CONVERGE
TECHNOLOGY SOLUTIONS

Modern Financial Planning & Analysis Solutions for Finance Professionals

Reclaim your Time. Improve Accuracy of Decisions. Expand your Insight.

Brian Simpson – Senior Director of Data and AI at Converge Technology Solutions

Hi, I'm Brian Simpson, Senior Director of Data and AI at Converge Technology Solutions. I've spent years working with financial planning and analysis (FP&A) teams across industries around the world, and I've seen the same frustrations come up time and again.

Let's be honest, completing a budget or a forecast is not everyone's favorite activity. It can be a frustrating process for budget managers who have to juggle their regular duties with the additional workload of the budget or forecast process. This can lead to the perception that the process is an imposition rather than a valuable exercise. Additional challenges such as unreliable data, manual processes, and pressing time constraints only make the problem worse.

It's often no walk in the park for the FP&A team either. The stress of producing accurate reports under tight deadlines, responding to executive demands, and ensuring compliance leaves little time for strategic thinking.

If this sounds familiar, you're not alone. Traditional FP&A methods simply haven't kept pace with today's business realities, and it's time we talk about why.

The Evolution of FP&A

When I speak with FP&A professionals, one question always comes up: "How can we make accurate, data-driven decisions that align with the business strategy?" Too often, the answer is buried in outdated methods—like passing around a password-protected spreadsheet for the budgeting process. It slows everything down, limits collaboration, and leaves too much room for error. AI and automation are changing that, helping finance teams shift from reactive workflows to a culture of real-time analytics and smarter decision-making.

"

Finance professionals shouldn't have to waste time manually reconciling numbers across systems. Modern planning platforms connect disparate data sources, automate workflows, and generate accurate forecasts quickly allowing for multiple iterations.

– My Takeaway

75% of FP&A time is still spent on low-value tasks, only 25% is spent on meaningful analysis often resulting in employees churn in FP&A.

A modern FP&A solution eliminates version control issues and manual consolidation by centralizing data in a single platform. Instead of emailing spreadsheets, pre-authorized teams collaborate in real time, update plans instantly, and access the same live data, making budgeting and forecasting faster, more accurate, and easier to manage.[1]

The Traditional vs. Modern FP&A

Traditional	Modern FP&A
Reactive Primarily focuses on past data.	**Proactive** Enables predictive forecasting and scenario modeling.
Manual Requires manual input, leading to inefficiencies and errors.	**Automated** Automates repetitive tasks, allowing teams to focus on strategy.
Siloed Finance teams work in isolation, leading to fragmented insights.	**Integrated** Real-time data is shared across the organization, enhancing collaboration and decision-making.

Planning at the SKU Level Use Case

Where Profit Lives

One of the most common blind spots I see in financial planning, especially in manufacturing and retail, is the inability to see performance at the SKU level. You might know how the business is doing in aggregate, but if you can't break down profitability, demand, and cost by product, you're missing the levers that drive margin and growth.

Imagine a modern FP&A platform that provides this level of SKU insights, a tailored solution for finance and operations leaders who need real-time visibility into what's really driving performance. A system that allows you to do top level adjustments and have it push back to sku level, or do bottom up planning.

SKU-level clarity gives you the real story. This is an example you can see exactly where you're making money, and where you're not. In fast-moving organizations, that kind of insight helps you make faster, smarter decisions without the guesswork.

Demand Planning by SKU

Forecast product demand by SKU, salesperson, and customer, down to the daily level. Base projections on historical actuals for sharper accuracy.

Production Planning

Turn customer demand forecasts into operational plans. Know what to build, when to build it, and how to align production with sales goals.

Customer & Shipment Profitability

Analyze the true cost and margin of each shipment, helping you prioritize customers and products that actually move the needle.

Tariff Impact Modeling

Instantly see how import/export tariffs affect profitability by location and SKU. Create alternate scenarios to prepare for policy changes.

Integrated Financial Reporting

Centralize all financial and operational data, enabling live pivoting and granular analysis of SKU performance across your business.

CONVERGE
TECHNOLOGY SOLUTIONS

Modern FP&A Solutions

Benefits & Key Features

I've seen this reality at many organizations, where manual processes and spreadsheets are still the standard for planning and reporting. AI-powered FP&A solutions change the game, enabling teams to focus on strategy rather than manual number crunching.

AI is no longer just an enhancement; it's becoming the foundation of all modern software. That's why modern, advanced FP&A solutions go beyond traditional financial planning tools by integrating AI-driven analytics to streamline processes and empower smarter, faster decision-making.

