

A hand holding a black marker points to a line graph on a whiteboard. The graph shows a fluctuating line with an overall upward trend. The whiteboard is part of a larger background image showing multiple similar graphs.

# Financial Systems

Support an evolving business and translate vision into meaningful systems strategy.

*Aligning your organization and system vision and strategy is paramount to a successful outcome. Therefore, selecting the “right” system the first time is a critical consideration. However, you also need to understand the steps required to realize your vision.*


MarketSphere helps our clients determine the technological landscape necessary to support an evolving business and translate vision into a meaningful systems strategy. Furthermore, our proven methodology enables our clients to take a disciplined, structured approach to navigating through the strategy and evaluation process.

Our services include:

- Chart of Accounts Design
- System Selection & Implementation
- Process Enabled Technology
- Sales & Use Tax

***“MarketSphere performed with integrity while providing detailed unbiased insight into the possible options that faced Alcoa. They were able to articulate the pros and cons to every option. They did not sell us on a specific approach, but guided us to an approach and developed an implementation roadmap that would best allow Alcoa to meet our short and long term objectives.”***

— Manager, North America,  
Alcoa Corporation



## MarketSphere Can Help

From the Fortune 500 to small, nimble entrepreneurs, MarketSphere provides a world-class perspective customized for each organization we serve—adding value with unmatched quality, integrity and objectivity. We help the office of finance in several areas, including Financial Systems.

**H & R Block**  
Director

*“Once we had MarketSphere engaged, the team was paramount in getting us moving in the right direction (in the development of a single Chart of Accounts). Your team’s methodology, approach, experience, and drive have enabled us to achieve our desired outcomes.”*

### ● Chart of Accounts Design

The design of a company’s chart of accounts can drive several benefits, including consistency in reporting across business units, reduction in effort to consolidate information and reconciliation procedures, easier benchmarking between different business units/territories, and an improved ability to introduce financial shared services.

- Design a flexible COA for current and future processes
- Identify the impact of dimensions or granularity of information
- Preserve legal entity and statutory accounting requirements
- Control maintenance
- Reduce complexity

**Lockton**  
SVP, Corporate Controller

*“MarketSphere brought a very deep and strong knowledge of the (software) suite of products. We have been able to leverage this knowledge to ensure that the project helped us to make the significant business process changes that we have wanted to accomplish for many years.”*

### ● System Selection & Implementation

With the number of available system options, selecting the right system for your organization can be a risky and potentially expensive proposition. The financial system you select must meet your key business requirements while allowing you to develop and maintain a competitive advantage. IFRS, Sarbanes Oxley, and international general ledger consolidations are all external forces that can significantly affect your financial systems and processes.

- Define system strategy and roadmap plan
- Leverage current technology investments
- Assess current environment and processes for optimization
- Evaluate & select the right system for the current and future business requirements
- Develop business case

**Pioneer Financial Services**  
Chief Information Office

*“We want to thank MarketSphere for the work you’d done on the... implementation of our new Loan Origination System... MarketSphere had to learn a great deal about our legacy systems, our complex methods of doing business, and our highly customized version in order to transition us to this new world. Great job on all accounts.”*

### ● Process Enabled Technology

The implementation of new systems and technology often brings with it the expectation of reduced operational costs and other efficiency gains. However, the majority of these implementations do not bring about the expected level of increased value. The primary reason for this failure is the non-alignment of the implemented solution to the business processes supporting the technology.

- Ensure processes are synchronized to new systems/technology
- Improve efficiencies of business function
- Maximize return on investment

**ScriptPro**  
CFO

*“We are pleased to provide a reference for the MarketSphere team for your efforts during our successful implementation. Your team brought knowledge and expertise... and has worked to efficiently transfer knowledge to our internal project team.”*

### ● Sales and Use Tax

Companies performing taxability decisions manually are at the greatest risk of over or under reporting tax. In-depth analysis, time consuming compliance reporting and changes in tax laws all require resource consumption. These activities take time away from analysis and high-level tax strategy decisions, while raising costs and exposing companies to additional audit risks.

- Automate tax analysis
- Improve efficiency in sales and use tax processing
- Ensure the proper data is passed between the enterprise application and the tax system
- Reduce audit assessments & overpayment of sales

## ● MarketSphere's Finance Advisory Services

### Guide your organization through ever changing business needs.

MarketSphere focuses on meeting the ever-changing needs of today's finance and business executives. We help clients manage economic and market challenges and opportunities and incorporate a strategic context into the finance function while providing core project management, change management and implementation skills to drive best practices in finance to the broader organization.

In addition to Financial Systems services, MarketSphere also provides Finance Advisory services in the following areas:

- Process Transformation
- Enterprise Performance Management
- Talent Management
- Unclaimed Property



During these economic times, you need a partner you can trust.  
We have the experience and insights to help you succeed.

Contact MarketSphere today at 888.532.3002 or [www.marketsphere.com](http://www.marketsphere.com).