

The background is a solid yellow color with a pattern of white, three-dimensional spheres arranged in a grid. Each sphere has a slight shadow, giving it a tactile appearance.

Enabling Success with BlackLine

A Trusted Partner for Your Success



3,400+

Customers
in 130+ countries

\$BL

**Built for
Sustainability**

Listed on NASDAQ
October 28, 2016



Gartner Leader
4 Years Running

Deloitte's Fast 500™
10 Years running

2.67x Average ROI
Nucleus Research



75+

Strategic Partners



250,000+

Users

FORTUNE 500

37%

Fortune 500

FORTUNE 50

56%

Fortune 50



Los Angeles
Vancouver
Johannesburg
New York
Melbourne
Sydney
Tokyo

London
Paris
Frankfurt
Ede
Hong Kong
Singapore
Pleasanton

We help customers of all sizes across all industries.



CONSUMER AND RETAIL



TECHNOLOGY



INDUSTRIAL AND ENERGY



HEALTHCARE



SERVICES



FINANCIAL SERVICES

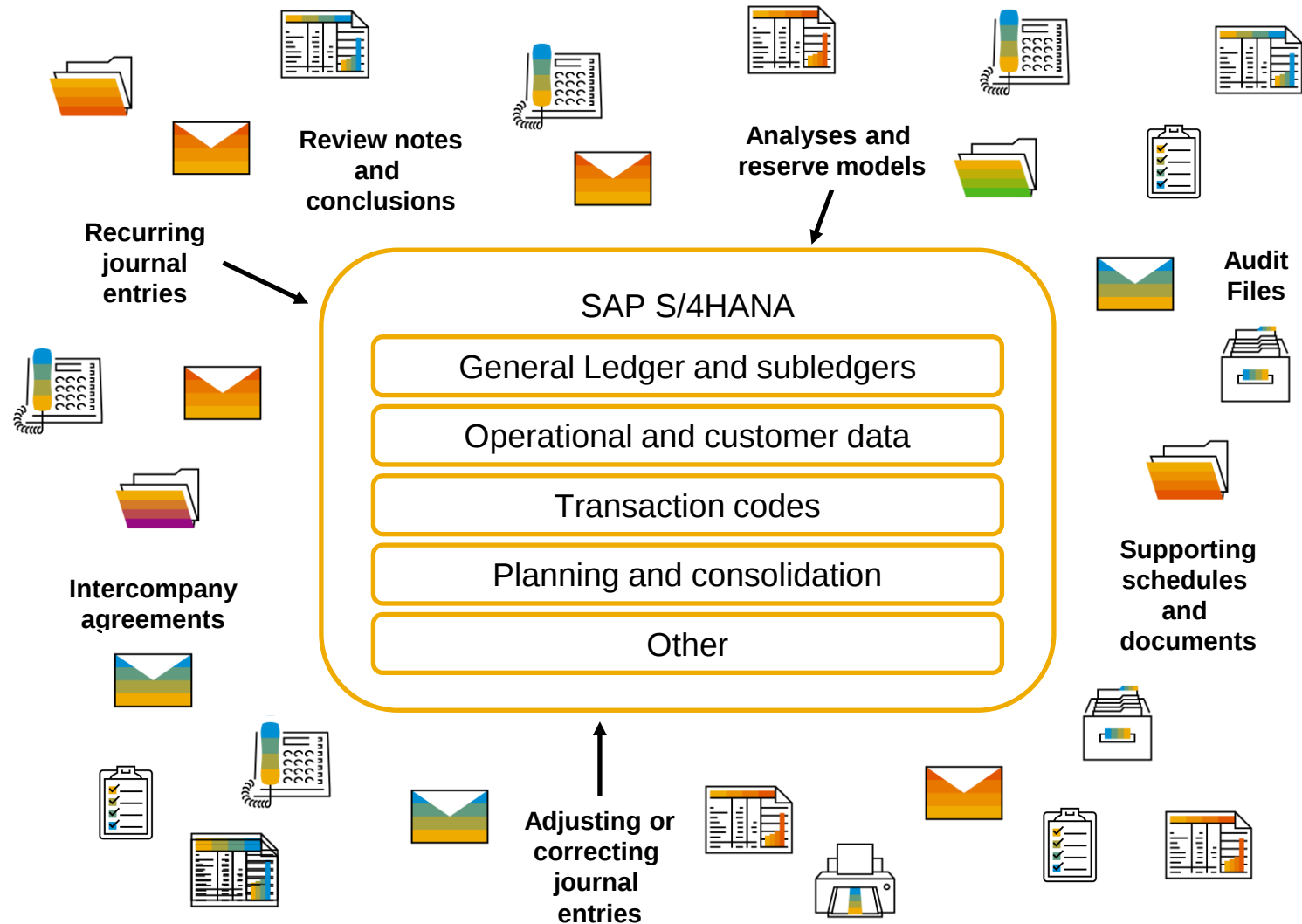


Non-ERP close activities

Despite significant innovations in ERP technology, including SAP S/4HANA, the Financial Close still involves many activities performed **outside the ERP**

Specifically:

- Execute, analyze, and input financial transactions
- Support, approve, and discuss **prior** to posting
- Validate completeness and accuracy
- Provide audit requests



Modernizing the SAP Record to Report process with BlackLine



Close Management

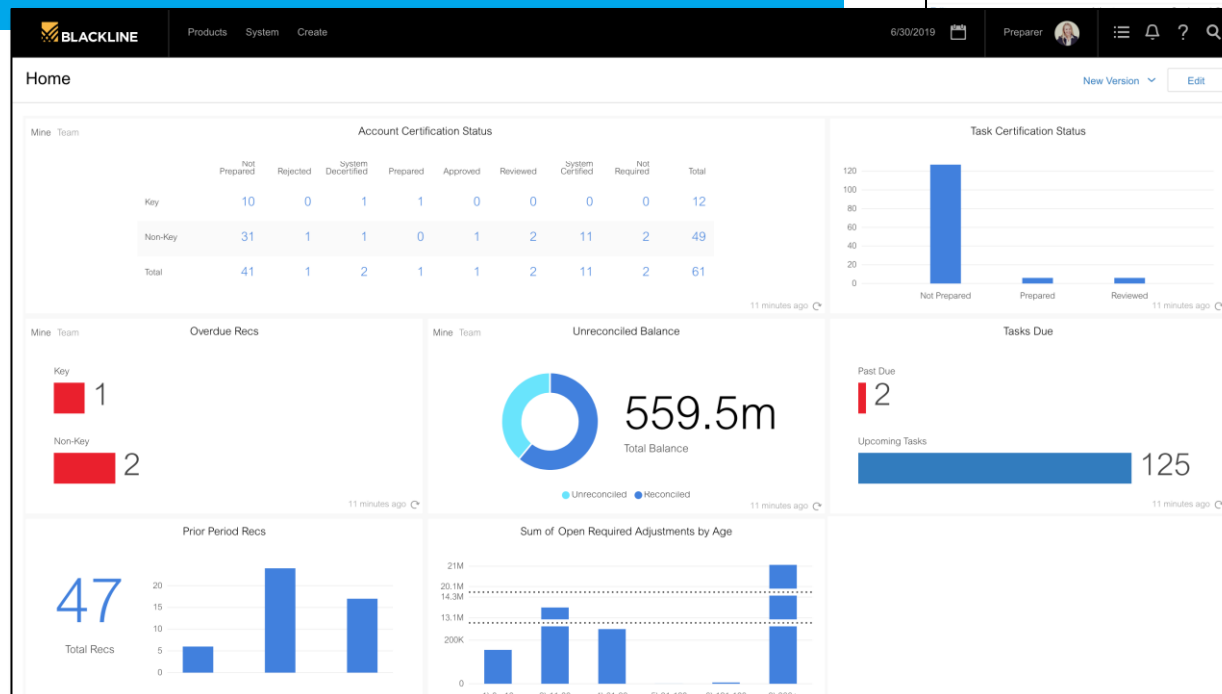
Balance Sheet Integrity

Visibility & Reporting

Remote Audit Enablement

Essential Automation

- ✓ Unify close tasks and documents in the cloud
- ✓ Centralize controls, reconciliations, and journals
- ✓ Report on KPIs and collaborate with auditors
- ✓ Maintain confidence during transformation



