

## Quick Facts:

### Industry:

Manufacturing: global supplier of immersive visual display solutions

### Company Information:

Employees: 150

General Ledger: Visibility

Revenue (mil.): \$50

Locations: Based in the UK with offices in the United States

Founded in 1984 and has 5 companies and 4 divisions with 27 departments

**Scenario:** Prior to using PROPHIX, SEOS experienced typical Excel problems during the budgeting process:

- ◆ Difficulties with incorporating end-user changes in consolidations
- ◆ Numerous errors when consolidating accounts or currencies
- ◆ Time-consuming processes to gather several spreadsheets

**Solution:** PROPHIX was selected over other competitors because of the overall cost, ability to create and link several models, and its versatility.

### Benefits:

- ◆ Enhanced detail with the use of notes and commentary
- ◆ Simple and accurate data consolidation
- ◆ Proper task allocation with data entry directed to end users rather than the finance department
- ◆ Centralized planning and reporting

## Case Study

**SEOS**  
[www.seos.com](http://www.seos.com)



**“PROPHIX really just sells itself—by being able to link models together and its versatility to be more than just a budgeting system.”**

**Darren Cosshall, CFO/Director of Finance**

### Return on Investment

- ◆ **Decreased management man hours required to review and correct mistakes**
- ◆ **Savings in the finance department and the company as a whole by getting the right people to contribute data**
- ◆ **Overall time savings in the budgeting and forecasting cycle—from more than one month to several days**

### Background

SEOS is a leading global supplier of immersive visual display solutions, offering a complete design, development, production, installation and support service. The products are used worldwide in simulators for military and commercial flight, air traffic control, marine and surface transportation, as well as for planetariums, science centers and digital immersive theater applications.

### Recognizing the Problem

SEOS, like many companies, created budgets and forecasts in Excel because of its familiarity. However, facing too many problems with Excel caused a lengthy budgeting process.

For example, when end users changed the formatting of the spreadsheets, numbers didn't summarize correctly. “We just had too many errors with the Excel planning, and the time to consolidate and amend everybody's input was taking too long,” explains Darren Cosshall, CFO/Director of Finance. The budgeting process took in excess of one month to complete with two people collecting data from different countries and different managers.

### Implementing a Solution

The first task for SEOS was to duplicate its current Excel-based planning process in PROPHIX. SEOS learned that PROPHIX was flexible enough to not only

duplicate its current business model but was also capable of handling other models. A sales model was developed with long-term revenue and cost of sales forecasts by project, which fed information to a corporate model used for planning. "We needed to centralize our profit planning, forecasting, and reporting into one package," says Cosshall. "So we linked up two models to work together."

#### Bottom Line

SEOS was elated to find that PROPHIX requires minimal training time. End users were using the product in a very short time and were comfortable in an environment that looks and feels just like Excel. In addition, PROPHIX offered more than just planning and reporting. PROPHIX could be used for other applications, and in other departments. "PROPHIX really just sells itself—by being able to link models together and its versatility to be more than just a budgeting system, in terms of looking at other areas of the business and not just being a financial budgeting tool," says Cosshall.

The most immediate benefit for SEOS was reducing the budgeting and forecasting period from over one month to three days. This meant that managers could spend more time on day-to-day issues instead of troubleshooting multiple spreadsheets and tracking down consolidation issues. In addition to the time savings, SEOS received more accurate information by providing data entry access to the planning and forecasting system—empowering their employees and giving them a sense of ownership. [PROPHIX](#)

#### Future Plans

SEOS has realized some great benefits by using PROPHIX in the finance department and including other managers in the budgeting and forecasting process. Because the Reporting aspects of PROPHIX are quick and easy to use, SEOS now uses PROPHIX's reporting features to verify accounts from their Visibility ERP system. In the future, SEOS is planning on creating other models to analyze inventory—empowering more employees, and adding more contributors to making SEOS more profitable.



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**PROPHIX**