

On Cloud 9: Financial Management for the Remote Team

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Jessica Lo

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Moderator



Neha Lagoo Ratnakar
Global Education Relationship
Senior Manager
IMA

Featured Presenters



Rauli Garcia

Vice President of Strategic Marketing
Sage Intacct



Jessica Lo

Product Marketing Manager
Sage Intacct

Rauli Garcia's Biography

- Rauli has more than 25 years of finance, sales and marketing experience at nonprofits, financial services, and software companies. In his current role as Vice President of Strategic Marketing, he leads Demand Generation for Sage's Medium Segment in North America, after spending a year leading Web and Digital Marketing and Marketing Operations for Sage Intacct.
- Before joining Sage Intacct, Rauli was the Chief Revenue Office for AcctTwo Shared Services, a company that delivers the future of finance and accounting for small and medium-size businesses. Previously, he was CFO and CAO at a variety of nonprofit and for-profit organizations including The Houston Zoo, The Curtis Institute of Music, The Houston Symphony, and The Houston Grand Opera, and also has financial services experience through roles at Charles Schwab, and investment advisor, Paul Comstock Partners.
- Rauli earned his MBA from Rice University.

Jessica Lo's Biography

- Jessica Lo has nearly 10 years of finance, accounting, and marketing experience in financial services and tech. As a Product Marketing Manager at Sage Intacct, she enjoys discovering customer needs and experiences and helps firms drive success with innovative technology solutions. Prior to joining Sage, she was a Corporate Accountant at The Carlyle Group.
- Jessica holds a B.S. in finance and accounting and an MBA from the University of Maryland.

Learning Objectives

Upon completing this webinar, you will be able to:

1. Identify the paradigm shift to remote work over the next five years.
2. Explain how the cloud is enabling finance teams to succeed remotely.
3. Recognize the benefits of cloud-based financial management systems.
4. Discuss future technologies for increasing financial efficiency with a remote workforce.

Agenda

1. The paradigm shift to remote work
2. How to enable finance teams to succeed remotely
3. Enhancing the remote workforce with new technologies
4. Real world success with cloud financial management



The paradigm shift to remote work



Polling Question 1

How long does your business plan to be remote?

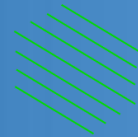
- a) We are already back in the office
- b) First half of 2021
- c) Second half of 2021
- d) Beyond 2021 or indefinitely

Polling Question 1 Results (Placeholder)



- 87% of companies expect their employees to continue working from home 3 or more days/week
- 90% of enterprises think it is likely more of their workers will work from home in the future

Source: [IDC](#)





54% of organizations identified poor technology and/or infrastructure as the biggest barriers to effective remote working

Source: [Gartner](#)



Software delivery models matter

	On-premise	Hosted	Cloud/SaaS
Deployment	Installed on the customer's hardware.	Installed on a third-party vendor's hardware – delivered via internet connection.	A single vendor both develops and operates the applications – delivered via internet connection.
Hardware requirements	Requires a specific operating environment.	Same as on-premise.	Delivered via a Web browser so generally operating system and browser agnostic.
Multi-tenancy	Not multi-tenant. Each instance of the application requires its own hardware/software/networking environment.	Same as on-premise.	Applications are designed to be multi-tenant.