BLACKLINE Products System Create 6/30/2019 Preparer

Tasks Progress 121

(1) Filter Applied - Entity (1)

ACTION	DEPENDENC...	ENTITY	CATEGORY	TASK TYPE	TASK SUB-TY...	DESCRIPTION	DEPARTMENT	STATUS	DUE DAYS	DATE	TIME DUE	ACTIVE USER
Edit		BlackLine	Control	Tax	Accounting	TAX - 04- Trial Balances along with Tax liabilities are reviewed.	Accounting	Not Prepared	-360	7/5/2018	8:59 PM	Wilson, Kim
Edit		BlackLine	Control	Tax	Analysis	TAX - 01- Uncertain Tax Provisions are reviewed.	Accounting	Not Prepared	-360	7/5/2018	8:59 PM	Wilson, Kim
Edit		Atlanta		Accounting	Accounting	Property Tax Assessments & Invoices	Accounting	Not Prepared	-3	6/26/2019	9:00 PM	Wilson, Kim
View		Americas	Month End	Critical Month...	Accountability	Deferred Revenue Journal Entries and Reconciliation Complete	Accounting	Prepared	-2	6/27/2019	9:00 PM	Black, Pat
Edit		BlackLine	Month End	Accounts Pay...	Accountability	Commissions Payable	Accounting	Not Prepared	2	7/2/2019	12:00 AM	Wilson, Kim
Edit		BlackLine	Prepaid	Journal Entries	Month-end	Step 1 - Post Property Tax Accrual	Accounting	Not Prepared	1	7/2/2019	7:00 AM	Wilson, Kim
Edit		BlackLine	Prepaid	Account Reco...	Month-end	Step 2 - Complete Property Tax Reconciliation	Accounting	Not Prepared	1	7/2/2019	11:00 AM	Wilson, Kim
Edit		Americas	Month End	Accrued Liab...								
View		Atlanta	Functional Team A...	Critical Month...								Black, Pat
View		Atlanta	Functional Team A...	Critical Month...								Black, Pat
View		Atlanta	Functional Team A...	Critical Month...								Black, Pat
View		Atlanta	Functional Team A...	Critical Month...								Wilson, Kim
View		Atlanta	Functional Team A...	Critical Month...								Wilson, Kim
Edit		BlackLine		Period End								Wilson, Kim
Edit		Atlanta	Audit	Accounting								Wilson, Kim
View		Atlanta	Month End									Wilson, Kim
View		Atlanta	Audit									Wilson, Kim
View		Atlanta	Cash and Cash Eq...	Reporting								Wilson, Kim
Edit				Reporting								Wilson, Kim

Reconciliation

Atlanta-1220--AT020-1102-AS-238763- Prepaid Property Taxes

Show: USD - Account Include Previous Period: (None) USD

Summary Items

Currently, there are no summary items for this reconciliation.

Amortizable Items

Aging	Start Date	End Date	Sub-Type	Reference	Description	Orig. Amt.	Balance
10 - 10	6/12/2019	5/12/2020			County-Municipal Property Tax	15,885.75	14,967.44
31-60	5/1/2019	4/30/2020			Bondi Recreation District Tax	48,238.22	40,198.50
81-365	1/1/2019	12/31/2019			County-Municipal Property Tax	17,125.84	8,562.90
81-365	7/1/2018	6/30/2019			Millersville Consolidated School District Tax	21,985.66	0.00
Subtotal						63,748.84	

Supporting Items

Currently, there are no open supporting items for this reconciliation.

Unidentified Difference: 5,000.00 7.27%

ERP NetSuite GL Balance: 68,748.84

Comments

T	Date	Submitted By	Comments
	8/8/2019	Wilson, Kim	AP received \$4,000 invoice mid June. Controller's decision to amortize the invoice amount over 5 months at \$1,000/month beginning July, ending November. AP paid the invoice and coded it to 1220.

Supporting Documents

Date	Submitted By	Document Name	Description/Comment
1/18/2019	Wilson, Kim	#1 1220 Prepaid Property Tax Kim.Wilson.xlsx	#1 1220 Prepaid Property Tax Kim.Wilson.xlsx

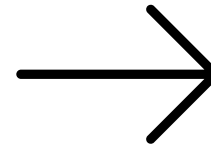
Making the Move to SAP S/4HANA

A yellow background featuring a 3D bar chart with multiple bars of varying heights, creating a sense of depth and perspective.

