

**financial close.  
creating “irresistible finance” with 100%  
increase in visibility with onestream.**

featuring irresistible foods group & kings hawaiian  
presented by

 **aptelligence**<sup>®</sup>

 onestream



introductions.

presentation moderator.



Elbert Ha

Sr. Managing Director

Professional Biography:

- 23 + Years consulting, SW & implementation advisory with EPM & ERP solutions
- Experience in FinServ, Manufacturing, Retail, Agriculture, High Tech Industries
- Bachelor of Science - Finance



## presentation agenda.

- irresistible foods group mixer with product samples.
- Introductions.
- solution overview.
- before / after / what's next.
- raffle / prizes & q&a.



presentation subject matter expert.



Matt Geyer



Sr. Managing Director

Professional Biography:

- 28+ Years consulting with SAP R/3 & EPM solutions
- Served as VP/Practice lead for implementation partners
- Bachelor of Science – Business Administration
- CPA & CMA
- OneStream Certified Professional – Lead Architect

presentation subject matter expert.



Eric Born

Sr. Managing Director

Professional Biography:

- Bachelor of Science – Accounting & Economics
- Auditor to Controller to Consulting
- 25+ years of finance experience, 10+ years in CPM
- Solution Architect on 75+ close and consolidation projects



guest speaker – irresistible foods group.

**Irresistible** FOODS<sup>®</sup>  
GROUP



Tasha Otsuji



VP Tax Strategy & Finance

Professional Biography:

- 20+ Years in Advisory, Audit, Tax, and Finance
- Master of Science – MS / Taxation
- Bachelor of Science – BS, Accounting

# irresistible foods group (ifg) & kings hawaiian.



In 2006, the team established a **disciplined, strategic planning process** for King’s Hawaiian and one that would establish a foundation for the future IFG.

This new strategic planning process focused on answering and aligning on a very long-term “**end game**”, an end game that would last for the **next 50 years**.

Since the creation of the Strategic Plan 1.0, **King’s Hawaiian has grown over 10x** and is still committed to only putting resources (time, talent, and capital) towards efforts that achieve the end game.





# solution overview.

creating “irresistible finance”.

# ifg & kings onestream journey: beginning/today.



- What IFG needed to solve:

- In 2021, IFG was created as the holding company of the various businesses they own through acquisitions
- As a result, IFG lived through the reality of disjointed systems, and various level of detail in the data; consolidated financial statements were not attainable
- The process to create financial statements was highly manual, time consuming and potentially error prone
- Because of the labor involved, IFG typically relied on auditors and tax resources to pull together consolidated financials at the end of the year
- As an SAP ERP & SAP BPC customer, IFG evaluated SAC along with OneStream
- SAC (due to its immaturity) lacked the functionality that OneStream provided, so OneStream was selected by IFG



- OneStream Solution:

- OneStream provides the ability to generate company wide financials in MINUTES
- 100% Increase in Visibility

# ifg & kings onestream journey: day 0.

- ✱ Began implementation of OneStream in December 2022 / Went live with consolidations June 2023
- ✱ All actuals/plan for IFG entities (Kings Hawaiian “KH”, Grillo’s, Shaka, IFG) prepared primarily in Excel
  - Many large manually prepared spreadsheets used in the process
- ✱ KH used SAP BPC to consolidate actuals and plans the at the end of the process and provide monthly reporting
  - SAP reports difficult to maintain and configure
- ✱ Did NOT have a full company wide view
  - **Challenge:** Challenging to produce financial statements and BvA comparisons across the company
  - **Challenge:** Difficult to consolidate actuals from multiple ledgers and plans from multiple Excel files to produce IFG-wide reporting
  - **Challenge:** IFG fiscal year ends June 30...IFG has some entities that may have differing fiscal years (e.g. calendar year)

# ifg & kings onestream journey: solution.

## Phase 1 – IFG

- ✓ Automated Company-wide financials: IS, BS & SCF
- ✓ Extensible dimensions to support 4 different GL's
- ✓ Company-wide customer & product reporting
- ✓ Use OneStream XFD features to consolidate Excel-based plans
- ✓ Calendar to fiscal year alignment
- ✓ Executive dashboards