- Replace gut feeling with machine learning that updates projections in real time
- Instantly test multiple financial outcomes to support agile planning
- Ask questions in plain English and get answers from your data in seconds
- Surface key insights as they happen, not days later
- Break down silos by bringing finance, sales, and operations into one planning environment
- Spot trends before they appear in the rearview mirror

The State of Forecasting

- 63% of companies are unable to make accurate predictions for more than six months into the future, as many organizations are still unprepared to deliver on-demand forecasting. 18% of organizations can produce a forecast within two days.
- 57% of organizations produce an annual budget between one to three months, and only 15% can do so within a month.
- In a fast-changing and fluid business environment, 21% of organizations are still unable to run scenarios.
- Only 35% of FP&A time is spent on driving insights and driving actions.

Source: 2024 FP&A Trends Survey

CONVERGE TECHNOLOGY SOLUTIONS

My Pick

Converge FP&A

Rapid adoption of a modern FP&A platform

- Converge FP&A provides continuous insights into financial performance, enabling businesses to make informed decisions faster.
- AI-powered models analyze historical trends to predict future financial scenarios with greater accuracy.
- From consolidating reports to data integration, Converge FP&A eliminates manual workload, reducing errors and increasing efficiency.
- Converge FP&A enables organizations to model different financial scenarios, helping them prepare for various market conditions.
- Modern FP&A tools integrate data across finance, sales, operations, and HR, ensuring company-wide alignment.

CONVERGE TECHNOLOGY SOLUTIONS × IBM × aws

Enterprise-Grade Planning Platform

A modern budgeting, financial planning and forecast solution built by IBM

Secure Cloud Infrastructure

A secure and reliable SaaS solution run in AWS

Streamlined Data Integration

Converge PyxisPA™ for secure file transfer to & from IBM Planning Analytics

How Converge FP&A Transforms Financial Planning

With Converge FP&A, finance professionals gain access to cutting-edge technology that enhances decision-making and financial strategy.

In the following sections, we'll explore how Converge FP&A is transforming industries and, more importantly, how finance professionals like you can leverage these advancements to stay ahead of the competition.

But it doesn't end with software...

I've seen too many FP&A implementations fall short—not because the software didn't work, but because the rollout stopped at setup. That's not how we work. Our team brings decades of finance and industry experience to help organizations move beyond spreadsheets without disrupting the business. We guide clients through the transition with practical steps and real insight into how financial planning should work, by industry, by process, and by outcome.

We help organizations move beyond spreadsheets without disrupting the business. We guide clients through the transition with practical steps and real insight into how financial planning should work: by industry, by process, and by outcome.

We don't just install dashboards, we help teams adopt them. Whether it's SKU-level planning for manufacturing or better forecasting in healthcare, we design solutions that make sense on day one. This isn't about shelfware. It's about building something your team will actually use, quickly and confidently.

CONVERGE TECHNOLOGY SOLUTIONS × IBM × aws

Enhanced Efficiency

Converge FP&A significantly reduces the reliance on manual processes and spreadsheets, which are prone to errors and inefficiencies. This allows FP&A professionals to spend more time on analysis and strategic initiatives.

Cross-Functional Collaboration

Converge FP&A fosters cross-functional collaboration by integrating data from various departments into a single source of truth. This unified data approach ensures that all teams are working with the same information.

Scalability and Performance

Built for speed, Converge FP&A delivers fast results even with enormous data sets and complex calculations. Its in-memory processing helps ensure that data is ready for quick analysis and reporting, enabling real-time what-if scenarios and reports without lag.

AI and Generative AI Capabilities

The tool harnesses the power of artificial intelligence and generative AI to simplify complex tasks, provide deeper insights, and empower users across all departments to make smarter decisions with greater confidence.

Reliable Data and Insights

The tool provides reliable, timely data and insights into business drivers, which are crucial for making informed decisions and maintaining alignment with business strategy.

Cloud-Powered FP&A

Faster, Smarter, and Scalable with AWS

Legacy systems and disconnected data slow down planning, leaving finance teams stuck reacting instead of leading. AWS changes that.

Running FP&A in AWS eliminates the need to manage hardware or support multiple software versions. Instead, teams operate in a cloud-native foundation built for real-time analytics, scalability, and enterprise-grade security, all critical to making timely, data-driven decisions.

AWS provides a secure, highly available global infrastructure optimized for SaaS delivery. Finance teams benefit from more frequent software enhancements, simplified deployment, and seamless access to planning and analytics tools through the AWS Marketplace. In fact, organizations using SaaS for analytics report 2.5x faster time to insight compared to traditional environments. With AWS, financial planning becomes more agile, connected, and future-ready.

Scalability

Dynamically scale compute and storage resources as financial data and complexity grow, ensuring peak performance without infrastructure constraints.

Security & Compliance

Industry-leading security with encryption, access controls, and compliance certifications (SOC, ISO, GDPR) to protect sensitive financial data.

Real-Time Data Processing

Ingest, process, and analyze large financial datasets instantly, reducing latency and enabling faster decision-making.

