInstances: 86

PY YTD Net Income Percentage

Q3 Net Income - Net Profit.docx

Report

Value10%

 insightsoftware

Teamwork Spaces

Enhanced Team Collaboration

- Improved stakeholder engagement
- Enhanced security
- Scalability
- Better decision making
- Streamlined collaboration
- Improved team efficiency

10-K XYZ Corporation 2024

Editing | Comments | Share

Home | Insert | Draw | Design | Layout | References | Mailings | Review | View | Developer | CDM

Import | Move to Workspace | Add as Report | Add to Report

Insert Document | Refresh variables

Show outline | Show variables

Insert variable | Create variable | Refresh variable | Edit variable | Replace variable

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Sign off | Preview | Next

Help | AI Doc Assist

Outline

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Report

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Signed

Instances: 86

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Report

Value

12%



Data Storytelling for Strategic Impact

Adding context to your numbers and turning raw data into actionable insights.

Why Narrative Matters. Putting Data in Context.



How Narrative Improves the Effectiveness of Reports

For internal audiences:

- Brings focus to important details
- Highlights priorities
- Increases confidence

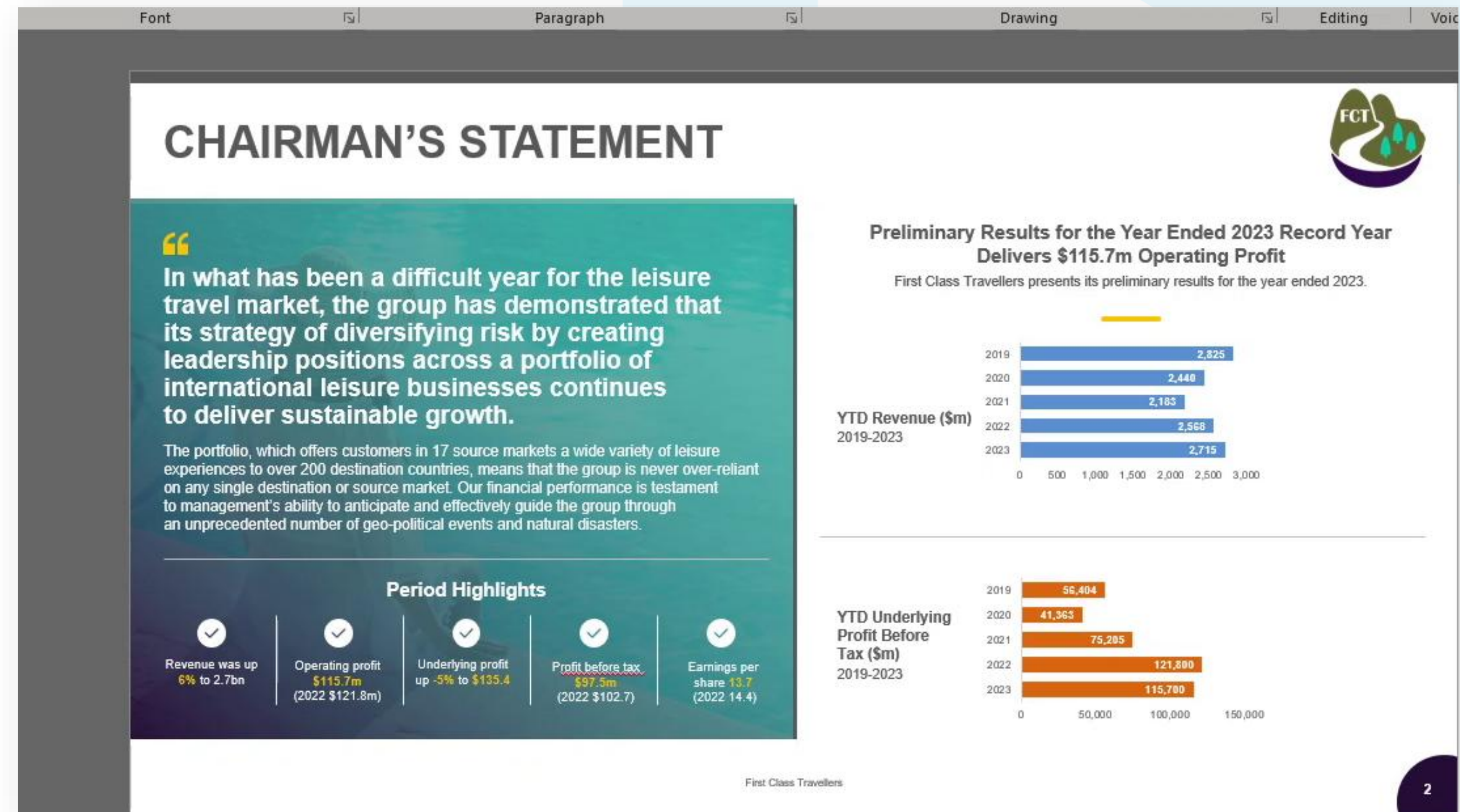
For external audiences:

- Explains extraordinary numbers
- Aids decision making
- Supports reporting and compliance
- Ensures transparency

Techniques for Effective Storytelling

Leverage automation to create a narrative that drives action

- A single system of record ensures there are no conflicting numbers anywhere in reports linked to the source data.
- Visualize data clearly with diverse outputs
- Tailor the message to your audience
- Connect data to business goals



Questions and Answers

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Thank you!

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