

# Quality, Cost-Effective Finance & Accounting is within Reach

## Finance & Accounting Advisory Services

In the new world of increased regulatory compliance, running a high-quality yet cost-effective Finance and Accounting (F&A) function is of prime importance. Your F&A department's ability to manage internal controls, financial operating procedures and reporting capabilities can now, more than ever, affect your bottom line.

Organizations are seeing the benefits of transforming their F&A function to meet today's requirements through internal transformation, shared services or outsourcing, with increasing interest in the latter – demand for F&A outsourcing (FAO) is expected to reach an estimated \$27.6 billion by 2008.

Now is the time to evaluate your F&A options.

### EquaTerra F&A Advisors Deliver Results

EquaTerra helps you reduce F&A costs and improve service levels by designing and implementing the F&A sourcing strategy that makes the most sense and helps you focus on what matters most to your business.

Our expert advisors help clients validate F&A strategies, understand baseline costs, build business cases for change, align stakeholders, evaluate options and, if appropriate, provide guidance through vendor selection, negotiation and the transition process. We also work with clients to re-align existing outsourcing relationships; using our proven methodologies, we help them build an outsourcing management capability and manage their ongoing relationship. These services help our clients:

1. **Reduce costs**, particularly in back-office operations and transaction processing
2. **Improve capabilities** to deliver value-added services such as analysis, strategy and planning
3. **Maintain adequate compliance levels** and leverage compliance investments for greater competitive gain

We assist clients in assessing their entire F&A organization or sub-processes, such as transaction management, financial analysis and accounts payable. No matter where you are in the transformation process, our approach helps you gain an in-depth understanding of your current operations compared to the marketplace and your peers, so together, we can determine the right sourcing strategy for your F&A organization.

### Proven Success: Client Saves 45 Percent

We helped a Global 500 consumer products manufacturer architect, design and implement an FAO solution, resulting in operational cost savings of 45 percent over the term of the agreement. The solution set the stage for improved service delivery, a “fast start” to process transformation, and continuous improvement across the in-scope F&A processes. It also gave the client access to state-of-the-art technology platforms and enhanced F&A staff development.

We help you cut through the business transformation ‘weeds.’



We have been involved in more than half of the major FAO engagements to date, with a total contract value of \$1.5 billion. In the process, we have helped our clients achieve cost savings ranging from 20–40 percent while improving service delivery.

### Experience the EquaTerra Difference

EquaTerra has the F&A expertise and resources to guide you through the sourcing process. Our seasoned F&A advisors average more than 20 years of experience and possess skill sets unparalleled in the industry, bringing multi-dimensional experience as financial executives, CPAs, service providers and consultants to each client engagement.

EquaTerra uses the most rigorous, yet flexible, methodology in the industry. Our approach can be scaled up or down depending on clients' needs and the complexity of the situation. We have the ability to take clients through a tailored assessment and implementation strategy, detailed sourcing advice, solution design and implementation, and ongoing advisory services to help them realize the full value of the service delivery transformation and improve results over time.

### Our F&A advisory services cover the following processes:



Finance & Accounting Processes & Sub-processes		
<b>Transaction Management</b> » Accounts Payable » Accounts Receivable » Travel & Expense Reporting » Leases	<b>Financial Reporting &amp; Data</b> » Financial Accounting & Reporting » ERP or Financial System	<b>Financial Management</b> » Operating Budgets » Capital Investments » Treasury Functions » Debt Equity Financing » Cash Management » Performance Analysis
<b>General Accounting</b> » General Ledger Accounting » Revenue/Cost Accounting » Debt/Equity Accounting » Statutory Accounting » Business Unit Accounting	<b>Tax Consulting &amp; Compliance</b> » Tax Compliance & Planning » Reverse Audits  <b>Financial Analysis</b> » Transaction Analysis » Exception Reporting & Resolution	<b>Risk Management</b> » Policies & Procedures » Controls & Designs » Controls Implementation » Internal Audit Services » Business Continuity Planning » Business Process Risk Assessment

### EquaTerra Clients

Using our proven methodologies, we have helped clients across a wide variety of industries – including financial services, consumer packaged goods and utilities – throughout North America, Europe and Asia Pacific transform and/or outsource their F&A operations for faster, more effective decision making. Some of our clients include:

- Baker Hughes
- Deutsche Bank
- Federal Mogul
- Gillette
- Nestlé
- NiSource
- Pepsi
- TXU
- Williams

### Why a Sourcing Advisor

Having an experienced advisor on your side who has guided dozens of F&A transformations is invaluable. An EquaTerra advisor can help you navigate the entire transformation journey effectively and efficiently – from initial strategy, through internal design or external service provider selection and negotiation, to transition and ongoing outsourcing relationship management. We provide truly objective and independent counsel based on our extensive experience and expertise. We simplify the complex and bring certainty to the unfamiliar...so you can focus on what matters in your business.

### Contact Us

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### About EquaTerra

EquaTerra sourcing advisors help clients achieve sustainable value in their IT and business processes. Our advisors average more than 20 years of industry experience and have supported over 2000 transformation and outsourcing projects across more than 60 countries. Supporting clients throughout the Americas, Europe, and Asia Pacific, we have deep functional knowledge in Finance and Accounting, HR, IT, Procurement and other critical business processes. EquaTerra helps clients achieve significant cost savings and process improvement with internal transformation, shared services and outsourcing solutions.

For more information on our Finance and Accounting services or to contact an F&A expert, please see our Website at: <http://www.equaterra.com/fw/main/Finance-and-Accounting-16.html>