100%

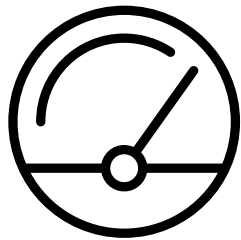
**of respondents to the ASUG Pulse of the SAP
Customer 2020 Survey indicated they plan to
move to SAP S/4HANA or are already actively
transitioning**

SAP S/4HANA transitions
are moving forward.



4 Ways BlackLine Solutions Enable a Successful Move to SAP S/4HANA

Automation, visibility and control during and after your transition.



Clearing Open Items

Reduce risk and manual effort by automating open items clearing before cutover.

Open Items Challenges

- x Volume quickly builds from thousands to millions
- x System performance is slowed due to capacity consumption
- x Reconciliation logic is complex
- x Clearing takes too much time and is error prone
- x Issues are not identified timely
- x Unexpected write-offs or control deficiencies occur
- x Upgrade complexity is increased
- x Unaddressed open items must be cleared manually after S/4HANA cutover

Scale processes and reduce risk

Transaction Matching

Legacy process

- Rainbow spreadsheets
- V-lookups and complex formulas
- Increasing volume
- Mounting open items

508996.48						
A	B	C	D	E	F	G
Bank Account Number	Check Number	Posting period	Posting Date	Amount in doc. curr.	Document currency	Text
5234231	600030355	8	7/29/2013	508,996.48	USD	#N/A
5234231	600030538	8	7/29/2013	3,149.24	USD	#N/A
5234231	600030772	8	7/29/2013	(2,088.35)	USD	#N/A
5234231	600030553	8	7/30/2013	(498,046.21)	USD	#N/A
5234231	600030567	8	7/30/2013	1,222,030.96	USD	#N/A
5234231	600030570	8	7/30/2013	(911.23)	USD	#N/A
5234231	600030598	8	7/31/2013	(148,909.12)	USD	#N/A
5234231	600030613	8	7/31/2013	10,500,219.04	USD	#N/A
5234231	600031048	8	7/31/2013	(1,934.18)	USD	#N/A
5234231	600032555	8	7/31/2013	1,449.18	USD	#N/A
5234231	600032556	8	7/31/2013	(1,409.10)	USD	#N/A
5234231	600032558	8	7/31/2013	15,140.19	USD	#N/A
5234231	600032838	8	7/31/2013	1,409.18	USD	#N/A
5234231	600032839	8	7/31/2013	(1,449.10)	USD	#N/A
5234231	600032840	8	7/31/2013	1,934.18	USD	#N/A
5234231	600032844	8	7/31/2013	(1,004.19)	USD	#N/A
5234231	600034453	8	7/31/2013	1,409.18	USD	#N/A
5234231	600030125	8	8/1/2013	8,100.00	USD	#N/A
3245345	600030147	8	8/1/2013	13,333.00	USD	#N/A
3245345	600030148	8	8/1/2013	27,832.07	USD	#N/A
3245345	600030371	8	8/1/2013	410,855.84	USD	#N/A
3245345	600030374	8	8/1/2013	1,500,000.00	USD	#N/A
3245345	600030578	8	8/1/2013	(535,026.94)	USD	#N/A
3245345	600030629	8	8/1/2013	(110,477.64)	USD	#N/A
3245345	600030637	8	8/1/2013	1,750,684.81	USD	#N/A
3245345	600030641	8	8/1/2013	(3,007.22)	USD	#N/A
3245345	500000393	8	8/2/2013	15,449.66	USD	#N/A

Modern accounting

- Rules-based automation
- Suggested matches
- Focus on exceptions
- Automated clearing and adjustments

BLACKLINE

Products System Create

6/30/2018

Prepares

Help

Home

Search

Unmatched Transaction Details

Save Layout

Restore Default Layout

SOA Bank Match - US

[Back](#) [Configure Column Mappings](#) [Actions](#) [Unmatched Filtering](#) [Trn. Date](#) All [Reason Codes](#) None

✓ Selected transactions successfully matched.

