

Portfolio Alignment:
Achieving Clarity With Financial Planning and Analysis

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Your Presenters

Michael L. Vaccarella, CPA, CGMA, CM&AA

Managing Director
Private Equity and Transaction Advisory Services
Wipfli LLP
Chicago, Illinois

- Nearly 20 years of public accounting experience, including 10 years with mergers and acquisitions
- Helps coordinate buy-side and sell-side transaction support and consulting for corporations, family offices, private equity funds, and their portfolio companies
- Passion for practical solutions in the most complex environments

Your Presenters

Tony Cantor, PMP

Manager
Enterprise Performance Management Practice Leader
Wipfli LLP
Reston, Virginia

- Client scoping of enterprise performance management (EPM) and financial planning and analysis (FP&A) needs
- Vendor analysis and process improvement
- 25 years of enterprise software implementation experience

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Your Presenters

Jacquie Fossett

Manager, Financial Consultant – Technology Consulting
Wipfli LLP
Milwaukee, Wisconsin

- Over 25 years of public and private practice finance and accounting experience
- FP&A program development in a variety of tools
- Passion for assisting finance units grow and improve their support of organizational goals

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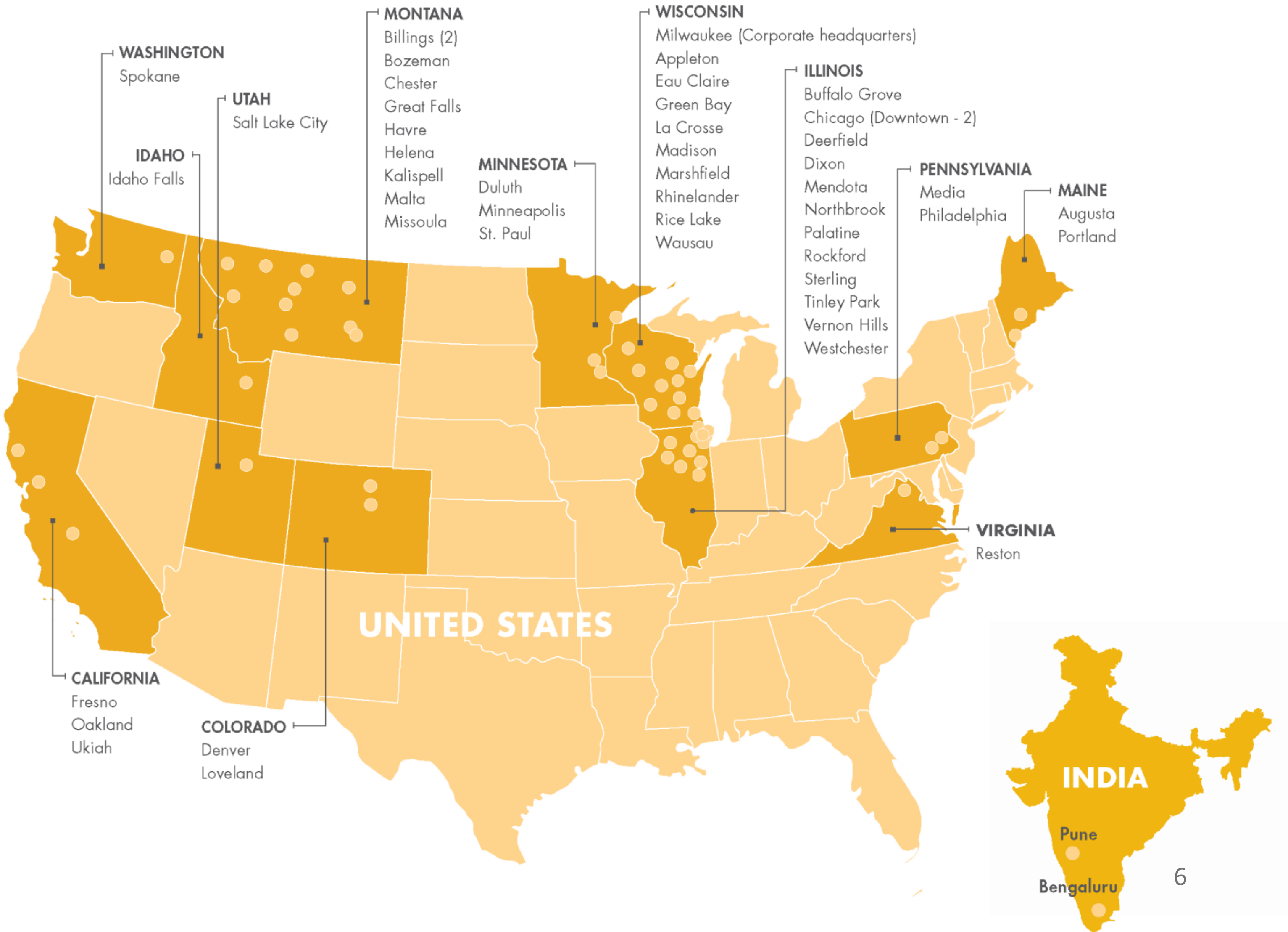
AGENDA

