



# OPTIMIZING **ROI**

The Business Case for  
Automated Close Management

Across the entire Record to Report cycle, companies face highly labor-intensive and risky tasks to complete a close cycle in an effective, efficient and ultimately error-free manner.

Research consisting of in-depth interviews with Cadency Close users found that Cadency is a proven automated close solution that addresses common customer challenges across all types and sizes of global companies to deliver a quick and compelling Return on Investment.

## Operational Inefficiencies

Companies struggle to effectively and efficiently close their books each period.

## Lack of Visibility

Identifying and correcting any potential balance sheet errors before the close is a time-consuming and risky task.

## Financial Statement Risk

Managing profit and loss risk as well as identifying and correcting any potential balance sheet errors before the close are very time-consuming and risky tasks.

## CADENCY CLOSE USERS IDENTIFIED THE FOLLOWING 3 MAIN BENEFITS:

### Improve Operational Efficiencies

Customers described similar approaches to the close process, including pulling numerous data points from multiple systems which requires the collaboration of different individuals and teams.

CADENCY USERS  
REPORTED UP TO A:

**30%**

**REDUCTION**  
in time preparing and  
completing close tasks

For most companies before Cadency, these activities were managed outside a dedicated system through emails, spreadsheets and calls. With Cadency Close's streamlined process, the delivery of appropriate supporting documentation, an automated workflow and the elimination

of rework all contributed to a reduction in the time required to research and complete a Close Task.

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**"Our accountants can find all the information for themselves and access it on their own."**

Sr. Manager Fin Sys & Process

*Global Technology Company*

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CADENCY USERS  
REPORTED UP TO A:

**60%**

**REDUCTION**  
in time to support  
external auditors

### Improve Visibility and Insight

Close tasks, dependencies and audit trails are stored in an "eBinder," and the information can be viewed remotely by internal and external auditors via a web browser.

CADENCY USERS  
REPORTED UP TO A:

**62%**

**REDUCTION**  
in write-offs  
(full Cadency solution)

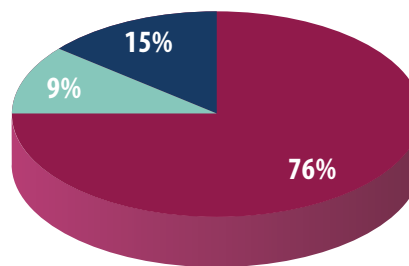
arrive and ensures that all information is validated and accurate, consequently reducing the potential risk of a loss of investor and consumer confidence.

### Mitigate Risk

With Cadency Close, discrepancies are identified early, and then investigated and resolved more rapidly, thus reducing the likelihood that the difference will have to be written off.

Cadency identifies potential issues before the auditors

### BENEFITS BY VALUE DRIVER



- Increase Operational Efficiencies
- Improve Visibility/Insight
- Reduce Costs/Mitigate Risks

### MEASURABLE RETURNS

The value of a validated Record to Report solution such

CADENCY USERS  
REPORTED UP TO A:

**14%**

**REDUCTION**

in risk of revenue impact  
due to misstatement  
(full Cadency solution)

as Cadency is immediate and demonstrable. A sample global medical technology company with 320 users and 6,000 control tests per month can realize significant financial benefits from their Cadency subscription.

For this typical company, annual benefits can exceed \$150,000 per year from this process alone.

**“It is so much easier for the external auditors to get information since it is all centralized. We now don’t spend any internal resources to support them during the audits.”**

Sr. Director Legal Entity, R2R

*Global Consumer Products Company*

**“We now have more visibility into the accuracy of the balance sheet and more insight into what might be wrong. We can address the issue more quickly.”**

Director of Retail Accounting

*Nationally Recognized Convenience Stores*

**Discover Your Potential Cadency ROI**

*All metrics result from the Cadency ROI Study*