

NUCLEUS  
RESEARCH

# ONESTREAM CUTS THE MONTHLY CLOSE IN HALF

## ANALYST

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## THE BOTTOM LINE

Through several interviews with OneStream's customers, Nucleus found that organizations can accelerate account reconciliations by 25 percent and complete budgeting and reporting cycles at least twice as fast by concentrating their corporate performance management (CPM) activities within one platform. This value proposition compounds for large enterprises and conglomerates looking to simplify complex reporting structures and standardize their close, consolidations, planning, and reporting processes. As merger and acquisition (M&A) activity continues to increase throughout 2022, Nucleus expects the adoption of comprehensive CPM solutions like OneStream to accelerate.

## OVERVIEW

For organizations with complex organizational structures and acquisition-led growth strategies, financial planning and reporting often present challenges as financial and operational data is often loosely related across departments, limiting data-driven collaboration and prolonging regular processes. As the corporate performance management (CPM) market has matured, point solutions have become less effective because of the inefficiency created by exchanging data between disparate systems. Instead, customers are increasingly seeking out platforms and integrated solution suites that provide robust consolidation capabilities, such as account reconciliations, currency conversion, and intercompany eliminations while supporting planning, forecasting, complex organizational structures, industry reporting requirements, and international tax code compliance. As operational complexity increases with extended regulation and merger and acquisition (M&A) activity, Nucleus expects organizations to increasingly prioritize comprehensive CPM solutions to centralize a larger proportion of their operational processes under a single platform.

## ONESTREAM

OneStream Software is a provider of leading CPM solutions, giving customers the organizational visibility and financial and operational insights to better manage a company's period close and planning processes (Nucleus Research W11 – CPM Technology Value Matrix 2022 – February 2022). With its cloud platform, OneStream provides a comprehensive platform of financial reporting and planning applications for its customers. OneStream combines solutions for financial close and consolidation (FCC), account reconciliation, reporting, planning, analytics, and data quality. OneStream aims to simplify enterprise financial processes by eliminating disparate systems and providing a common interface for its customers' users. By connecting with a customer's financial and operational data sources to inform a unified set of CPM capabilities, OneStream eliminates data siloes and enhances visibility across departments. OneStream's unified approach also enables customers to replace multiple legacy applications and point solutions at once, compounding value for conglomerates and global organizations with complex reporting structures.

**Nucleus found that  
customers close the  
month twice as fast**

## KEY BENEFIT AREAS

Customers experienced various tangible benefits from implementing OneStream, including reduced operational costs and improved employee productivity.

- **Reduced Operational Costs.** OneStream customers leveraged the vendor's platform approach to CPM to eliminate various point solutions and integration solutions. One customer interviewed by Nucleus saved \$150,000 annually in avoided subscription costs. Another customer replaced eight different Oracle Hyperion Financial Management (HFM) applications with OneStream, significantly reducing annual spend related to Oracle HFM licences and maintenance.
- **Improved Productivity.** By consolidating CPM activities within the OneStream platform, customers shortened regular budgeting and reporting cycles by at least 50 percent. One customer Nucleus interviewed also shortened account reconciliations by over 25 percent by streamlining data access with the OneStream platform.

## CUSTOMER PROFILES

The following profiles are from Nucleus interviews with organizations that adopted OneStream within the last three years:

### SAAS VENDOR

This SaaS vendor delivers a governance platform with unified capabilities across risk management, compliance, audit, and ESG. This global organization employs over 1,800 professionals and accrues over \$500 million in annual revenue. Pursuant to the organization's growth strategy, the SaaS vendor acquires multiple businesses per year each with its own integration needs and reporting requirements. Prior to adopting OneStream, the SaaS vendor used Anaplan for planning and management reporting and NetSuite for financial reporting. The SaaS vendor noted scalability constraints with Anaplan as users had to define dependencies and understand data which was increasingly challenging at scale. The SaaS vendor ultimately decided to adopt OneStream for financial consolidation and planning, as well as financial and management reporting to unite accounting and finance teams under one system and better accommodate growth.

The OneStream implementation occurred in two phases: The first phase was six weeks during which the organization deployed OneStream for financial consolidation and reporting while the 2nd phase was 10 weeks during which the SaaS vendor replaced Anaplan for planning and management reporting. Post deployment, the SaaS vendor

eliminated its prior planning, consolidation, and reporting solutions in favor of OneStream. This saved the SaaS vendor \$150,000 annually from avoided subscription and support costs. Using OneStream, the SaaS vendor also shortened its monthly close process by 60 percent enabling accounting teams to focus on more proactive tasks. The SaaS vendor noted that switching to OneStream cut the time spent on forecasting in half, extended the end-user base beyond finance departments, and improved visibility throughout the company.

## NEWS SERVICE PROVIDER


This media and news service provider employs over 24,000 professionals and earns over \$10 billion in annual revenue with its portfolio of information services across media, web, and print publishing. Before adopting OneStream, the organization was running eight separate applications in Oracle HFM and had trouble keeping these applications in sync. This fragmented approach made the organization inefficiently spend time reconciling data across applications. To address these challenges, the organization considered various CPM solutions, including SAP, Dow Jones, and OneStream. The news service provider chose OneStream, citing its ability to unify all of the organization's prior Oracle HFM applications within a unified environment.

**Shorten account consolidation by at least 25 percent**

The organization implemented OneStream over an 11-month period before going live in early 2021. Now, the organization can run and access reports directly out of OneStream without the need for internal communications across teams. This streamlined data access saved teams days of work and shortened consolidation by over 25 percent. The organization also noted two to three days faster reporting of the monthly close. Within a year of adoption, the organization began looking at OneStream's other workplace solutions to replace BlackLine for account reconciliation, citing current success with OneStream.

## HOLDING COMPANY

This consumer packaged goods holding company manages multiple subsidiaries across the food industry. This fortune 500 organization employs over 10,000 professionals and accrues over \$5.5 billion in annual revenue. As a holding company, the organization pursues an acquisition-based growth strategy while largely allowing subsidiaries to operate independently. Before adopting OneStream, the organization used CCH Tagetik for its reporting needs. As growth continued through acquisitions, the holding company experienced limitations with CCH Tagetik as it was hard to meet the monthly close and



frequently needed to rely on Tagetik support. The organization sought out a CPM solution capable of accelerating the monthly close without needing outside support. The organization considered multiple solutions, including Oracle HFM and OneStream before deciding on OneStream, citing the vendor's ability to accelerate the monthly close.

The OneStream deployment occurred over a six-month period in which the holding company implemented solutions for account reconciliation and financial close and consolidation. Shortly after going live with OneStream, the organization acquired a refrigerated food brand and noted that the acquisition went much smoother than other past deals and was significantly more efficient with reduced reliance on vendor support. OneStream's capabilities for account reconciliation also shortened monthly account reconciliations from a multi-week process to a single-day task.

## **LOOKING AHEAD**

By offering a unified set of CPM capabilities within a single platform of solutions, OneStream streamlines user adoption and eliminates data exchanges to reduce cost and extend end-user value. Nucleus found that this value proposition is enhanced for conglomerates and organizations with acquisition-led growth strategies seeking to integrate systems and standardize financial processes across the organization. As organizations continue to expand and outgrow their best-of-breed solutions, Nucleus expects OneStream to gain further appeal for its ability to connect siloed systems and simplify a wide range of enterprise processes. Although this report largely focuses on OneStream's financial close and consolidation capabilities, customers can further enhance the value of their deployments with OneStream's financial and operational planning and analysis capabilities to eliminate further point solutions and reduce administrative IT burden.