- FP&A Landscape and Trends
- EPM Space and Tools
- FP&A Demonstrations
  - Hierarchies
  - Consolidations
  - Planning/Modeling
  - Reporting
- Implementation Process

Wipfli LLP

- Firm founded in 1930
- Headquartered in Milwaukee
- 250+ partners
- 2,000+ associates
- 49 U.S. offices
- 2 India offices

- Private Equity Services
- Fund, TAS, Portfolio Company
    - Manufacturing and Distribution
    - Health Care
    - Technology
- ACG Growth Champion
- PERT Sponsor



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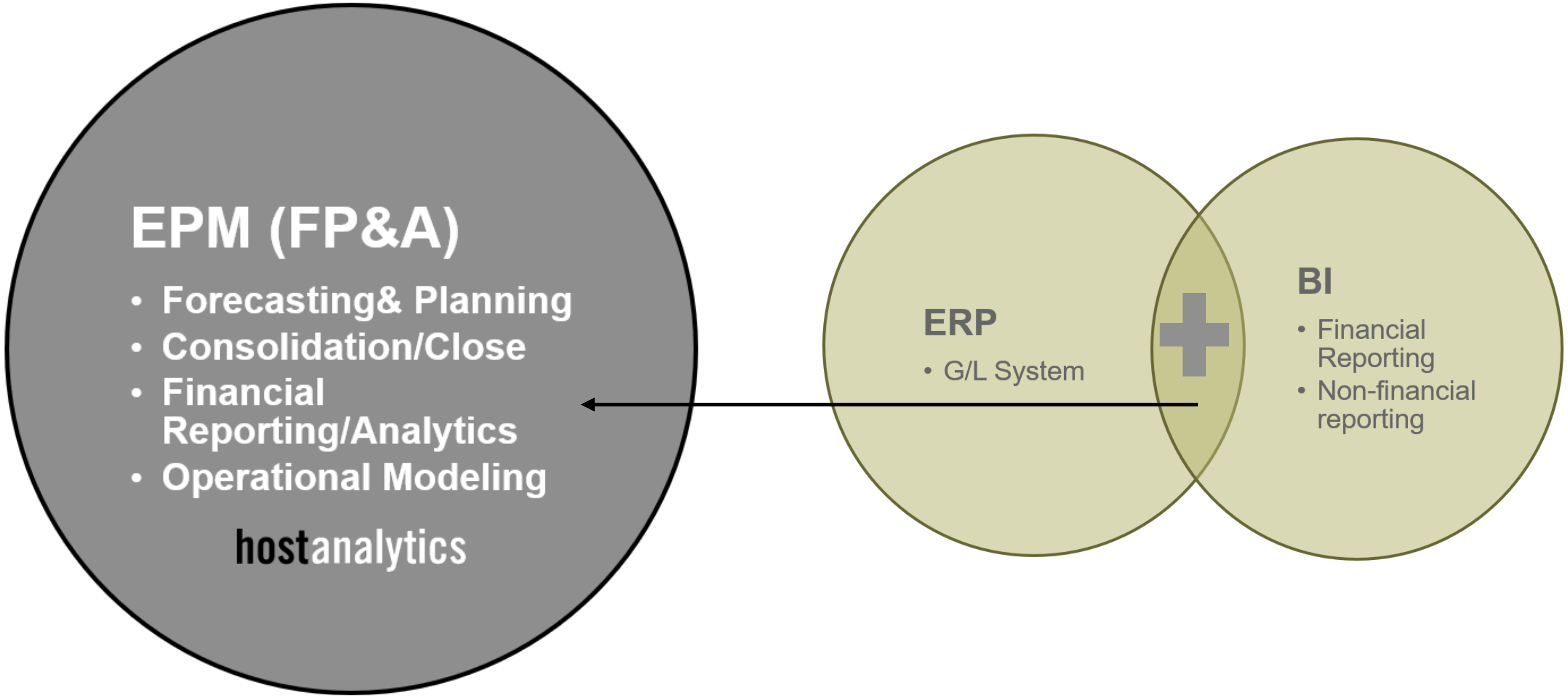
FP&A Landscape and Trends

