

## CASE STUDY

Packaged Application Services:  
Hyperion Financial Management  
International Manufacturer: Office Products



### ABOUT EMTEC®

Emtec is the right size provider of technology-empowered business solutions for world-class organizations. Our local offices, highly-skilled associates, and global delivery capabilities ensure the accessibility and scale to align your technology solutions with your business needs. Our collective focus is to continue to build clients for life: long-term enterprise relationships that deliver rapid, meaningful, and lasting business value.

### PACKAGED APPLICATION SERVICES

Emtec is a leading implementer of Packaged Applications. We help reduce costs by streamlining processes and providing application package expertise. We partner with our clients to provide subject matter expertise around the entire lifecycle of your application. Our specialty practices include, Microsoft Dynamics, Oracle Fusion, PeopleSoft, eBusiness Suite, Hyperion and OBIEE.

- ERP
- HCM
- CRM
- BI
- Planning
- Financial Management



One of the world's largest suppliers of branded office products sought a unified platform for consolidation, reporting and analysis.

### THE BUSINESS CHALLENGE

As a result of a spin-off and merger with another office products supplier, the firm became a global leader marketing products in more than 100 countries through their own sales force and distribution networks. The company used Hyperion Enterprise for financial consolidation.

The new, more complex organization structure began to impact existing financial consolidation and reporting capabilities. A previously shortened close cycle could not be shortened further due to the requirements of the new entity.

With limited visibility and transparency of information, management needed a new system to efficiently oversee the company and improve decision making.

The company was also encountering multiple challenges including:

- Multiple systems with inconsistent reporting structures and multiple data sources
- No audit trail
- Reporting and forecasting issues
- Inability to do reporting by business unit, product, other reporting requirements
- No cost center tracking
- Reconciliation difficulties with multiple chart of accounts and multiple enterprise applications
- Limited allocation capabilities
- Lack of drill-down within reporting
- Limited analytic capability due to the existing spreadsheet add-in
- Difficult foreign currency translation process
- Limited user access due to the nature and technical structure of Hyperion Enterprise

### THE SOLUTION

The decision was made to develop a new organization-wide solution to streamline the consolidation process, improve the efficiency and timeliness of the consolidation process and provide management the information required to effectively manage the new organization. Emtec implemented Hyperion Financial Management and Financial Data Quality Management to provide an enterprise-wide platform to meet the requirements of the new organization.

The implementation facilitated the need for robust financial reporting, both external and internal, while providing users easier access and greater insight into the business.

Additional goals and objectives for the project were to:

- Provide a standardized reporting and analysis environment
- Improve internal controls and compliance
- Improvement of the flow and transparency of data across the enterprise by using FDM
- Improve data integrity and consistency
- Provide for an easier foreign currency translation process

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## EPM EXPERIENCE

Emtec's consultants have the business experience to understand your unique needs and the technology expertise to select, design and implement the optimal solution. We have experience in all facets of Enterprise Performance Management including:

- Budgeting, Planning and Forecasting
- Workforce, Capital and Project Financial Planning
- Rolling and Driver-based Forecasting
- Financial Consolidation and Close Processes
- Financial and Management Reporting
- Compliance and Statutory Reporting (IFRS, XBRL, SOX)
- Strategic Planning, Treasury Capabilities as well as Merger and Acquisition Analysis and Evaluation
- Product Profitability
- Customer Profitability
- Performance Scorecards
- Custom Applications: Activity-Based
- Management Solutions
- Cost Analysis
- Industry Specific Analytics

## RESULTS

The new, unified platform delivered the streamlined and standardized financial consolidation environment the client was seeking. This led to increased efficiencies which provided value across the enterprise and, ultimately, gave all stakeholders the mechanism to effectively manage the company and provide the means to improve decision-making. The single, financial platform provided additional business value.

- The standardized platform for consolidated internal/external reporting and analysis improved timeliness of reporting and eliminated dated reporting.
- The shortened consolidation process allowed more time for analysis and enabled the company to react better to the constantly changing business environment.
- The ability to report across the many lines of business, product lines, cost centers and other requirements provided deeper insight into the business.
- The new system provided the means to monitor financial/non-financial metrics and KPIs across the enterprise.
- The ability to analyze the impact of foreign currency on results is greatly improved.
- Data integrity with the use of FDM (Financial Data Quality Management) is significantly improved.
- SOX Compliance requirements and reporting is greatly improved.
- Inter-company capabilities and visibility were enhanced by minimizing the reliance on spreadsheets.
- The new system increased enterprise-wide transparency by increasing the number of end-users with access anytime, anywhere.
- The unified platform enabled the company to easily react to changes in the organization and business environment.