

Latest information regarding the  
**B2E Finance Transformation**  
Service Offering



# FINANCE TRANSFORMATION

A fundamental change in how the finance function operates to achieve a significant improvement in current performance by delivering services that better meet the needs of the business

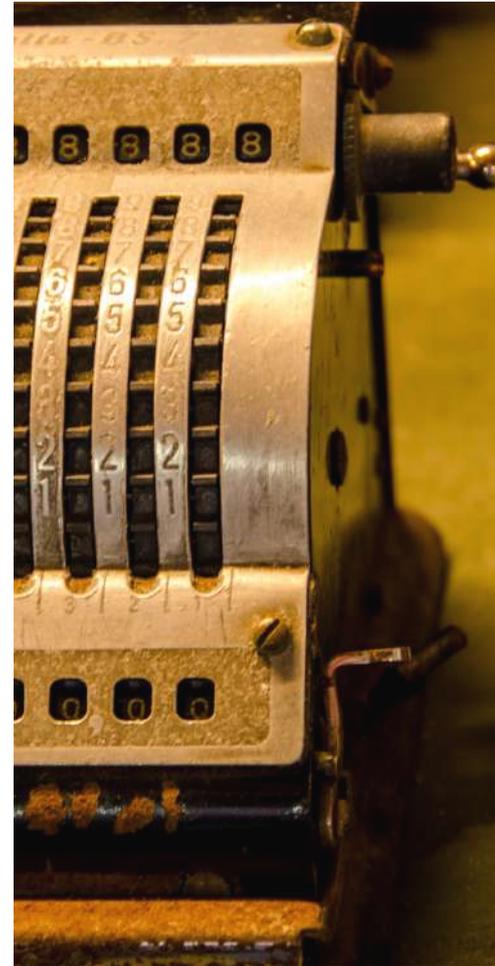
**Principal: Allan Robb**

# FINANCE TRANSFORMATION OVERVIEW

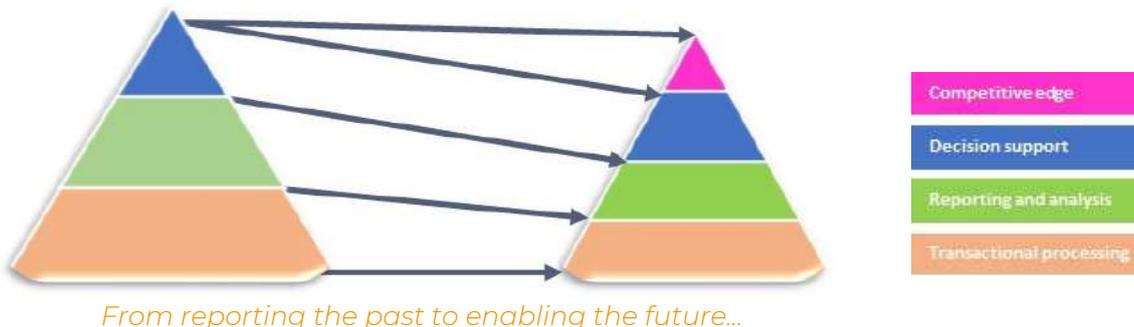
Finance Transformation has the potential to dramatically improve whole enterprise performance.

The finance function – and CFO – must transform and then continue to evolve and adapt to be the Finance Strategic Business Partner supporting the wider business enterprise in a changing business climate. A successful Finance Transformation is culturally aligned, improves effectiveness, delivers efficiency and creates a finance function capable of evolving to address new business challenges. B2E Consulting has a wealth of finance transformation expertise gained over many years working with Blue Chip companies on large and complex finance transformation programmes.

Our consultants have experience in strategy, design, development and implementation across all functional areas of finance ensuring that the transformation is embedded in the enterprise. We understand the whole spectrum from transactional (including Order to Cash (O2C), Procure to Pay (P2P) and Record to Report (R2R)) to value added (including Financial Planning & Assurance (FP&A) and Commercial Support).



## Finance Strategic Business Partner



## TYPICAL CHALLENGES

Understanding the digital investment needed across the finance organisation does not guarantee success and positive return on investment (ROI).

Before investing in digital technologies within finance, companies, particularly those that are large and decentralised, should address any operational, organisational and process impacts that might limit the effectiveness and value of digital transformation. An inefficient cash collections process for example that is automated through Robotics Process Automation (RPA) will create many challenges and risks to delivery operations. Understanding the operational needs and risks, and the competitive opportunities that the automation will bring will ensure success, improve engagement and acceptance in the enterprise and embed improvements.

