



# How Dell is Transforming Their F&A Processes with BlackLine & SAP

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SAPinsider  
Las Vegas

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**SAP**insider



## In This Session

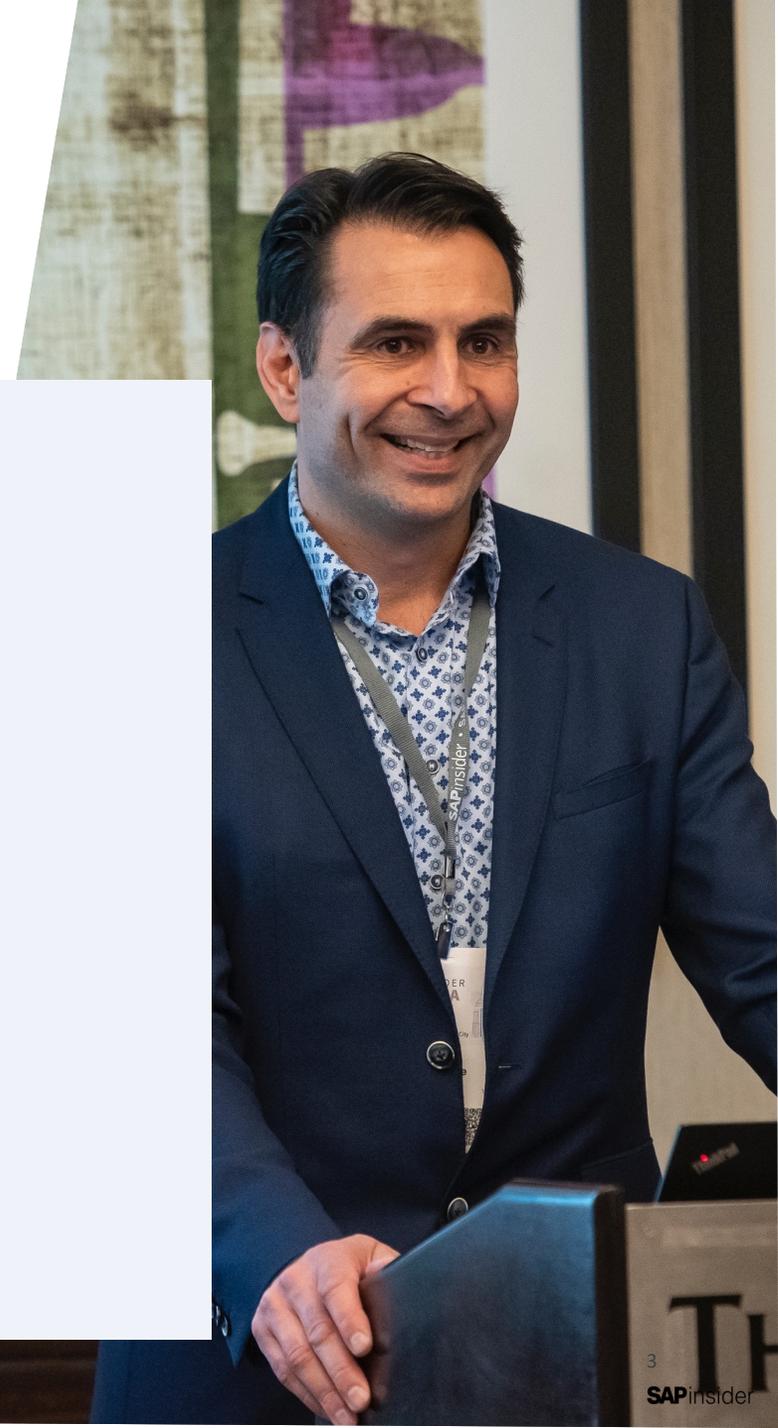
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- How Dell approached their F&A transformation and challenges they were looking to address
- Ways BlackLine provides automation and efficiency to traditional manual accounting processes
- The benefits of F&A transformation realized with SAP & BlackLine and what is on the horizon

# What We'll Cover

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- Dell's F&A transformation journey
- How BlackLine fits into Dell's technology landscape
- Leading F&A transformation with BlackLine
- Achievements, benefits, and what's next
- Wrap-up



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# Dell's F&A Transformation Journey



# About Dell Technologies

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## Our Purpose

We create technologies that drive human progress



**~133,000**

Dell Technologies team members

**35,000+**

Full time services & support team members

**32,000+**

Full time go-to-market (GTM) team members

**200,000+**

Global channel partners



**20+**

Global manufacturing locations, nine Dell owned

**740+**

Global distribution & logistics centers

**2,400+**

Global service centers

**~180**

Locations in which Dell Technologies operates



**59+ million**

PC unit shipments in calendar year 2021

**500+**

Software features added to storage portfolio as of Q3FY23

**179,000+**

Orders shipped per day

**396.5+ million**

Pounds of sustainable materials used in products and packaging



# Leadership is committed to transformation

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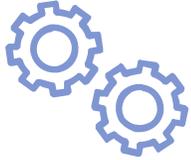
Dell is among the world's leading technology companies helping to transform people's lives.

By harnessing the transformative power of technology, businesses can build the secure digital foundation needed to be ready for what's next.