FP&A Landscape Overview

Financial Planning and Analysis



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FP&A Cycle

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Business Partnership

- Collaborative planning
- Enterprise-wide processes
- Self-service planning tools

Leadership and Vision

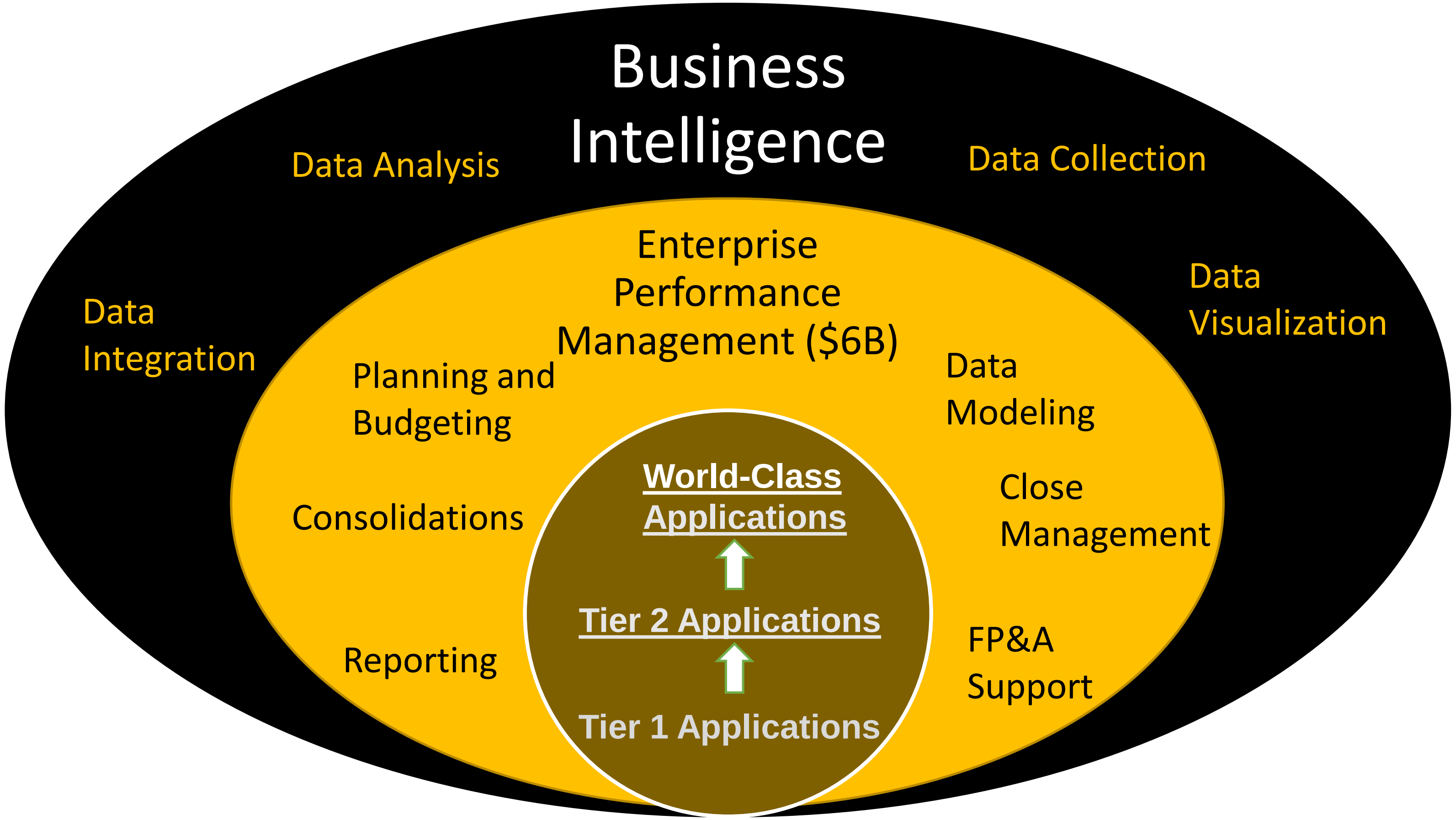
- Defined planning model and system
- Driver-based planning
- Real-time planning