Deposits per Bank

Amount 14,515.00 Dollars 122,259.93 Difference (107,744.93)

Deposits per Bank

[Move to selected transaction grid](#) [Configure Display Fields](#) [Resize](#) [All Trns](#) [Get Count](#)

[My View \(None\)](#) [Edit](#) [Add New...](#) [Refresh](#)

[Select All](#)

Page 1 of 1 [Go](#) << [Prev.](#) [Next](#) >> Results 1 - 18 of

Results per page: 100

✓	Item	PastDt	Amount	CheckNo
✓	No	6/28/2018	30.00	WTFee
✓	No	6/21/2018	30.00	WTFee
✓	No	6/14/2018	30.00	WTFee
✓	No	6/7/2018	30.00	WTFee
✓	No	6/25/2018	10.00	TBfee
✓	No	6/1/2018	25.00	WTFee
✓	No	6/1/2018	30.00	MAFee
✓	No	5/31/2018	30.00	WTFee
✓	No	5/24/2018	30.00	WTFee
✓	No	5/17/2018	30.00	WTFee
✓	No	5/10/2018	30.00	WTFee
✓	No	5/3/2018	30.00	WTFee
✓	No	5/28/2018	10.00	TBfee

BOL
Print

Deposits per GL

[Move to selected transaction grid](#) [Configure Display Fields](#) [Resize](#) [All Trns](#) [Get Count](#)

[My View \(None\)](#) [Edit](#) [Add New...](#) [Refresh](#)

[Select All](#)