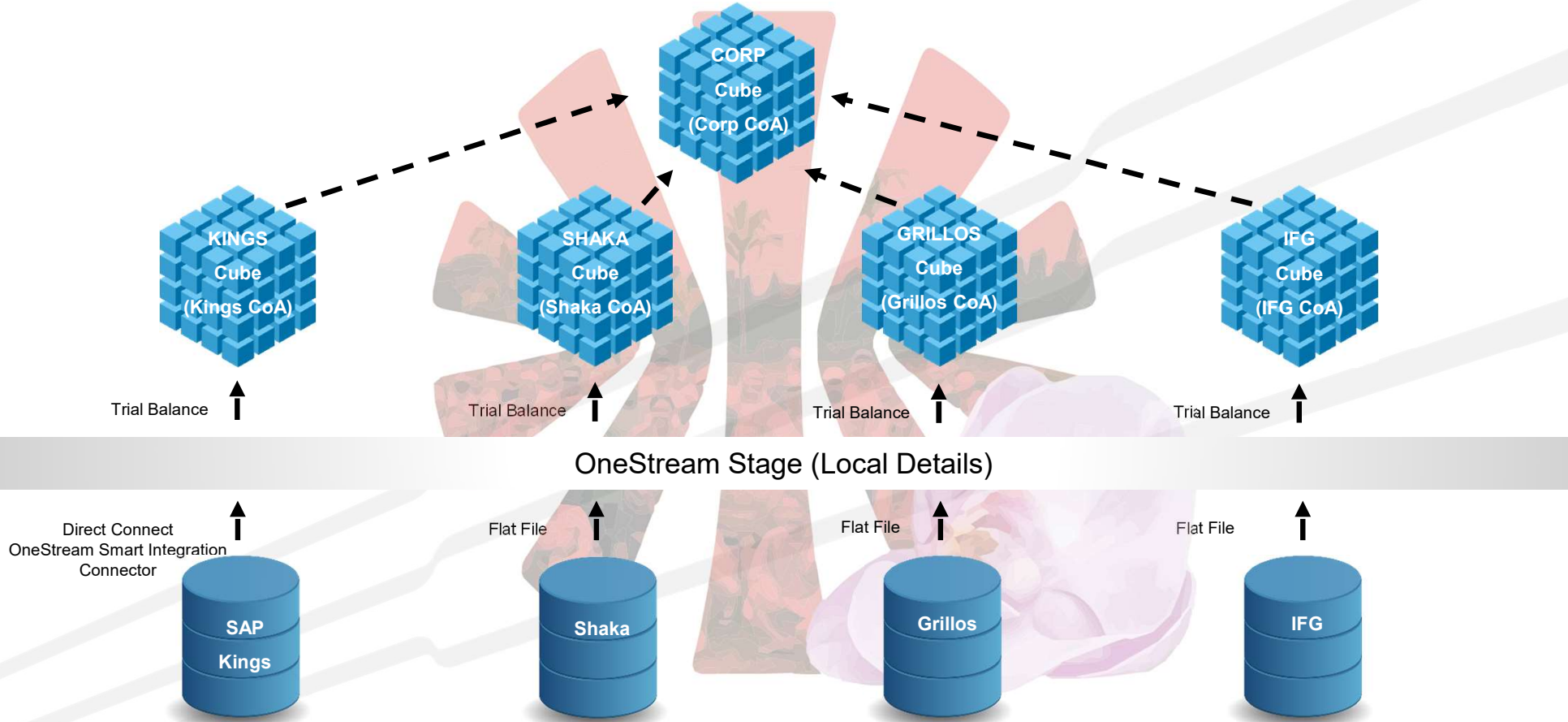


## Phase 2 – Kings Hawaiian

- Kings detailed planning to replace Excel and SAP BPC
- Direct integration with SAP Financials using SAP's REST API
- Drill-back to line-item detail in SAP Financials
- Manufacturing Specific Operational Planning
- People Planning Marketplace Solution
- Capital Planning Marketplace Solution
- GL Line-Item Planning at Vendor level
- LRP



# ifg & kings onestream journey: architecture.



# ifg & kings onestream journey: benefits.



**Challenge:** Challenging to produce financial statements and BvA comparisons across the company

- Provides central repository for all data (Actual, Budget, Forecasts, LRP)
- Perceived ownership among the individual cube users which generates higher user adoption rates
- Both Actuals & Budget at a consolidated basis
- Eliminations across companies (IFG, Kings, Grillo's, Shaka, etc.)



**Challenge:** Difficult to consolidate actuals from multiple ledgers and plans from multiple Excel files to produce IFG-wide reporting

- Each Company has its own cube and can see reports in with its own familiar COA
- Drill-down from Company financial statements down to local COAs
- Top customers across entire company
- OneStream Dashboards have automated and replaced prior Excel/PowerPoint reports
- Executive Dashboard shows daily high-level business performance to Senior Management



**Challenge:** IFG fiscal year ends June 30...IFG has some entities with differing fiscal years (e.g. calendar year)

- OneStream converts all historical data for all entities to one common fiscal year
- Marketplace solutions provide detail but still maintain standard rollup across all entities (i.e. chart of accounts)

## ifg & kings onestream journey: today.

- Executive dashboard self-service reporting provides quick and easy access to high-level financials across IFG
- Company-wide Income Statement, Balance Sheet & Cash Flow reduced financial statement preparation time by weeks
- Direct integration with SAP eliminates manual work to extract data from SAP and compile financial statements manually
- Drill-back to SAP allows for ease of analysis by Finance. Also eliminates preparation and distribution of several large Excel files
- Eliminated many large Excel spreadsheets for compilation of financial statements
- Platform to support future company expansion

# Irresistible Finance Achieved!

# 2006

**DON'T WAIT  
FOR THE FUTURE,  
CREATE IT.**



# ifg & kings onestream journey: what's next.



## What's Next with OneStream:

- Account Reconciliation marketplace solution
- Tax marketplace solution
- Additional dashboards & reporting
- Continue to execute on Irresistible Finance

“Our vision is to become the most trusted, influential, and value-creating family of authentic food & beverage brands that are beloved by their consumers for their irresistible products, uniquely connected through their shared values, and sold in the Perimeter.”





thank you.

please reach out to us with any questions or for more information.

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