Innovation and Technology

- Multidimensional scenario analysis
- Predictive analytics
- Planning and business intelligence integration

EPM Space and Tools

FP&A Tools



Private equity organization's greatest opportunities

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Polling Question #1

The Challenge of Consolidated Reporting

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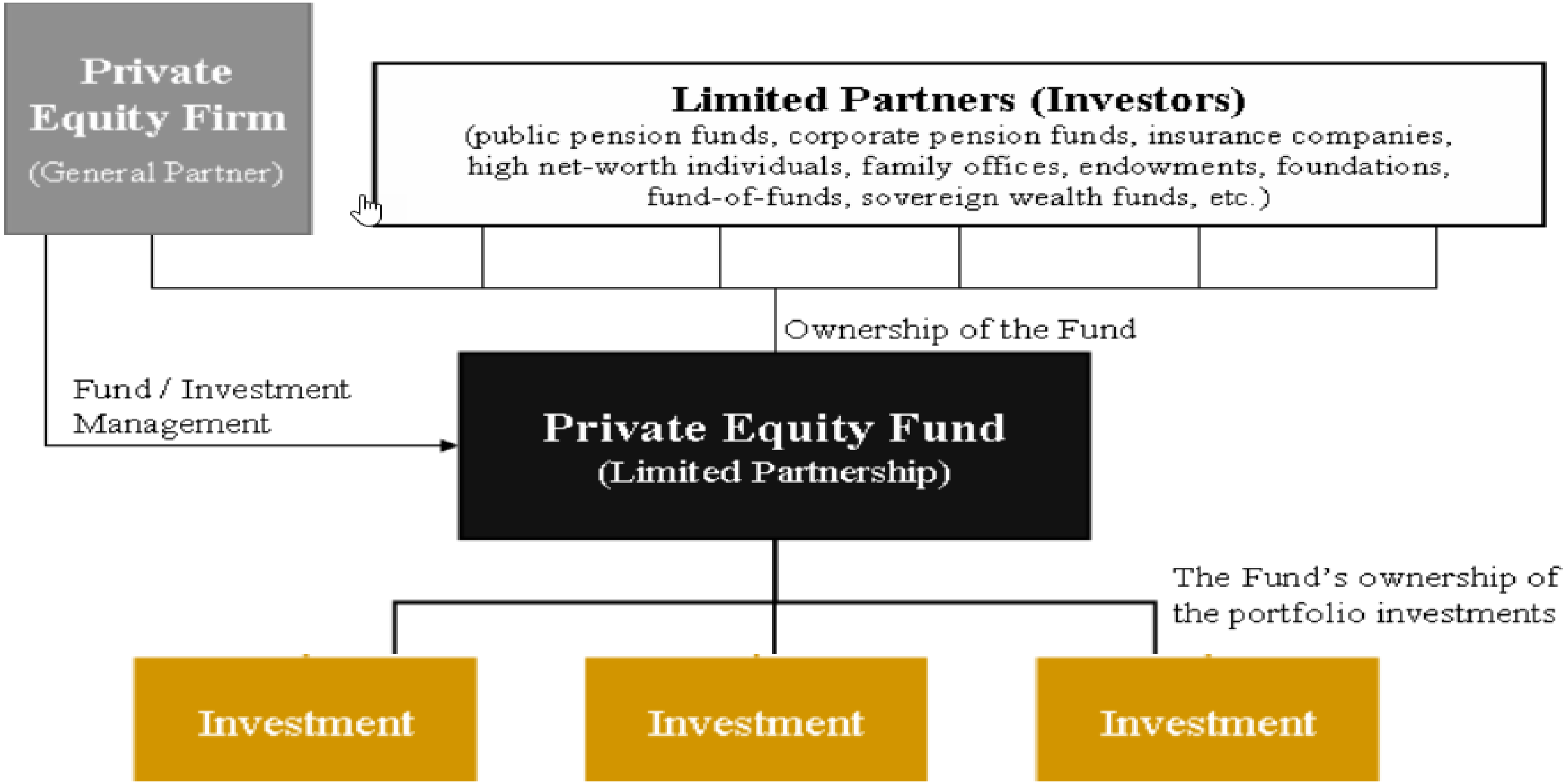
FP&A Demonstrations

