

CUSTOMER CASE

From Fragmented to Unified: How Hoist Finance Transformed Its Finance with OneStream



About the Customer

Hoist Finance is a leading European financial services company specialising in purchasing and managing performing and non-performing loans from its partners, as well as international banks and financial institutions. With over 25 years of experience, Hoist Finance is committed to financial sustainability, helping individuals regain financial stability while ensuring a fair and stable credit market.

Currently, Hoist Finance operates in thirteen European countries and has been listed on Nasdaq Stockholm since 2015.

Overview

As Hoist Finance expanded through acquisitions, financial consolidation and planning became increasingly complex. Legacy systems and Excel-based processes created inefficiencies, making it challenging to analyse financial performance in real-time.

Seeking a modern, unified solution, Hoist Finance partnered with AMCO Solutions to implement OneStream and streamline financial consolidation, reporting, and strategic planning.

Business Challenges

Hoist Finance's rapid growth introduced multiple legacy financial systems, varying processes, and additional regulatory requirements. The finance team prioritised compliance and transparency but faced challenges in efficiently managing financial planning and reporting across different markets.

For years, financial consolidation was managed through Hyperion Financial Management, which was built on an outdated data model and lacked the flexibility for alternative reporting views. Planning and controlling relied on Excel®, making processes time-consuming and error prone. Data silos across different markets further complicated financial analysis, slowing down decision-making.

Recognising the need for a scalable solution, Hoist Finance sought to:

- Bridge the gap between planning and actuals.
- Establish a control model flexible enough to support growth and market shifts.
- Replace error-prone, manual Excel®-based processes with a more efficient approach.
- Centralize scattered metadata from multiple markets for easier access.
- Create a unified standard to onboard and manage new acquisitions seamlessly.



Company Name

Hoist Finance

Headquarters

Stockholm Sweden

Year Founded

1994

Industry

Financial Services

No. Of Employees

1300

Website

www.hoistfinance.com

CPM Solutions Delivered

- ✓ Budgeting and Forecasting
- ✓ Financial Consolidation and Reporting
- ✓ Strategic Planning and Modelling
- ✓ Capital Planning



Finding the Right Solution and Partner

Hoist Finance started its journey by reviewing its internal structures and cost centres to define the right control model. Knowing that change management could be complex, they brought key stakeholders on board early and aligned the team around one goal: to track actuals against planning in real time.

The company comprehensively evaluated corporate performance management (CPM) solutions, emphasising transaction-level drill-down capabilities and multidimensional data views. They also prioritised the monthly tracking of actuals against planned figures to enhance efficiency and reduce data rework.

Additionally, Hoist Finance required a platform that seamlessly integrates consolidation and planning while supporting business growth.

After evaluating various options, OneStream emerged as the ideal choice due to its unified approach to financial consolidation and planning and its capacity to scale with the business. Hoist Finance selected AMCO Solutions as their implementation partner because of AMCO's expertise in financial transformation, in-depth knowledge of OneStream, and proven success in managing complex implementations for global enterprises.



How AMCO Delivered the Solution

Hoist Finance worked closely with AMCO to implement OneStream's unified platform in a structured and strategic way. Within the first two months, the company completed its annual budget in OneStream.

Two months later, the team also had retrieved actuals and completed their Q1 reporting, marking a fast and effective transition with immediate results.

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We finally looked at and chose a solution that seemed flexible but, most importantly, had consolidation integrated with planning in one single application. OneStream unifies the entire financial lifecycle, resulting in a standardised approach to budgeting, planning and forecasting that connects seamlessly to reporting and analysis.

Ian McConnell
Head of Group Business Control

TECHNOLOGY AND IMPLEMENTATION

AMCO's expert implementation of OneStream brought together all scattered financial data from different systems and jurisdictions into a single, accessible platform. With built-in consolidation and planning tools, the solution eliminated silos, providing one source of truth across the business. The gap between actuals and planning was closed and replaced by real-time access to data and insights. Hoist Finance now retrieves reports as needed, at the level of detail required.

This single point of entry has improved efficiency and empowered business units with flexible reporting. With OneStream's Extensible Dimensionality™, departments can manage projects and track costs independently without disrupting corporate standards.

With on-demand access to reliable, real-time insights, Hoist Finance's Executive Management Team (EMT) can now make faster, well-informed decisions. Backed by OneStream's unified platform and AMCO's expertise, the EMT has adopted more agile business techniques—such as driver-based planning and rolling forecasts—to support more intelligent and strategic decision-making.