Benefits of multi-tenant cloud



You save on significant costs



Your data is safe in the cloud



Your team is fully supported when working remotely



You're always using the latest enhancements



You gain seamless, integrated solutions, on your terms

= the ability to **scale**



Enabling finance teams to succeed remotely





63% of SMBs surveyed are already cloud or hybrid-cloud based – up 8% from 2019

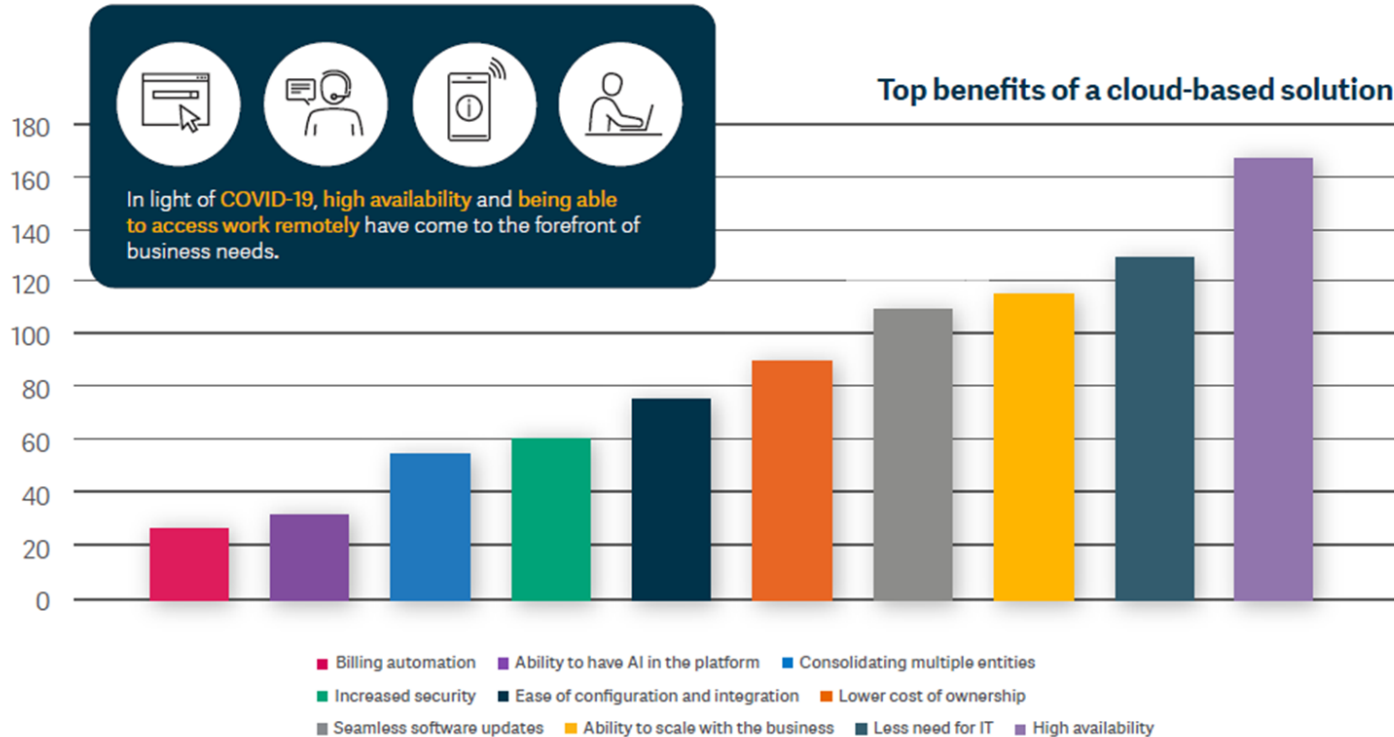
Polling Question 2

What is the top impact the cloud has had on your business?

- a) None, or we are not on a cloud
- b) Cost savings
- c) Better collaboration
- d) Higher efficiency
- e) All of the above

Polling Question 2 Results (Placeholder)

Cloud benefits at-a-glance



Polling Question 3

What feature of a finance management system is most important to you?