Page 1 of 1 [Go](#) << [Prev.](#) [Next](#) >> Results 1 - 5 of 5

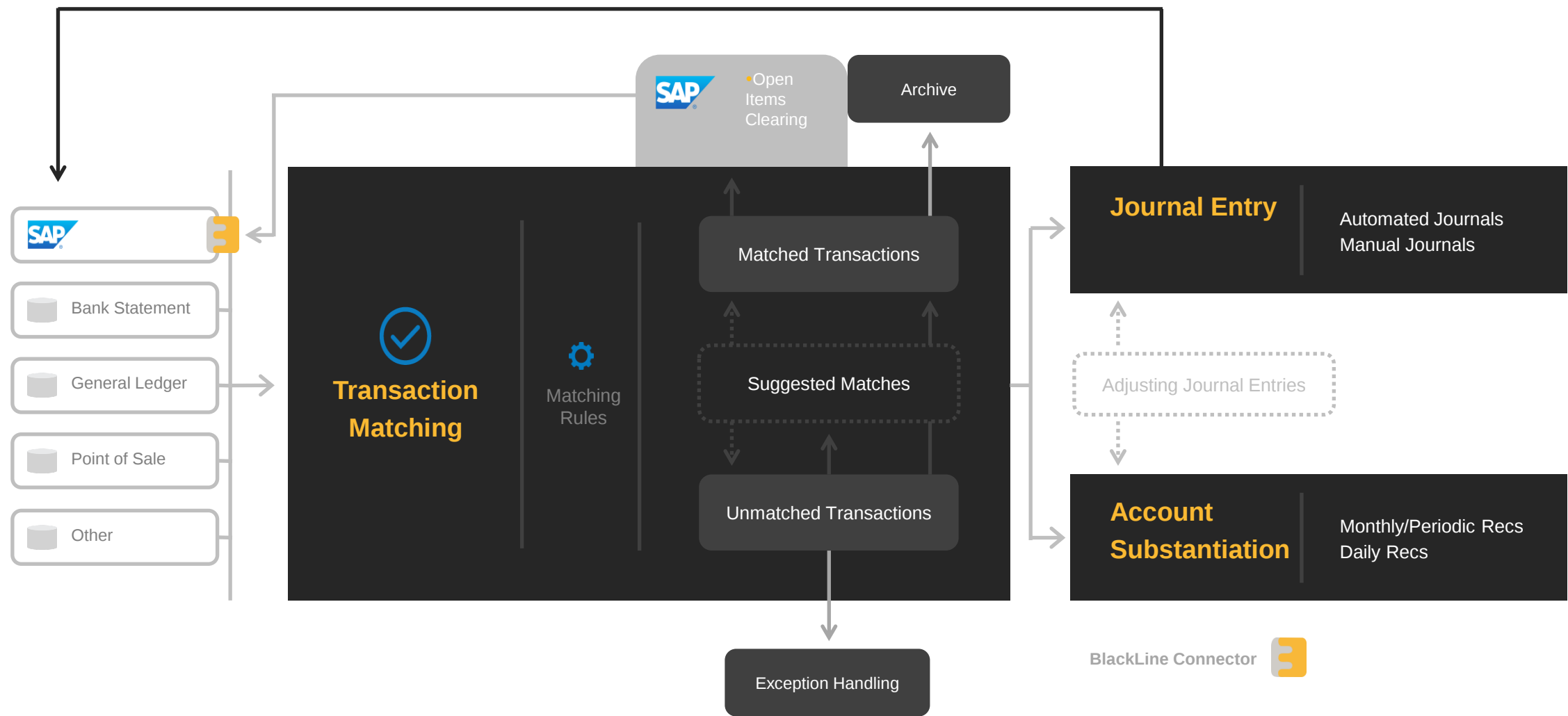
Results per page: 100

✓	Item	Date	Dollars	ChkNum
✓	Yes	6/30/2018	13,970.00	1381080-05
✓	Yes	6/29/2018	32,576.91	62886
✓	Yes	6/29/2018	26,194.97	62820
✓	Yes	6/29/2018	37,617.03	58399
✓	Yes	6/29/2018	11,901.02	53732

Filters: [Apply](#) [Clear](#) [Advanced](#)

[Excel](#) [CSV](#)

BlackLine covers the end-to-end process



The Impact of Automation

Accounting teams are using BlackLine solutions to save time and reduce risk before moving to SAP S/4HANA

3.6M

TRANSACTIONS CLEARED

FORTUNE 500 CONTRACTOR

1200

HOURS SAVED PER MONTH

FORTUNE 50 TECH COMPANY

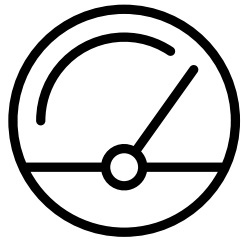
99%

AUTO-MATCH RATE

JAPANESE CHEMICAL COMPANY

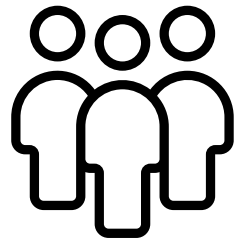
4 Ways BlackLine Solutions Enable a Successful Move to SAP S/4HANA

Automation, visibility and control during and after your transition.



Clearing Open Items

Reduce risk and manual effort by automating open items clearing before cutover.



Free Up F&A Resources

Refocus up to 50% of F&A time to focus on S/4HANA implementation or other strategic initiatives.

51%

**of IT leaders say they don't have enough expertise themselves to
successfully migrate to SAP S/4HANA**

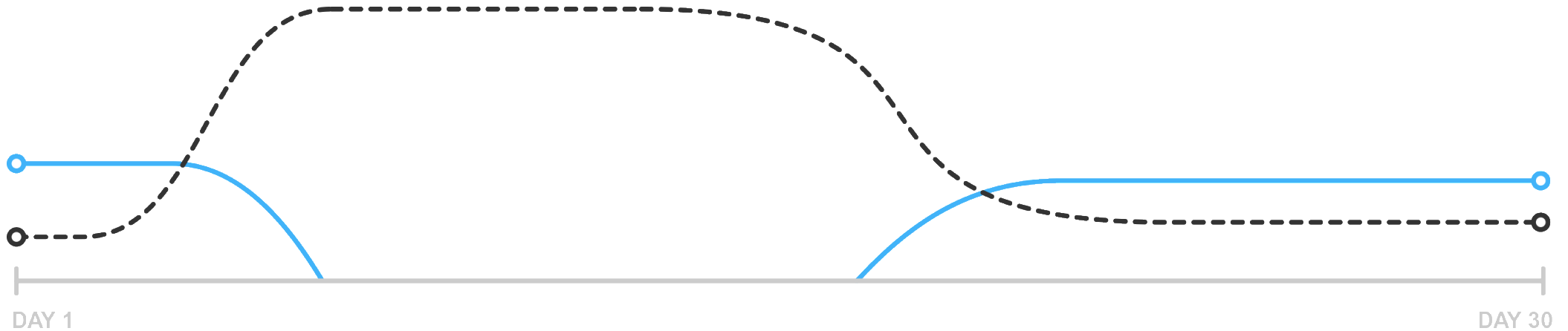
– “The Unforeseen Challenges of an SAP S/4HANA Implementation, Techwave

