

“Tagetik truly delivers a single source of truth on a single platform for all of our key financial data. It’s been a long-term goal to get there in Finance and it’s actually happening.”

Meghan Maze, Chief Accounting Officer, Rabobank, N.A.

Company

Rabobank, N.A.

Industry

Financial Services

Corporate Performance Management

- Financial reporting
- Closing
- Regulatory reporting
- Budgeting and planning

Key facts

- U.S. division of \$978-billion Rabobank Group
- \$12 billion in assets
- 126 branches

Requirements

- Complete CPM solution in one product
- Centralized control, reporting, and planning data
- Analysis and reporting at the instrument level

Benefits and Results

- Close cycle shortened by 2 days
- Planning cycle time reduced by 35%
- Reduced need to hire additional staff to support growth
- Provided “single source of truth” with transparency and workflow

The Challenge

The reporting at Rabobank, National Association (RNA) had become extraordinarily complex, for a multitude of reasons. The bank was growing rapidly—to more than 700 business units and \$12B in Assets—and its Finance team expanded from 6 to 52 staff over the past seven years to deepen and strengthen its capabilities. Even with this, Rabobank’s finance department continued to struggle to keep pace with RNA’s growth and expanding business, technical, financial and regulatory requirements.

These regulatory requirements are not just limited to the U.S., as RNA is a subsidiary of a very large international bank and is required to comply with accounting rules for Dutch regulators as well. As an example of the increased complexity this poses, the reconciliation of U.S. GAAP and IFRS reporting differences utilizes data from up to 25 different sources as well as seven different ways of reporting the same information.

Existing systems could not accommodate these and other new and expanding reporting challenges. This complexity also had a negative impact on the financial close and planning processes.

The Objectives

RNA needed a finance application that could support its current needs as well as support its rapid growth, shifting and expanding regulatory and accounting reporting requirements as well our acquisition strategy.

The primary goal was to develop a single, central repository for all reporting and planning data with full control, transparency and accountability. Other requirements included:

- Multiple reporting requirements including: US GAAP, FDIC, IFRS, local and Dutch regulations, defined at the instrument level
- A single financial data warehouse to store all necessary information that could be managed by finance staff
- Driver-based budgeting developed at the instrument level
- Centralized allocations for management reporting and budget planning
- Built-in financial controls and validations to eliminate manual reconciliation

In essence, what RNA needed was a unified solution with built-in financial intelligence to support transparency across multiple processes with complete workflow and visibility: from the time data is loaded to the G/L and other sources all the way through the reporting and planning process.

The Solution

RNA considered solutions offered by market leaders including IBM and Oracle, but the solutions they presented were siloed applications. Without true integration, those applications would be difficult for Finance to support and would hinder its efficiency efforts. The bank selected Tagetik because it could meet the bank’s requirements in one end-to-end solution that includes:

- Driver-based budgeting and forecasting for quicker and more frequent

“We estimate we will slow the growth of our finance department staffing needs by 50%; reduce the time of our planning process by 35% and shorten our close process by 2 days.”

Meghan Maze
Chief Accounting Officer,
Rabobank, N.A.

forecasting cycles

- An automated close process with controls, validations, approvals, workflow and status updates throughout the process
- A single financial data mart with loan, deposit, treasury, derivative and G/L data in a single, finance-controlled reporting environment
- Built-in intelligence for currency conversion, adjustments and eliminations to support US GAAP, IFRS and other reporting from one set of data
- Detailed allocations for funds transfer pricing, loan provisioning and analysis at the instrument level, allowing management to better assess individuals' performance
- Finance-managed ETL scripts to bring in loan level data from multiple sources
- Planning and analysis of renewals vs. originations, loan cost, profitability and risk level at the instrument level

The Benefits

According to Chief Accounting Officer Meghan Maze, one of the greatest benefits Rabobank has achieved is that “everyone is seeing the same data and presenting the same results”. Other notable benefits include:

- A “single source of truth” and a single point of control for data
- Areas of management outside Finance are seeing Tagetik's value and are asking for more access to more data
- Faster close makes information available sooner for more responsive management decision making
- More accurate prediction of loan renewals and originations
- Full traceability and “auditability” for any of the bank's seven different reporting requirements back to one data source
- A new transparent and automated process for reporting to the bank's Dutch parent
- Confidence that, with Tagetik, Finance can adapt and scale to meet future organic or acquisitive growth

About Rabobank, N.A.

Rabobank, N.A. is the primary U.S. retail subsidiary of Netherlands-based Rabobank Group. It operates 126 bank branches, agricultural field offices and financial service centers in the central valley and coastal regions of California. RNA focuses in on three pillars of its community banking platform: Food and Agribusiness; Commercial and Retail/Small Business.

Rabobank Group entered the U.S. in 2002 with its first acquisition and has expanded its foot print organically and through 5 additional acquisitions.

About Tagetik

At Tagetik our mission is understanding the complex challenges that face The Office of Finance and translating that knowledge into intuitive, enterprise-scale performance management software solutions that drive business results. With Tagetik Cloud, or on-premise, you can unify financial and operational planning; shorten your consolidation and close process; immediately analyze results, model and compare full financial statement impact of business scenarios; adjust your strategic plan; seamlessly update rolling forecasts; produce formatted and auditable financial statements and management reports; collaborate on business reviews, and automate disclosure and board reporting. We've built-in the financial intelligence so you can orchestrate some or all of this in one place. Find out why more than 750 customers in more than 35 countries count on Tagetik to improve efficiency, reduce risk, save money and delivers results, visit www.tagetik.com.

We get Finance. You get results.