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# Presentation

Info@4solutions.ch

+41 41 422 44 44

# Agenda

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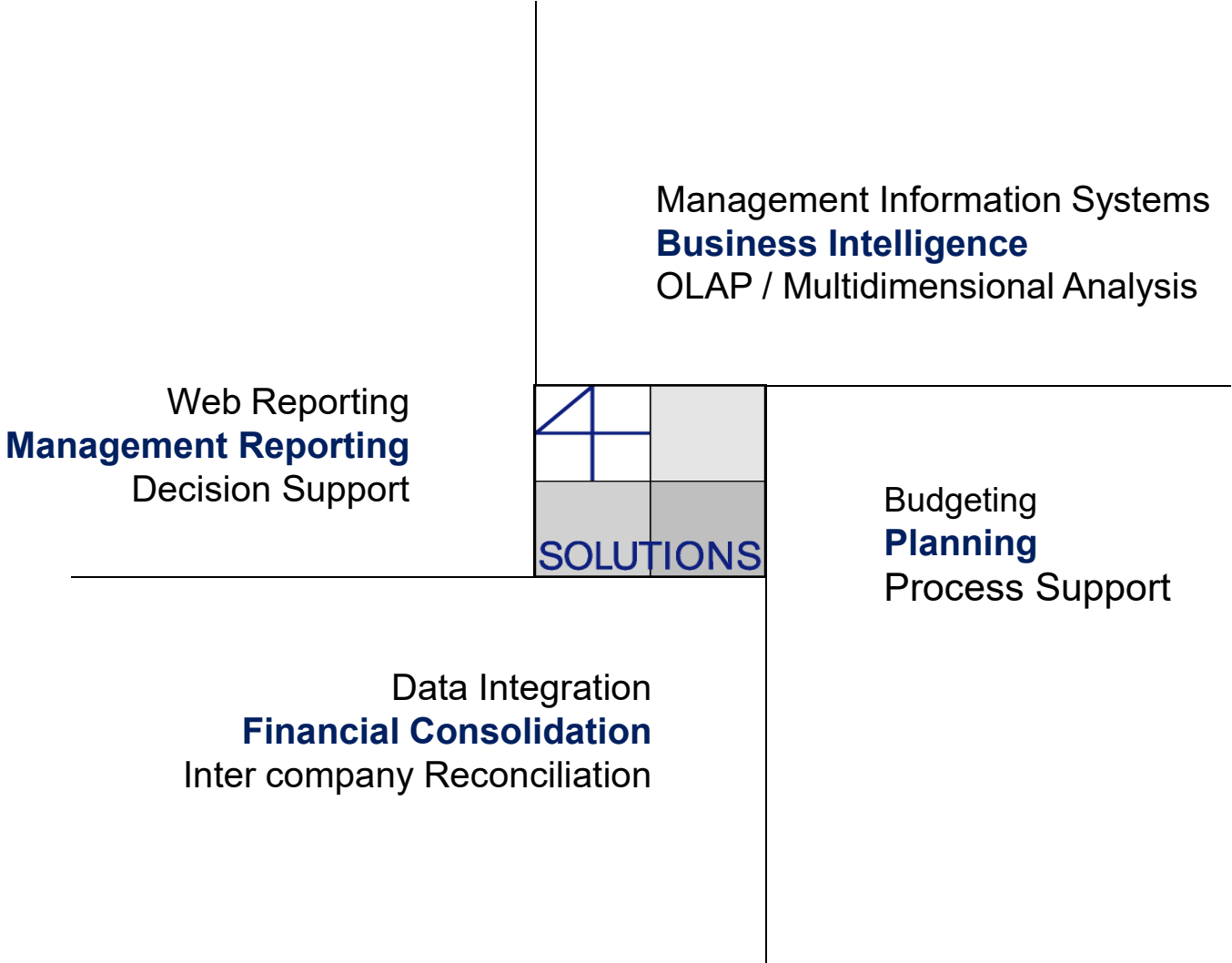


