

Capabilities Statement

Corporate Performance Management

QMetrix has been delivering Corporate Performance Management (budgeting, forecasting and reporting) solutions since 2012, with dozens of successful outcomes across large and small enterprises and a diverse array of industries.

We deliver these outcomes by implementing Workday Adaptive Planning, a market leading cloud technology that was founded in 2005 and has a global client base of over 6,000 customers.

Workday Adaptive Planning automates collaborative planning, reporting and analysis of both operational and financial data, and financial consolidation. It provides a best-practice, active planning process to drive organisational success.

Who we are

Finance professionals

QMetrix consultants are business focused finance professionals with business systems and finance skills. We work with the internal finance team to understand budgeting and forecasting requirements, ask probing questions, lead discussions, recommend courses of action or problem solve.

We are finance/accounting degree qualified, with many possessing CA or CPA qualifications. Many of us worked in finance-based roles before joining QMetrix.

The knowledge acquired from a broad array of implementations enables us to provide pragmatic solutions when facing challenges and we can steer a course through obstacles by calling on previous experience.

Data specialists

QMetrix has data integration and data cleansing specialists supporting the team on the ground in projects. They are on call during the implementation where specialist skills are required to overcome challenges in data quality or integration with cloud or on-premise systems that feed into budgeting and forecasting activities.

What I really like about QMetrix is they take on your business as if it's their own. That is the difference they bring.

They don't build something just because you ask them to; they provide thought leadership and bring in their recommendations to make things better.

– Dora Borg, Senior Financial Accountant, Ventura Bus Lines

Methodology

Project approach

Before QMetrix undertakes a Corporate Performance Management project, critical success criteria are agreed. The project is then broken down into manageable phases where tangible progress and value is delivered incrementally throughout.

Within each phase, there are several iterations of model design, build, review and testing to ensure deliverables meet with expectations.

Beyond just the 'technical' aspects of the implementation, QMetrix will challenge the client with a different perspective whilst also providing thought leadership and knowledge transfer at every opportunity.

QMetrix uses best practice design techniques to ensure the solution is extensible and can be easily added to over time by either QMetrix or the internal finance team.

Change management

Through experience, QMetrix has developed key strategies in change management in the lead up to go-live that have proved successful in achieving the desired user uptake.

We also have ongoing strategies to monitor and improve the use of newly implemented systems to ensure alignment with initial expectations and goals to expand, if desired, the user base post deployment.

These strategies can be implemented solely by QMetrix or in collaboration with the client's nominated personnel and assimilated into the client's change management methodology and processes.

Training

QMetrix training agendas and materials are customised for each specific implementation. Training audiences are typically broken down into 2 main groups – Finance Power Users and General Users.

General Users can also be trained through a "train the trainer" approach which is fully supported by QMetrix and is recommended for larger user bases. Training videos may also be prepared for re-usability and to skill up new users over time.

“Since implementing Workday Adaptive Planning there have been huge time and cost savings for cohealth. The speed at which our finance team works to complete daily tasks is now incredible! The rest of the business engages with it, and it delivered what we needed it to. – Cathy Williams, Director Finance and Reporting, cohealth”

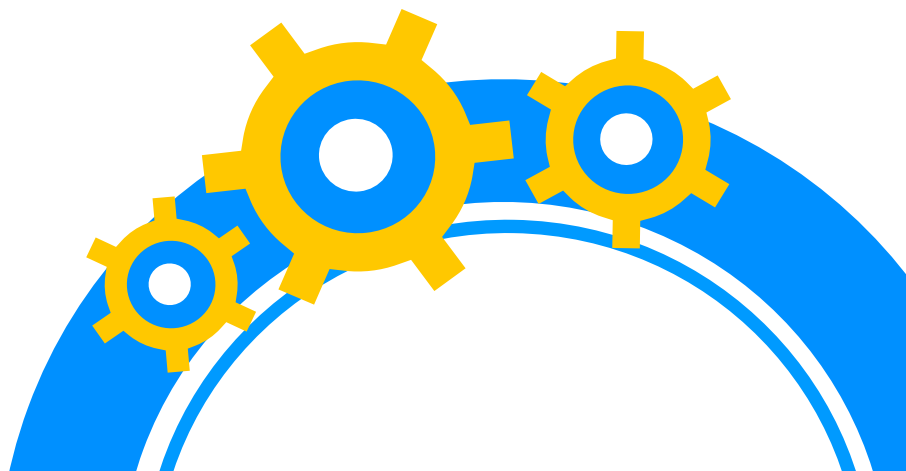


Workday Adaptive Planning Capability

Workday Adaptive Planning (WAP) provides a cloud based corporate performance management (CPM) solution. It is a cloud commercial off the shelf (COTS) product and therefore includes a lot of key features that satisfy fundamental budgeting and forecasting requirements by default.