- a) Reporting
- b) Analytics
- c) Consolidations
- d) Automation
- e) All of the above

Polling Question 3 Results (Placeholder)

Essentials for your remote finance team

1. Integrate for real-time financial and operational data
2. Automate manual routine tasks
3. Provide remote collaboration tools



Enhancing the remote workforce with new technologies



Polling Question 4

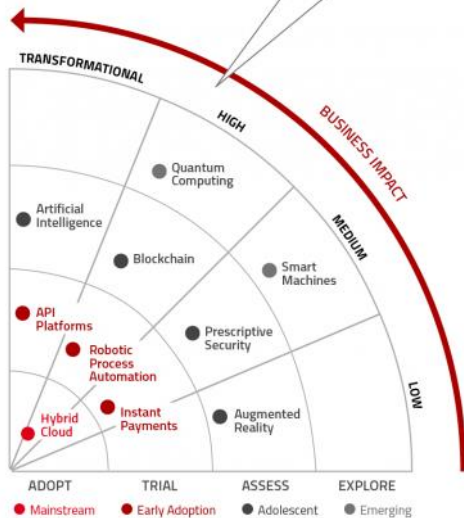
What technology do you believe will impact finance the most?

- a) Artificial Intelligence (AI)
- b) Blockchain
- c) Robotics
- d) Other

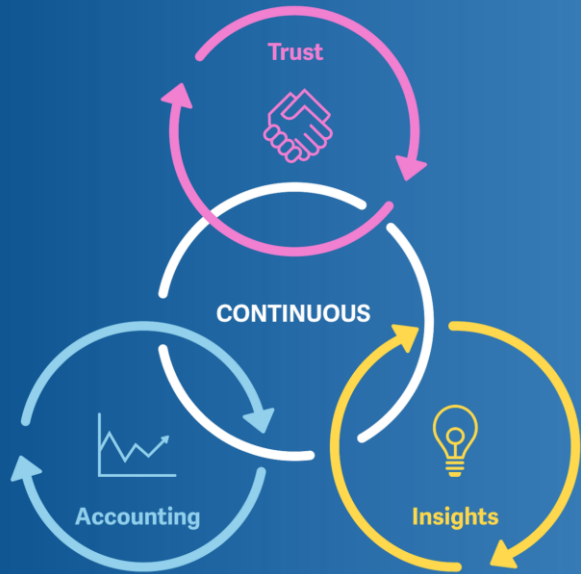
Polling Question 4 Results (Placeholder)

AI is transforming financial management today

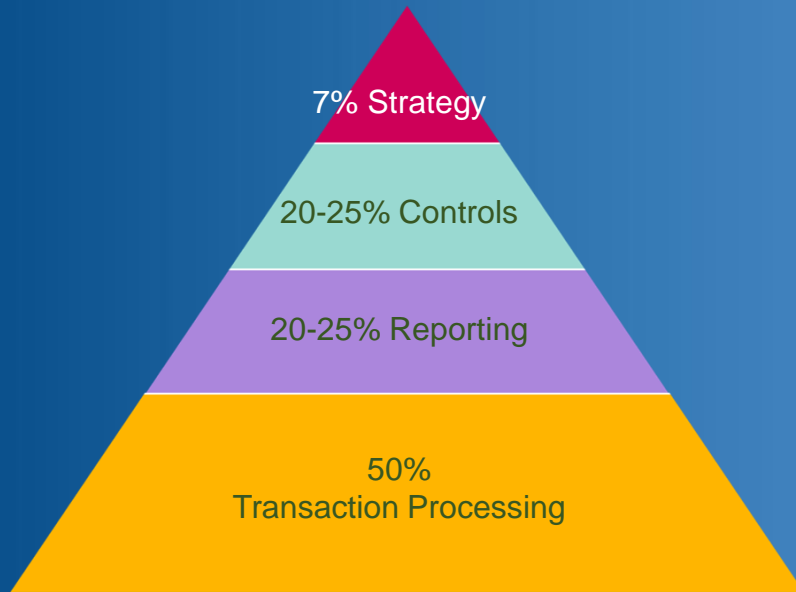
Ten disruptive technologies that will shape the future



