

Automotive Parts Mfr.

OneStream Success Story

An early adopter, our client was the first client to completely replace Hyperion Enterprise with OneStream and has expanded use of OneStream several times with enhancements.

Company Glance

Leading global supplier of highly-engineered automotive sealing and anti-vibration solutions

5,000+
Employees

21
Plants & Tech Centers

90+
OEM customers

Challenges

- Legacy system was out of support and was 20-year-old technology
- Many manual, off-line processes for bridge/waterfall analysis
- No visibility to departmental reporting
- Required a separate home-grown SQL middle layer to aggregate and clean data before loading
- Manual seeding of actuals into forecast, which was time-consuming and error prone
- No visibility to product level information

I have worked with many consultants over the years and Phil is the best of the best! He has the perfect skill set and personality for this line of work.

- Manager, Financial Information Systems

Legacy CPM

Hyperion Enterprise

Home-grown SQL db

Remote desktop access

OneStream Solution Delivered

Consolidations

HQ Departmental Reporting

Stacked EBITDA variance analysis

Product Profitability with extensive allocations

Outcomes

Rapid deployment

The project was time-boxed between the end of audit and the start of the annual planning cycle. Prototype review to go-live was only 4.5 months.

Detailed profitability analysis

Our client can analyze profitability down to a part number (SKU) and customer level, including multiple layers of allocations.

Multiple business processes

The client loaded actual data, plan (budget) data, and a 3-year strategic plan within the first 30 days post go-live, with monthly forecasts starting the next month.

Intercompany flow-thru

Part profitability includes flow-thru profit from vertically integrated intercompany suppliers, allowing for a better picture of profitability across the entire company.

Stacked EBITDA reconciliation

Variance analysis (aka: waterfall, bridge, or walk) including stacking of explanations (last year to budget to forecast to actuals) and supporting details thru cell annotations

Forecast seeding

All monthly forecasts are seeded with actual data automatically, with no additional steps, whenever actual data is updated (real-time).