Some of the key functional capabilities include:

- Powerful modelling capability to create scalable driver-based models eg, revenue, expenses, capex, opex, payroll (workforce) etc. across budgets, forecasts and long-range plans
- Version and what-if scenario management for yearly budgets, rolling forecasts overlaid by YTD actuals and long range / strategic plans
- Workflow and process tracking to manage budget submission, approval and review processes for all contributors
- Automatic consolidation of each contributor's budgets, rolling up and summarised based on defined structures
- Facility to include commentary, narratives and line item details in the budgets, that can be made visible in the reports
- Built-in audit tracking to track changes across all data entry points for complete transparency and traceability
- Easy to use interface for the end user and finance administrators. Finance administrators can manage the models themselves and reduce reliance on IT or external support to create and support models – no coding or scripting is required
- Integration and ability to source data from the General Ledger / ERP system. Data feeds may include chart of accounts and reporting structures, dimensions (eg, cost centres), general ledger balances for budget baselines / reporting and transactions (for drill through). Other data sources might include employees from HR system or asset registers for financing / depreciation
- Ability to drill down into transactions for more granular level analysis, including back to the general ledger
- Reporting capability to suit all levels and types of consumption
- Easy to use “drag and drop” ad-hoc report building
- Report splitting to cost centre owners in various formats (Excel, PDF etc.)
- Detailed Board Pack reporting via an Excel, Word and PowerPoint add-on
- Dashboards with visual data insights and discovery
- Comprehensive online help, knowledgebase and e-learning training portal



Out-of-the-box, easy to use

Because much of the required functionality is pre-built and “out of the box”, QMetrix can concentrate on key business driven aspects of delivering a successful outcome for the client instead of wasting time and effort on coding and customising software.

These aspects include fully understanding business requirements, challenging assumptions, extensible model design, project management, testing, change management and training.

WAP’s underlying core philosophy is of being an easy to use application. It is designed to be owned, managed and maintained by everyday business users and is recognised industry-wide for delivering the most intuitive user experience – from administrators, to power users and end users.

Internal finance teams will be equipped to own and run the system without the need for constant external consulting assistance, or specialist programming knowledge. This is one of the key differentiators of WAP.

QMetrix backs this assertion and has found that support needs are minimal relative to other technologies that we implement.

The training put me in a strong position to manage WAP without having to call for help all the time. This was a key success criteria for us, as we wanted a solution that we could own and self-manage. – Ross Kerr, Senior Management Accountant, MessageMedia Group

QMetrix’s partnership with Workday

QMetrix is a preferred accredited solution implementation partner of Workday Adaptive Planning and is one of only a few partners in the APJ region to achieve this status.



The Preferred Accreditation level means QMetrix consultants have been trained in the latest WAP software releases and have met stringent certification requirements.

Importantly, it also means that QMetrix has a proven track record of delivering quality implementations with independently validated customer successes.

QMetrix User Group

QMetrix runs a regular user group session for our clients, covering topics such as best practice tips and tricks, new features of the latest releases, in-depth tutorials and special guest presentations by WAP users themselves.

These sessions provide regular opportunities for users to attend a local user group (usually an online virtual event) and share experiences, meet other users and learn ways to get the most out of their Workday Adaptive Planning investment.

QMetrix

QMetrix provides professional advisory services that empower our clients to operate with the agility needed in today’s business environment. Our corporate Budgeting and Planning, Master Data Management, Business Intelligence and Analytics, and Forms and Workflow Automation solutions help to drive better business performance.

We work together with clients to achieve the right outcome for their unique business, providing end-to-end solutions from analysis to design and delivery. We serve clients across Australia and South East Asia.

Contact us to discuss how QMetrix can solve your Corporate Performance Management challenges

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