- Introduction
- 4solutions offerings
- 4solutions project approach

# 4solutions Core Competencies



4Solutions GmbH in Switzerland offers consulting services in the following areas:



# 4solutions Services



- Consulting, implementing financial information systems (consolidation and planning)
  - Data integration to all systems
  - Business Intelligence and advanced reporting
  - Professional training and roll-out of a system
  - On going immediate hotline and system support
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- 1<sup>st</sup> Micro Control implementation in CH (1990)
  - 1<sup>st</sup> Hyperion implementation in CH (1993)
  - 1<sup>st</sup> Essbase implementation in CH (1996)
  - 1<sup>st</sup> UpStream implementation in DACH (1997)
  - 1<sup>st</sup> HFM implementation in CH (2003)
  - 1<sup>st</sup> OneStream Implementation in DACH (2018)
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- Customer success, knowledge transfer and high quality delivery are very important to us

# 4solutions Satisfied Clients



- 100% customer success
  - Every client is a reference since 20 years
  - Lean application based on thorough design
  - Efficient implementation (only what is required)
  - Best Practice approach using snippets and modules
  - Small effective teams
  - Backup cover for any consultant during absence
  - Hotline support is key element (direct, fast and efficient) directly from trusted consultants, single point of contact
  - Consultants with more than 25 years experience
- Client success is key for us!

# Selected Client Projects and References



# 4solutions Consulting Approach 1/2



- Analysis of Needs

- What does the client need
- Has 4solutions the necessary skill set
- Does the budget fit (consulting, software license)



- Design Meetings

- 3-5 weeks design phase (design documentation)
- Questionnaire on consolidation and reporting
- Recommendations (Best Practice), suggestion, lessons learnt of previous projects

- Custom build or using components modules

- Wheel is not being reinvented!
- Snippets or modules of existing examples
- Possible re-use of components and building blocks



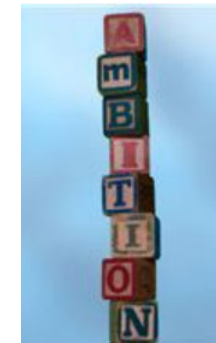
- Project Management

- Project controlling and mechanism if unusual events
- Working with task lists, to-do-list
- Detailed project plan and milestones



- Quality Assurance

- Dedicated to very high client satisfaction
- Communication to project leader and steering committee
- Strive for independence of client



- Knowledge Transfer

- Education before and during project (motivational user training)
- Client decides on coaching or build approach
- The more involvement the lower the cost the more independent