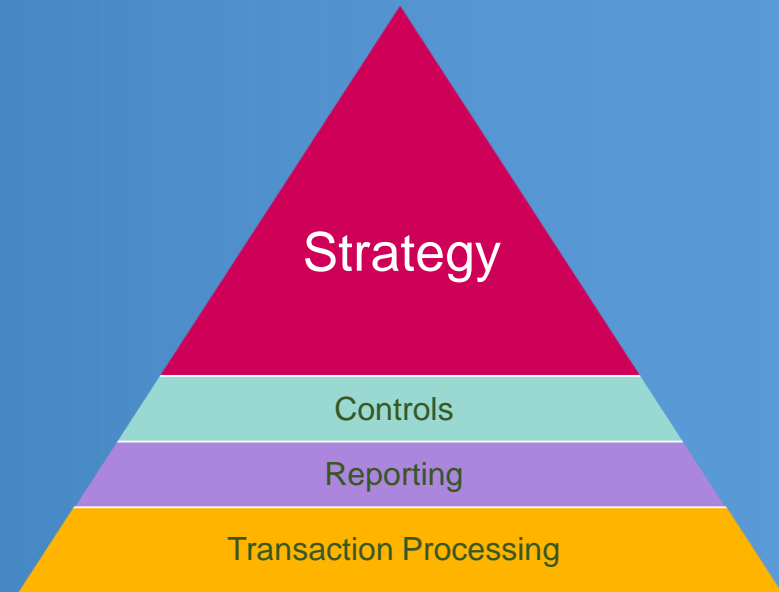
Benefits of powering finance with AI



Rethinking the finance function



Today
Manual processes



Tomorrow
AI enables shift to strategic focus



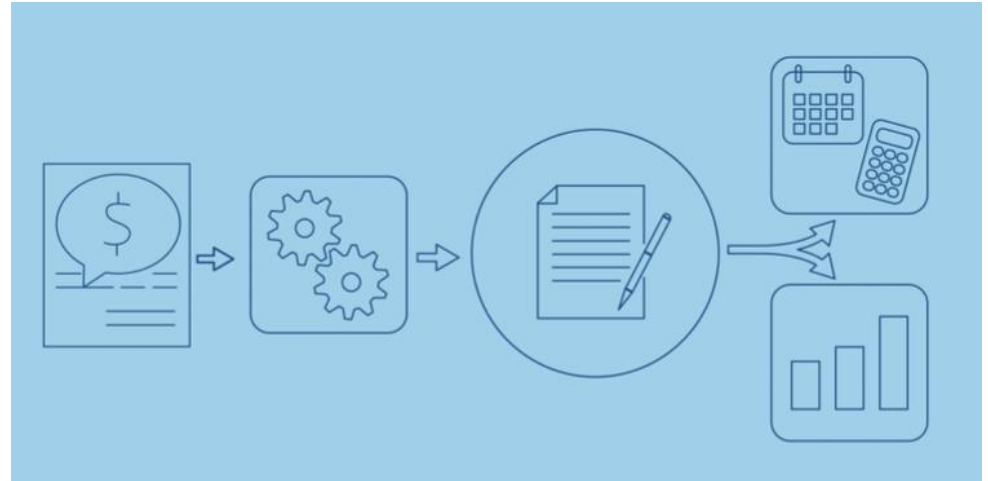
Real world success with cloud financial management



Cloud-based financial management accelerates business value



1. Streamlined business processes through integrations with cloud financial management
2. Multi-dimensional reporting against GAAP and key software metrics
3. Anytime, anywhere access for a distributed team



Eliminated **40 hours a week** of manual work by automating quoting, accounting, and billing processes

How to prepare your finance organization for the remote future

- Empathy is key when managing remote teams
- Take advantage of collaboration tools within your financial management system
- Simplify and automate processes like period closes and consolidations
- Future-proof using cloud solutions with AI

Questions & Answers

Use the Q & A Panel to send your questions to our panelists.



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Product Marketing Manager
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Thank You to Our Featured Presenters!



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Final Reminders

- ▶ **Complete the Evaluation poll** – 2 options
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 - Click the link in your post-event e-mail
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