Now every department is in charge of their projects and project costs. The Project Management Office can go back to doing the core part of their work instead of chasing invoices.

Melanie Foster
Chief of Staff

Value Delivered

By consolidating planning, reporting, and analysis into one unified platform, OneStream helped Hoist Finance break down data silos and gain full control over financial performance. With faster access to accurate insights and greater consistency across markets, the business can make smarter decisions and adapt to change confidently. Key benefits include:

- ✓ Standard approach to budgeting, planning, and forecasting across all entities
- ✓ Harmonised data model with built-in drill-down functionality
- ✓ Greater agility in responding to growth and unexpected market shifts
- ✓ Smarter data-driven decision-making through improved management reporting





What's Next for Hoist Finance?

Through its collaboration with AMCO, Hoist Finance has achieved finance transformation with a robust financial platform that supports long-term growth. The company will continue to explore OneStream's full potential, leveraging additional tools from the OneStream Solutions (formerly known as OneStream MarketPlace) to enhance forecasting and reporting.

Furthermore, Hoist Finance aims to streamline data collection through guided workflows, allowing business users to focus more on performance analysis than administrative tasks.



When we moved from number crunching activities to real controlling work, this implied a change in the way we're working. This change touches upon organisations, processes and systems.

Wojtek Papierowski
Senior Business Controller, Hoist Finance

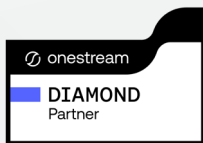
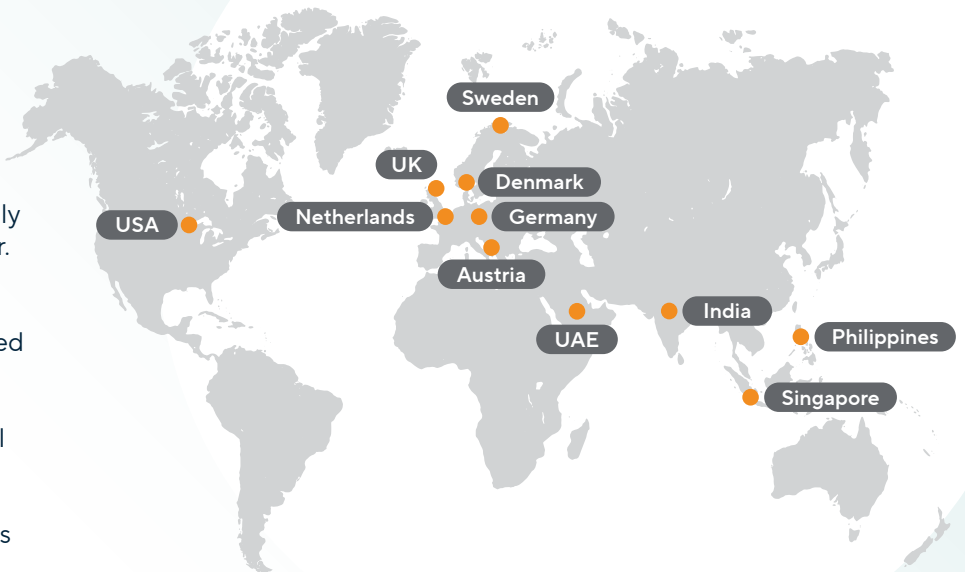


AMCO Solutions is a global finance business partner providing end-to-end business services for CPM & ERP solutions.

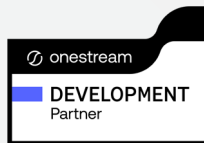
We are a OneStream Diamond Partner, one of the few diamond partners globally and a OneStream Development Partner.

AMCO operates in 11 locations worldwide, supported by 220+ dedicated professionals.

Our 18 years in business allow us to fulfil implementations and support services in over 40 countries. Our experience is backed up by 250+ OneStream projects for over 160 customers in different industries.



OneStream
Diamond Partner



OneStream
Development Partner



Microsoft Managed Partner
(Dynamics365 and Azure)

WHY CHOOSE AMCO

- **Proven Experience**
More than a decade of CPM & ERP consulting, implementation and support services to global organisations.
- **Customer References**
Actual references justify and ensure that our customers receive services and solutions based on successful customer engagements.
- **End-to-end Partner for Implementation & Support**
Our collective expertise in business and application lifecycles gives our customers a "one-stop-shop" solution for their CPM and ERP needs.
- **Competitive Pricing**
Competitive pricing based on blended rates from onshore (Europe) and offshore (Asia) resources.



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