Seamless Integration

Leverage AWS-native services like AI/ML, data lakes, and automation tools to enhance forecasting, reporting, and analytics.

Reduced IT Overhead

Shift infrastructure management to AWS, reducing IT dependency, maintenance costs, and downtime risks.

CONVERGE TECHNOLOGY SOLUTIONS × IBM × aws

Success Stories

Retail & Financial Services

The Challenge

One of our clients is a leading multinational corporation operating across multiple business units, including banking, investments, insurance, and food distribution. They needed a scalable, modern FP&A solution to streamline operations and improve financial planning accuracy.

The Solution

By implementing Converge FP&A, they achieved:

- Automated financial consolidation across all business units, eliminating time-consuming manual data aggregation.
- AI-driven scenario modeling to analyze market trends and predict financial outcomes with greater accuracy.
- Standardized planning templates that improved efficiency and collaboration across departments.

The Results

- Reduced reliance on spreadsheets, significantly cutting down manual errors and improving data accuracy.
- Faster planning cycles, allowing teams to respond to market conditions with agility.
- Real-time financial visibility, providing leadership with the insights needed to drive strategic decisions.

CONVERGE
TECHNOLOGY SOLUTIONS

Manufacturing Industry

The Challenge

Our manufacturing client needed an effective way to manage and optimize production while minimizing overall inventory levels. Their prior production planning relied on a complex set of linked spreadsheets. Additionally, they lacked the ability to perform deep analysis on their planning data, making it difficult to adjust to

The Solution

By implementing Converge FP&A solutions, they were able to:

- Capture real-time inventory and sales forecasting data to align production with actual demand.
- Allow planning users to enter key metrics and calculate the optimal mix of production and inventory, reducing inefficiencies.
- Eliminate reliance on error-prone spreadsheets and move toward an integrated, automated solution.

The Results

- They reduced planning time from 8 hours per plan to just 20 minutes.
- New forecasts enabled more precise production scheduling, reducing excess inventory and optimizing resource allocation.
- Real-time visibility into key planning metrics empowered the finance team to support operational decision-making more effectively.

CONVERGE
TECHNOLOGY SOLUTIONS

Industrial & Professional Services

The Challenge

One of our clients, a multi-division enterprise, struggled with decentralized financial reporting. Budgeting and forecasting were time-consuming, often leaving teams scrambling to produce accurate financial statements.

The Solution

By implementing Converge FP&A, our client achieved:

- Real-time financial consolidation across multiple business units, eliminating reporting inefficiencies.
- Automated labor and cost allocations to provide a more accurate financial picture.
- AI-driven scenario modeling to enable proactive budgeting and financial forecasting.

The Results

- Standardized data collection and reporting, improving collaboration and decision-making.
- Eliminated manual spreadsheet dependencies, significantly reducing errors and time spent on financial consolidation.
- Enhanced financial forecasting accuracy, allowing for better long-term planning.

CONVERGE
TECHNOLOGY SOLUTIONS

Next Steps

CONVERGE TECHNOLOGY SOLUTIONS

What's Next for FP&A Professionals?

Finance isn't just about crunching numbers anymore. The role is evolving, and those who embrace modern FP&A solutions are going to be the ones shaping the future of their organizations. Finance professionals aren't just data analysts; they're becoming strategic leaders, advisors, and key decision-makers.

Modern FP&A teams are driving scenario modeling to guide investment strategies and partnering with operations to align financial forecasts with execution. The work is more cross-functional, more agile, and more impactful than ever before.

At Converge, we work with organizations to make modern financial planning a reality. We don't just talk about transformation; we make it happen. Our tools, expertise, and industry knowledge give finance teams the power to move beyond static spreadsheets and into real-time, strategic decision-making.

Book a Personal Demo

We cut planning time from 8 hours to just 20 minutes for our clients. Let us show you how we can do the same for your team.

CONVERGE TECHNOLOGY SOLUTIONS

Meet the Team

We are a team of FP&A professionals, data scientists, and technology strategists dedicated to modernizing financial planning. Our mission is to empower finance leaders with AI-driven insights that improve forecasting accuracy, enhance collaboration, and drive profitability.

Brian Simpson

Senior Director, Data and AI

With decades of experience in financial analytics, Brian has supported organizations worldwide to optimize their FP&A processes through AI and automation. His expertise lies in bridging the gap between finance and technology, ensuring businesses can make smarter, faster decisions with data-driven insights.

Let's Connect

Rochelle Manns

Vice President, AWS Business Unit

Leveraging over 30 years of experience in technology, Rochelle has helped organizations across the globe adopt emerging technologies and solutions to drive innovation. She is currently enabling clients to comfortably adopt AWS solutions that modernize revenue-generating applications and drive operational excellence.

Let's Connect

CONVERGE TECHNOLOGY SOLUTIONS