



Prominent Paints

An Impressive Palette of Capabilities via PowerOLAP—Addressing Complex Sales and Financial Reporting, and Sophisticated Budgeting Needs

PowerOLAP Makes Firms More Profitable—via Increased Productivity, and Better Information for Future-Based Business Intelligence

Prominent Paints—a South Africa firm whose mission is “to enrich people’s lives through decorative and protective solutions”—was facing an all-too-common reporting “void,” which lead to their investigation of PowerOLAP®. According to Russel Thomson, Brand Marketing Manager, “We just could not get the type of information we needed in the format we required and at the detail level necessary without doing a lot of heavy manual manipulation of various reports.” Their IT department was overtaxed in delivering manual reports, and users inevitably fell back on exporting and typing numbers into variously and massively linked spreadsheets. And so Thomson identified the overall initial objective for PowerOLAP®: to provide consistency across all sales reports while making repetitive information instantly accessible—without having to run more than one report.

Dynamic Business Intelligence – Sales Analysis and Marketing Metrics as the Initial Solution

Thomson and his colleagues were introduced to PARIS Technologies by their SAP® Business One partner. In short time, all participants developed a plan to deliver the detailed sales reporting that Thomson felt his team required. This is precisely one of the hallmark strengths of PowerOLAP®: identify the problem, utilize the tools provided—in this case, to integrate specific standard and user-defined fields from SAP® Business One—

and build the solution quickly. Now in place, the application provides **various dynamic historical comparative reports that are supplemented by daily analysis reports**, enabling Prominent Paints to **measure the exact performance of various promotional drives**. About this initial solution, Thomson says, “PowerOLAP® has enabled early identification of qualitative performance at product, customer and sales rep level, which assists us in making better informed decisions in our marketing strategies.”

PowerAnalytics for SAP® Business One, for Financial Reporting

Following on the success of this first project, a financial reporting solution was launched—this time using PARIS’s out-of-the-box solution for consolidated financials, PowerAnalytics for SAP® Business One. According to Barry van Rooyen, Prominent Paints’ Finance Director, “with PowerAnalytics, which, among other things, enabled departmental Income Statement reporting, we achieved **improved availability, reliability and quality of our financials**. Timely delivery of reports.” Indeed, PowerAnalytics—like the rest of PowerOLAP®—provides a real-time method of updating reports from the underlying transactional data set, in this case the general ledger of SAP® Business One. So it’s an end to batch-process running of reports, or the error-prone, hugely cumbersome system of maintaining massive linked Excel schemas.



Many Solutions from One Product Highlights Flexibility to Meet All Customer Requirements

“We experienced **tremendous time saving** ... There was no need to appoint extra resources. The total number of hours spent on the budget process dramatically decreased, **improving our quality of experience.**”

“PowerOLAP® made our **industry-specific reporting** possible.”

“We now have **dynamic standard and ad hoc financial reporting** by cost center, **detailed profit center budgets, sales analysis**, and a **manpower plan with an 18-month forecast** that includes headcount and values per profit centers per month.”



PARIS TECHNOLOGIES

Budgeting and Manpower Planning – Further Extending the Solution, to the Future

From Van Rooyen's standpoint, the budgeting functionality available to them from their existing system was cumbersome, inflexible and time-consuming. But now, with the Actuals in place via integration of their financials, Prominent Paints tackled a company-wide budgeting application with PowerOLAP®. "The way we created the solution, we can collect budget input data remotely from all cost and profit centers and **calculate the aggregations instantaneously**," Van Rooyen states. "The effort that was put into developing the budgeting system **turned out to be a great investment**. In consecutive budget cycles we need only to manage assumptions to determine the budget. As well, compared to previous years, we started our budgeting process a month later, but with PowerOLAP® we still managed to finish on schedule."

Most recently, Prominent Paints implemented a dynamic Manpower Plan to facilitate exact budgeting of all salary accounts by employee and cost centre, integrating data from their payroll system into an 18-month timeline, seamlessly populating the financial budget at cost centre level. According to Van Rooyen, "**We experienced tremendous time saving** on our Manpower Plan. **PowerOLAP's calculations are 100% correct**. Immense complexity in our previous Excel-based model had errors that were practically impossible to locate. Due to the efficiency of the PowerOLAP® finance model there was no need to appoint extra accounting resources. The total number of hours spent on the budget process dramatically decreased, **improving our quality of experience**."

Next up, Prominent Paints is planning Cash Flow and Balance Sheet reporting, consolidation of four companies' financials, and sales budget by sales representative, customer and product to be delivered through PowerOLAP®.

As surely as orange follows red on the primary color chart, there is one PowerOLAP® solution following another at Prominent Paints!

User Acceptance—and User Enthusiasm:

"Our PowerOLAP® reports are **highly presentable and very easy to adapt**, so that modeling even more complex scenarios that seemed impossible before became reality. It was very simple to create formats that fully comply with group report layouts."

"Managers across our organization who receive their dynamic input template buy into the budget process because they really feel that their direct contribution is **making an impact** on the way the business is run. Hence they are more willing to chase the targets they set themselves. User acceptance is 100%—people do not even notice that they are working with a technology other than Excel."

About PARIS Technologies International, Inc.

PARIS Technologies International, Inc., Doylestown, Pennsylvania USA, is an intelligent solutions technology leader, featuring advanced, intuitive and cost-effective OLAP and Business Intelligence technologies. PARIS's solutions allow users to plan, analyze and report—online, via Microsoft Excel and the Web—from enterprise and external data for business-critical relationships and insight. For more information: www.paristech.com.

To learn more about Prominent Paints please see www.prominentpaints.co.za.

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