Manual Financial Close

Manual, spreadsheet-based processes are a roadblock to F&A responsiveness

SAP S/4HANA
Initiative

Manual Financial
Close

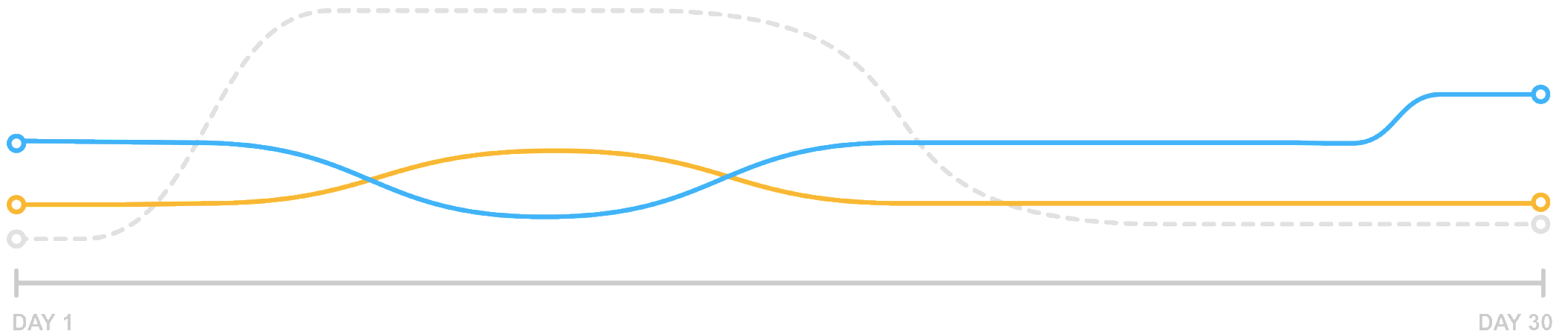


Modern Financial Close

Automation and optimization enables redeployment of internal resources

SAP S/4HANA
Initiative

Modern
Financial Close



Modern Accounting:

Focus on exceptions
and analysis, not
routine tasks.



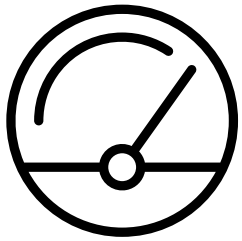
Coca-Cola

**55% cut in
manual processes**



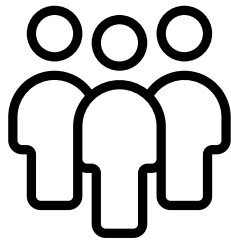
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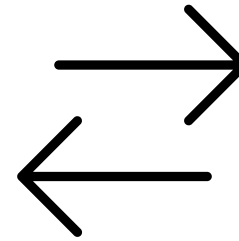
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Free Up F&A Resources

Refocus up to 50% of F&A time to focus on S/4HANA implementation or other strategic initiatives.



Manage COA Changes

Maintain visibility and control by mapping legacy data to new structures.



Many companies moving to SAP S/4HANA make substantial changes to finance master data, including the chart of accounts, entity structures, and other fields to better reflect how the business is run.

BlackLine solutions help companies map and validate historical data and structures against new SAP S/4HANA structures and provide a link between the two.

“BlackLine served as a source of confidence and continuity during a period of change.

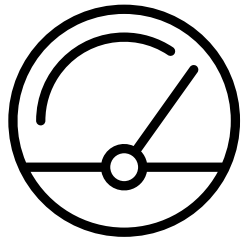
We didn’t have to do any additional data entry or rework, thereby saving a tremendous amount of time. The connection between the old and the new gives us immense comfort.”