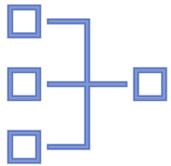


# Dell's ERP transformation journey

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**Dell is on a multi-year ERP transformation.**



**We currently have over 35K legal entity and account combinations across multiple Oracle and SAP ERP's.**



**We are working towards a single instance of SAP S/4HANA.**

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# How BlackLine fits into Dells Technology Landscape



# Del's Journey with BlackLine

"If we are pressed to do more ... we can't do it by doing things the way they've always been done." - Unknown

	2018	2019	2020	2021	2022	2023 and Beyond
<b>Account Reconciliations</b>	✓	Transition, Change Management and Support				
<b>Transaction Matching</b> Bank & Financial Services Various use cases		✓	Transition and Change Management; Updates and Support			
<b>Task Management</b> Close Processes		✓	Transition and Change Management; Updates and Support			
<b>SAP Connector</b> GL Balances SL details		✓	Support and extract value			
<b>Blackline Instance</b> Scheduled for Fall 2023						✓
<b>Journal Entry</b> MJE Approvals						✓

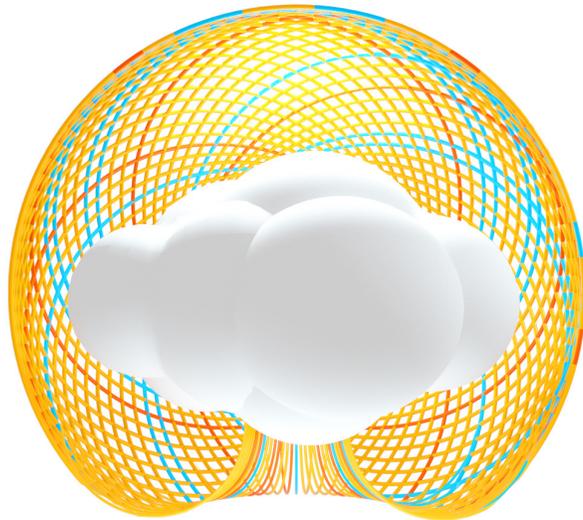
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# Leading F&A Transformation with BlackLine



# Centralizing data and processes

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**Unify information across disparate data sources in a single cloud platform that integrates seamlessly with our legacy and future SAP ERP landscape.**

# Enhance compliance and control

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**Proactively manage controls with embedded leading practices and segregation of duties.**

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# Achievements, Benefits and What's Next



# Achievements and benefits

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**1,000 Users**

600 Preparers

250 Approvers

Remaining using tasks, reporting and external/internal audit roles



**Over 15% Auto Certification**

Subledger Match

ZBA

Bank Match



**Risk-Based Approach**

Custom Frequencies: M2 & M3

Quarterly + March

Quarterly + December

# What's next

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**Optimization of existing solutions  
with additional use cases**

**New S/4HANA instance of BlackLine**

**Roll out of Journal Entry Approval**



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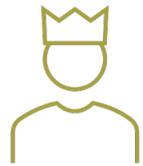
# Wrap-Up



# SAP & BlackLine

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SAP Solution Extensions are strategic third-party solutions developed by independent software partners which offer innovative cross-solution and cross-industry functionalities that complement your SAP business solutions.



## Initiated by SAP

Partner selection is rigorous and initiated by SAP only. In a vast ecosystem of partners, less than 1% are recognized as a solution extension.



## Premium Qualified

SAP premium qualifies solution extensions. This required and rigorous testing ensures maximum performance and user experience.



## Integrated Roadmaps

The solutions are integrated into the SAP product roadmap. SAP Solution Management and BlackLine Product Management work together to ensure product roadmap alignment.

## Better Together

1,300+ joint customers

Award winning partnership

BlackLine has been recognized with an SAP Pinnacle award: 2021 Partner of the Year – Solution Extensions.



**Solution Extensions from BlackLine complement RISE with SAP**

# Where to Find More Information

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[www.blackline.com/sap](http://www.blackline.com/sap)

- BlackLine Solutions for SAP product page

<https://www.blackline.com/solutions/f-a-transformation/>

- Lead your F&A transformation with data as a foundation

<https://www.blackline.com/assets/docs/uploads/blackline-solex-f-and-a-first-ebook.pdf>

- F&A First: How SAP Customers Can Deliver 'No Regret' Transformation

<https://www.blackline.com/assets/docs/uploads/idc-the-business-value-of-sap-account-substantiation-and-automation-by-blackline.pdf>

- The Business Value of SAP Account Substantiation and Automation by BlackLine

# Key Points to Take Home

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- **Building an integrated end-to-end finance and accounting data model can set the foundation for success**
- **Implementing BlackLine ahead of a migration to SAP S/4HANA has provided F&A teams with centralized data and processes and a continued focus on control throughout the transformation**
- **Automation solutions for account reconciliations, transaction matching, and task management have many key benefits**
- **Digital transformation is a journey and there are always opportunities for continuous improvement**

# Thank you! Any Questions?

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Noelle Jones, Dell

Katherine Becraft, BlackLine

Please remember to complete  
your session evaluation.

# SAPinsider



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