

# Client Testimonial

# Implementing OneStream XF



## **Guardian was one of the first OneStream clients. Why did Guardian choose OneStream?**

In conversation with Rachel  
Murphy, global FP&A manager  
at Guardian Industries

We needed to replace our separate consolidation, planning and reporting solutions – all into a single platform that could be used in multiple divisions throughout the company. We implemented OneStream XF to deliver consolidation, planning and analysis using one product.

## **Which alternative tools did you consider before opting for OneStream?**

Besides OneStream, we looked at many other EPM vendors, such as Oracle and Tagetik. After we implemented many of our consolidation & reporting requirements in OneStream, we wanted to build a true driver-based financial planning process. This led us to also review specific BI & analysis solutions – such as Board International and dedicated forecasting tools – before realizing we could do all those additional things in the OneStream platform that we already had.

## **What was the initial project scope? Did OneStream fulfil all requirements?**

Initially we used OneStream as a consolidation tool only. Not long after, we migrated our Essbase data into OneStream so we could use OneStream as a BI platform. Previously, we would generate our financial plans using various Excel models that were not consistent across the many locations in which we operate.

Currently we have used OneStream not only to generate the forecasts, but also to standardize our budgeting and forecasting into a consistent global model that everyone can use – at any time, any place – and trace every number in our forecast right back to the underlying drivers and assumptions.

**During 2017 & 2018, Guardian and Agium EPM completed some significant phases on this driver-based planning solution. What are the future plans with regards to your use of OneStream?**

During 2018 we rolled out a long-term (5-year) plan, by extending the forecasting model that was built last year. We also used our new forecasting model to roll out monthly forecast revisions so we can cater for the fast changing environment and respond better to any unexpected events that may happen to our manufacturing plants throughout the year.

As previously mentioned, we can now do variance reporting that can tie the forecasted numbers back to the underlying drivers and assumptions. But the next step is to enable this as well for any combination of data scenario (Actual, AOP, Long-year, Monthly Forecast) with any combination of exchange rates. Then we can report, for example, on “Budget at last year fx rates” or “latest forecast at latest actual rates”.

**Agium EPM has supported Guardian with the entire driver-based planning implementations since 2017. What are your opinions on the execution and are you happy with the results?**

Some of the main challenges we had was to collaborate across all our regions to work out a comprehensive, consistent planning model that would work for all our locations around the world. Previously, each country would generate their plans in completely different ways, with different assumptions, different detail and varying levels of consistency.

As an FP&A manager, you have to manage expectations from senior management and the board. Those at executive-level put a lot of pressure on us to provide new answers and adapt the solutions very quickly, but at the same time we need to build models that need to last and stay relevant for the long term.

Since 2017, we have been working with OneStream and Agium EPM consultants to build new planning models. Previously, we found it difficult to find consultants who have both experience with proper driver-based financial planning, understand the ‘FP&A language’, and also have technical expertise in OneStream. Fortunately OneStream and Agium EPM pooled together to ensure we were provided with the best possible consulting resources.

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Pascal Walk

+31 (0)6 46 39 04 85

Wegalaan 38B , 2132 JC Hoofddorp, The Netherlands  
E [info@agium-epm.com](mailto:info@agium-epm.com) | [www.agium-epm.com](http://www.agium-epm.com)  
T +31 (0) 23 799 6017