Douglas Tramp

Director of Finance Systems and Operational Change, Zurich North America

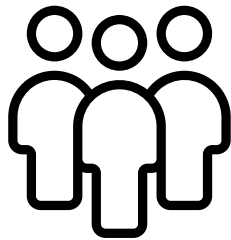
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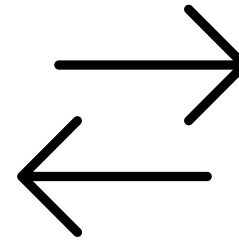
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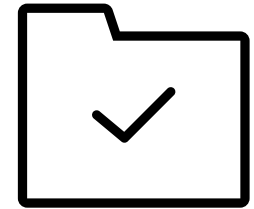
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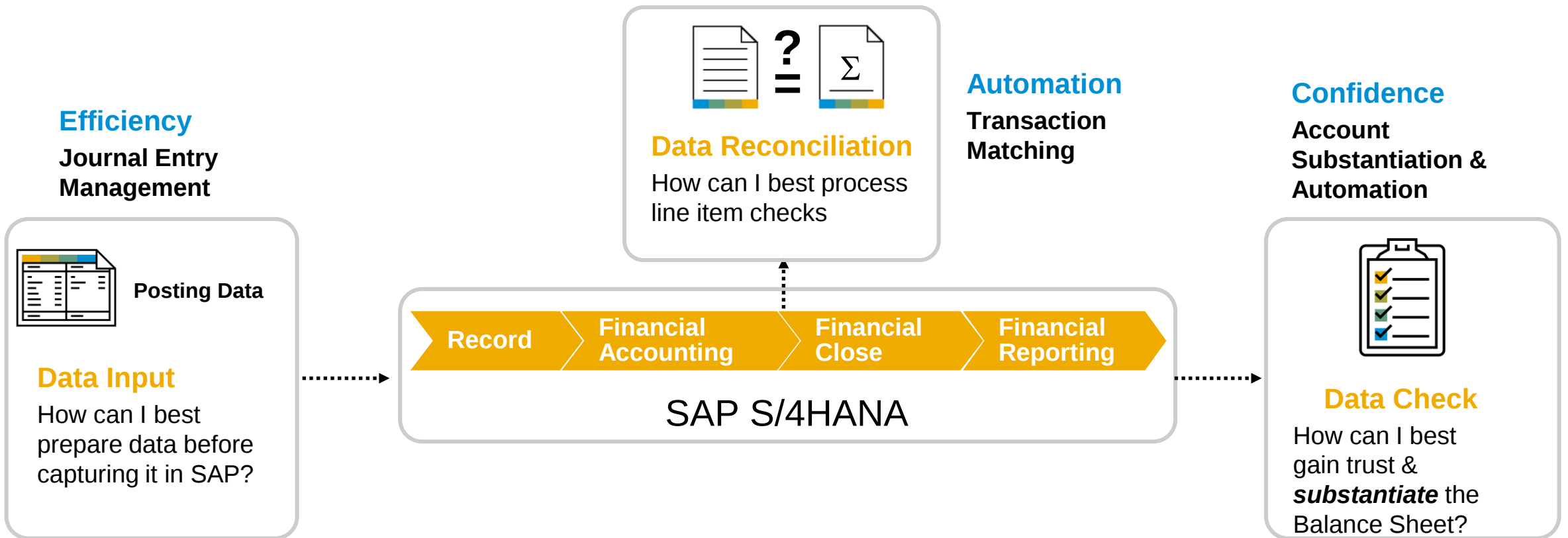
Centralize Data/Process

Improve governance and simplify audits with out-of-the box segregation of duties and embedded best practices.

BlackLine complements SAP S/4HANA and other ERP Systems

Delivering added value for a more productive and secure financial close

- Efficiency in Data Input with **Journal Entry Management**
- Advanced Data Processing Automation with **Transaction Matching**
- Confidence in Balance Sheet data with **Account Substantiation & Automation**



The Hershey Company included BlackLine solutions in its Finance Transformation initiative

“The vision was to combine a technology upgrade with process improvements that would better meet the needs of the growing global company, enhance operational efficiency, and lead to greater ROI.”

John Zimmerman

Director of Finance Data Systems, The Hershey Company



Thank you.

For more info visit blackline.com/sap



SAP Solution Extension