Having well-defined lean finance processes and a finance organisation that has a good understanding of digital technologies is a critical component of maximising value from digital finance transformation design and implementation.

# UNIQUE SOLUTIONS

B2E Consulting places strong emphasis on lean process design helping companies to evaluate and implement industry-leading practices within the core finance operation before embarking on digital transformation.

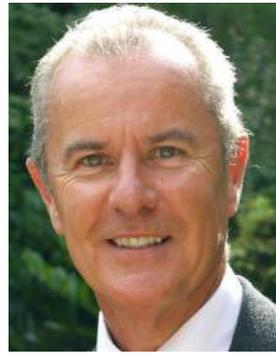
Any enhancements to the core finance functions are fully documented with estimated costs, timescales, risks & mitigation and built into the project plan.

The next phase is to continue collaborating with the finance organisation subject matter experts on co-designing the digital finance solution opportunities. Once the digital solutions have been agreed we can help the finance organisation prioritise the various digital solutions based on a proven prioritisation methodology.

In developing the digital roadmap and detailed project plan we place a strong focus on protecting the core business and de-risking the digital programme. Throughout the implementation phase status is tracked and reported through the agreed governance process.

**Service Offerings at B2E Consulting are supported by our community of over 20,000 high calibre, expert consultants, many with Finance Transformation experience.**

Our scale means that we are able to build teams of genuine Finance Transformation experts, usually with more than 10 years relevant experience, to help support client initiatives.



Allan Robb is a B2E Finance Transformation Principal. Allan is a Qualified Chartered Accountant, and worked for 20 years with KPMG in audit /advisory and consulting, focused on Finance systems and process, shared services

and system selection and implementation. Recent finance transformation work has included Tesco, a Shared Services design programme for the Security services, and Finance transformation at EY, lastminute.com and Heidrick & Struggles. Allan has also worked on a global credit card deployment at Unilever, running a Shared Services Centre for the Foreign Office, and a Head of Finance role for DWP managing a team of 500 people in parallel with a large transformation programme.



**CONSULTING**  
FUELLING TRANSFORMATION. POWERED BY EXPERTS

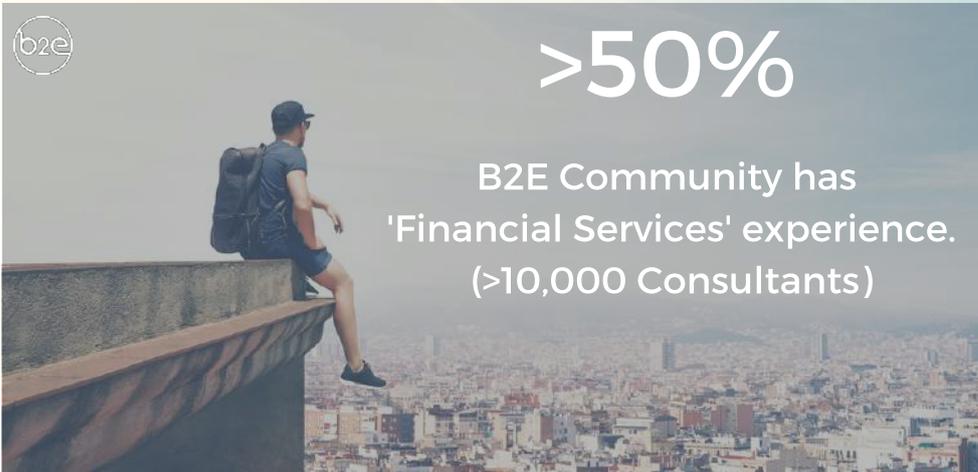


a “gig economy”  
consulting company  
with access to over  
20,000 'high calibre'  
management  
consultants offering “full  
service” to interim  
consulting

## Why B2E?

1. Immediate access to quality consultants at significantly lower cost
2. Specialist delivery through a consulting community of >20,000 experts
3. We understand transformation - our B2E team share >200 years top tier consultancy experience

The majority of our  
B2E Community  
have come from the  
top 10 global  
consultancy firms



>50%

B2E Community has  
'Financial Services' experience.  
(>10,000 Consultants)

Since 2002, our  
Consultants have  
worked on ~700  
business  
transformation  
assignments across a  
range of areas,  
technologies and  
business challenges