

## Host Analytics Services

Our mission is to have 100% referencable customers by providing an application delivered using SaaS technology, implemented by a world class team using a proven methodology.

Host Analytics provides the right applications, via SaaS technology, implemented by a world-class team, using a proven methodology. This combination results in the fastest and easiest time to benefit and the most valuable solution to meet the current and future needs of our customers.

### Team

#### Roles and responsibilities

We have experts in each area of consulting that have specific skills in order to meet all our customers' implementation requirements.

**Solution Architect** owns overall project health. Creates HLB, BRD and scoping documents.

**Activation Consultant** is the hands on developer responsible for inception to completion of all deliverables except training.

**Training Consultant** develops and delivers all training materials during and after activation. Ensures all project participants are trained to own the application going forward.

We also make sure that the support and services teams are closely aligned to create cross function support for the customer.

#### Centers of excellence

We have pulled Industry and Functional experts from all round the world to support our global customer base. Consultants are US and European CPA's, MBA graduates and many have been business leaders.

Staff averages over 10 years pre Host Analytics business experience in budgeting consolidation, reporting, modeling, strategic planning etc.

In addition to being finance experts all our consultants also support customers technology and system integration needs.

- Certified internal training
- Shadowing activation
- Lead activation
- Shadow major projects
- Lead major projects
- Continuous training

Take, for example, Ric McClemons, a 20 year veteran finance controller frustrated with years of working with on premise CPM solutions, came to work for Host Analytics. "Working on projects that create value in such a short amount of time is incredibly rewarding, I wish Host Analytics had been available when I was running a finance department. I could have saved days spent developing, reworking and summarizing operating plans."



#### Rasmussen College Daniel Rusnak

*Rasmussen College purchased the Host Analytics CPM application to forecast student churn. Calculating this metric allows Rasmussen to understand how many classes need to be taught therefore how many instructors' need to be hired and retained. They replaced a home grown excel model. Key drivers included rapid implementation, flexible reporting, excel like interface.*

*"We worked with the Host Analytics implementation team everyday for a month. They were very responsive to our needs and they were not only able to help us get started, but they taught us how to continuously improve our application on our own. Even after the time period of our agreement was ended, the individuals on the Host implementation team were available to us for any questions we might have. The subsequent transition from the Host implementation team to the support team was seamless and we were able to continue to improve and maintain our application with the Host support team."*

## Offerings

**Training** – Host Analytics provides a number of training options for our customers. We offer courses for administrators pre and post implementation and ongoing user training – see additional Training documentation for more information

**Activation Packages** – Host Analytics provides module activation packages for Budgeting (includes reporting and workforce planning), Consolidation, Revenue Planning and Scorecarding Dashboarding and Reporting

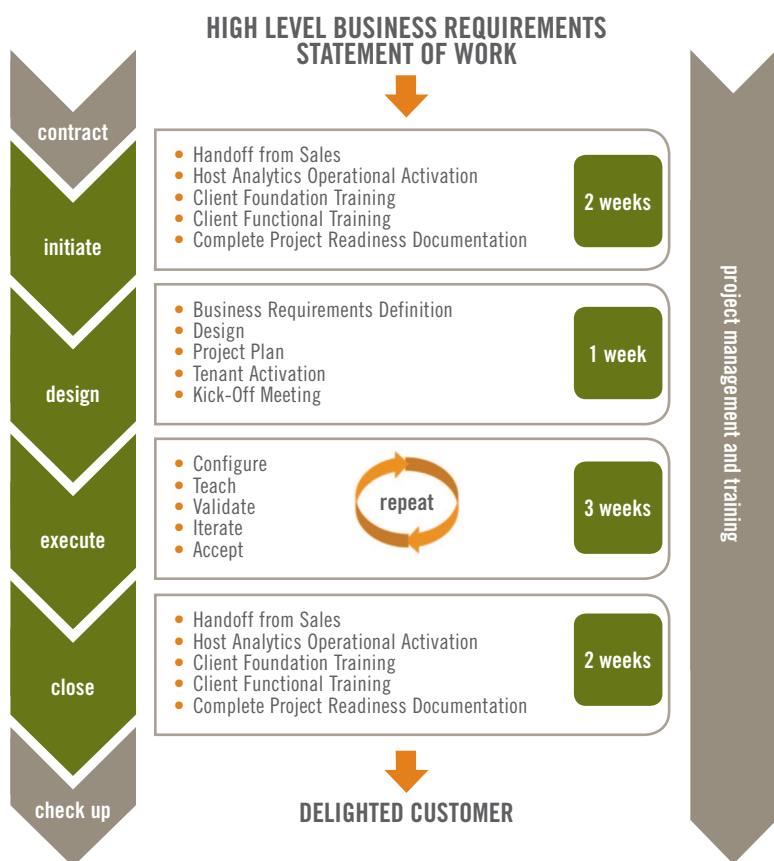
**System Integration consulting** – Host Analytics provides specialized technical consulting to implement Single Sign On technology and Integration infrastructure

**Tailored Consulting services** – Host Analytics provides management consulting services for Process Engineering, Corporate Performance Management Assessments and On Site Tailored Training

## Activation Methodology

Our SaaS technology means activations take an average of 8 weeks (elapsed time). There is no hardware or software to install so our customers can focus on implementing an application.

Best practices are guaranteed by the expertise level of our staff, our activation methodology, our proven communication process and the tight control mechanisms we put in place.



### Schumacher Group Rena Cottam

*The Schumacher group purchased the Host Analytics CPM application to do their AOP and quarterly forecasts, collecting data for Revenue and SG&A expenses such as HR & Capital. Ad Hoc reporting and ease of use were two important criteria to purchase as well as a quick activation time.*

*"I don't say this often about software but I do love Host Analytics. It has transformed our budget process from a completely manual excel based "task" to a collaboration among leading managers on building a budget that is detailed and attainable. Finance can now spend time analyzing the budget and providing direction on how to achieve desired results instead of consolidating files and tying spreadsheets. The ability to customize user and approval roles, security and report access allows us to involve departmental managers throughout the company and across the US in the budget process which instills ownership and accountability. The system is extremely user friendly and the customized reporting allows managers to make changes and instantly see the impact to the bottom line for their region or division. Host Analytics is so easy and powerful that we are going to use it to replace several other reporting venues and make this the source of data for managers as it relates to budget vs. actual reporting, forecasting and scorecard metrics.*

**hostanalytics**  
decide