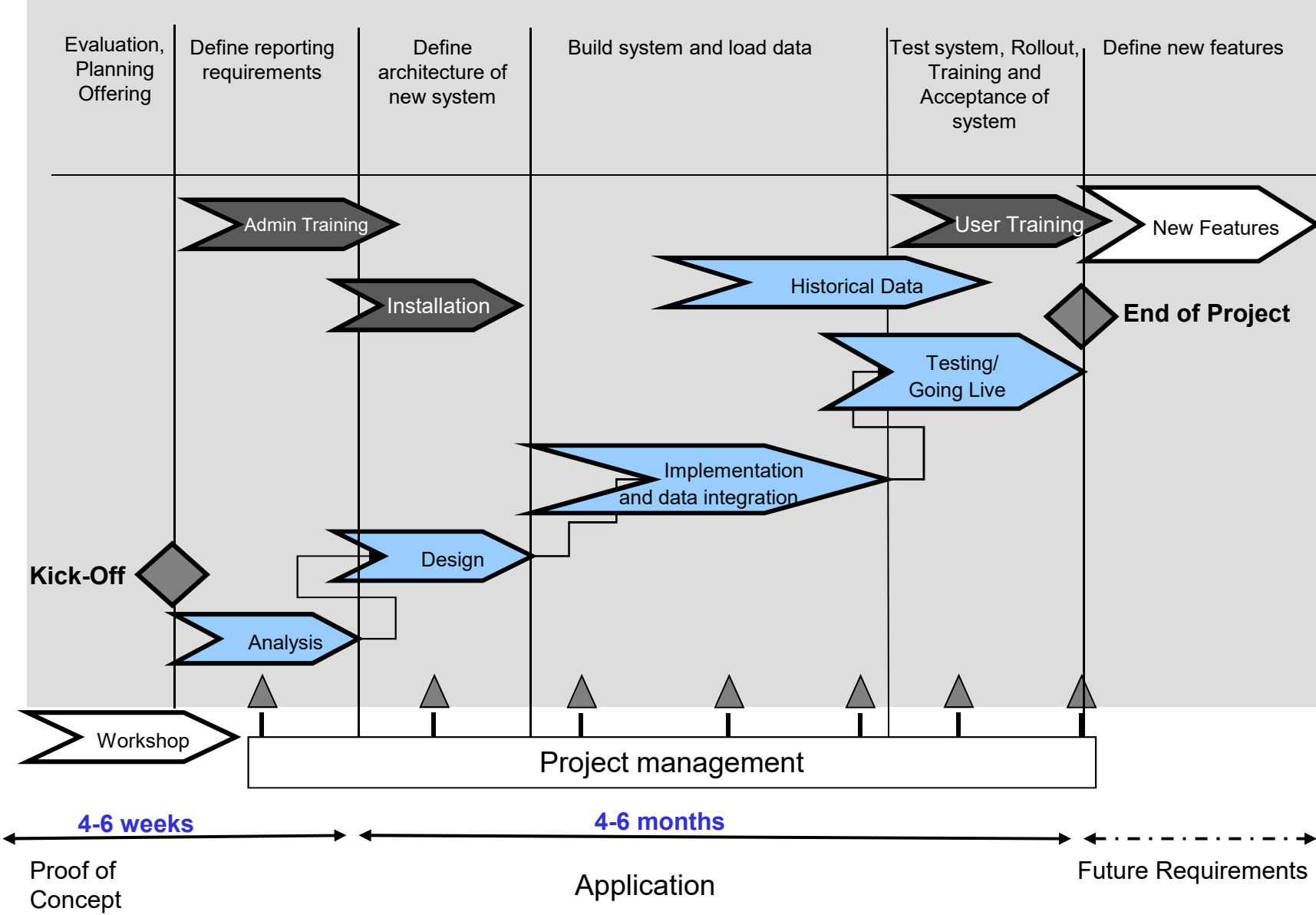


# Example on Client Requests

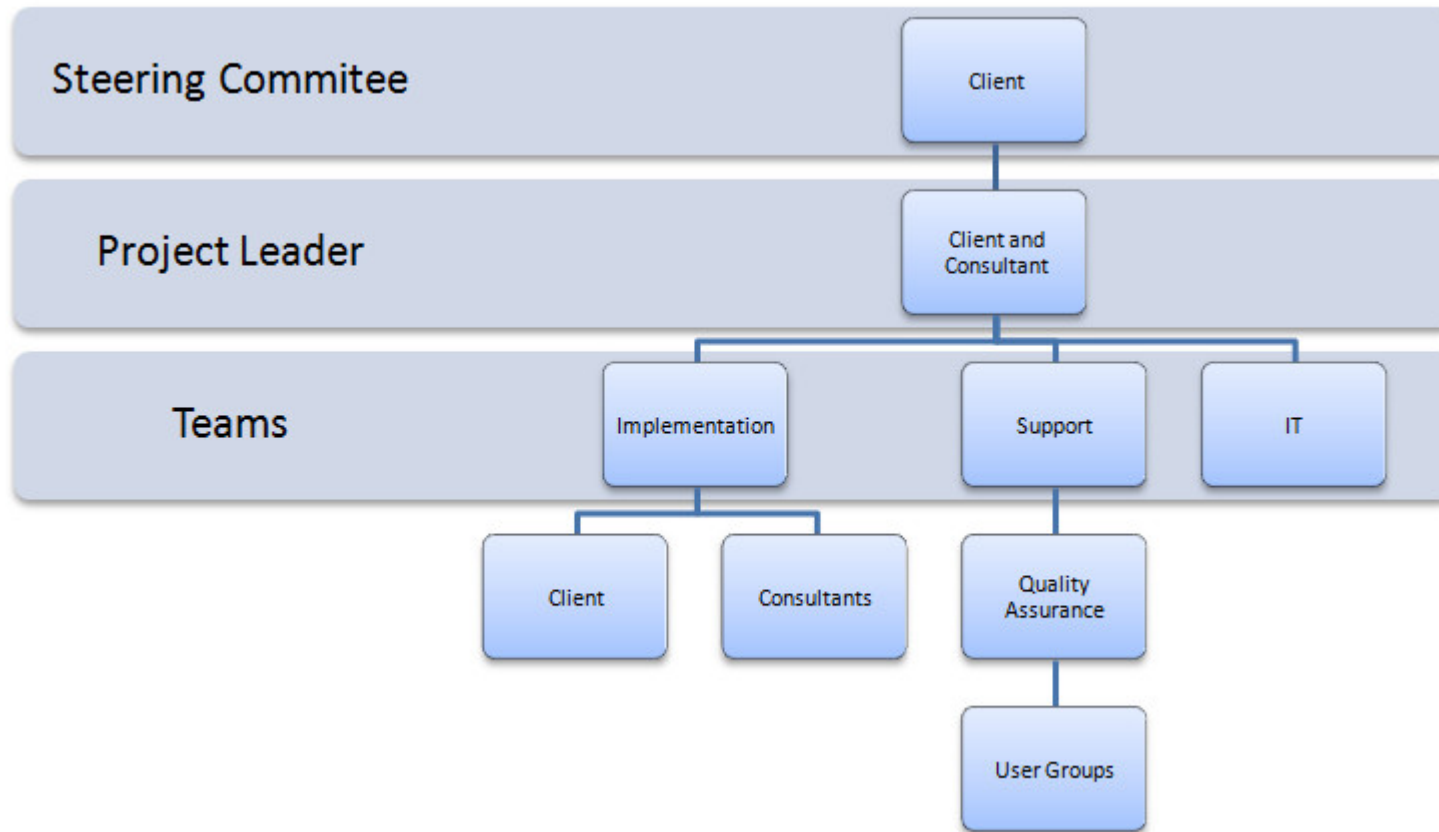


- **Consolidation**
  - Statutory Closing
  - Multiple consolidation or matrix
  - Manual data entry forms or collecting and loading data from various ledgers
  - Complex currency conversion and inter company elimination on monthly basis
  - Acquisition and Merger handling
  - Re-organization and move to new area issues
  - User friendly web application
- **Planning**
  - Management Reporting
  - Financial planning and other areas (HR, Sales, Marketing, R&D)
  - Source of data (Excel or other)
  - Allocations, simulations and ad hoc
  - Rolling Forecast
  - Reporting requirements
- **Reporting / Business Intelligence (BI)**
  - Reports and BI system, drill down and drill through, use of tablets and mobile devices
  - Analysis or ad hoc reporting possibilities
  - Integration to various systems

# Suggested Implementation Phases



# Suggested Project Organisation



# Benefits



- Highly experienced in system implementation
- 100% satisfied clients since foundation of company
- Business intelligence & financial software knowledge
- Additional requests are solved by customizing
- Efficient small teams
- Knowledge transfer to client
- Timely project implementation  
(“reliable as a Swiss watch”, statement of clients)
- Cooperation with software vendors
- Competitive consulting fees

**“4solutions is providing solutions 4 you”**

**4solutions gmbh**

**Eichmattstrasse 112a • 6333 Hueneberg See • Switzerland • Tel. +41 41 422 44 44 • [info@4solutions.ch](mailto:info@4solutions.ch) • [www.4solutions.ch](http://www.4solutions.ch)**

# Questions and Answers



What is next?

- Meeting to discuss further steps
- Reference visit
- Analysis of needs
- Proof of concept

Contacts:

- [Info@4solutions.ch](mailto:Info@4solutions.ch)
- +41 41 422 44 44