FP&A Demo – Structured Hierarchies



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FP&A Demo – Structured Hierarchies

FP&A Demo – Consolidations

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Polling Question #2

The Challenge of Deeper Analysis

FP&A Demo – Planning/Modeling

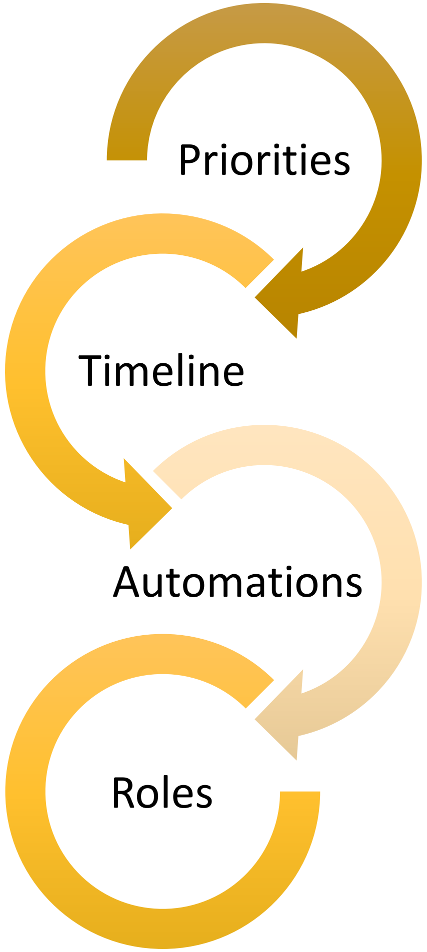
Polling Question #3

The Challenge of Accurate Reporting

FP&A Demo – Reporting

Implementation Process

FP&A Implementation Process



Element	Key Outcomes
Priorities	Faster reporting, quicker close process, deeper analysis, faster collection, better presentations
Timeline	Three months, six months, two years
Automations	Integrations, workflows, security, dynamic reporting
Roles	Centralized, decentralized, self-sufficiency, Oracle

Additional Information

Please feel free to peruse the following resources for additional FP&A-related topics:

- https://www.afponline.org/ Lots of articles about FP&A and several dedicated to the private equity industry space
- https://www.wallstreetprep.com/fpa-boot-camps/ Free resources and articles, along with a modeling boot camp
- https://www.fpatrends.com An online resource for today's FP&A professional

Contact us for a complimentary one-hour FP&A discussion and assessment.

Questions and Next Steps

How can we help?

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Have more questions?

Contact us:

- Michael Vaccarella – 630.368.7025 or mvaccarella@wipfli.com
- Tony Cantor – 571.441.5183 or tcantor@wipfli.com
- Jacquie Fossett– 414.290.8023 or jfossett@wipfli.com

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