

Since 1931, Transcendia has offered unparalleled expertise in manufacturing and distributing plastic films for a broad number of applications. With the responsibility for developing the breakthrough materials needed to coat, secure and package the world's latest innovations, Transcendia has helped make many next generation solutions, in a wide array of industries, possible. From microwave meals to the latest medical advances, from electronic components to securing credit cards Transcendia has been there for a striking number of industry firsts.



LAYING THE FOUNDATION FOR GROWTH

Senior financial leadership at Transcendia wanted to improve their financial processes, especially for sales reporting and financial consolidations. The existing in-house sales reporting solution had been in place for many years and over time it had become increasingly high risk. The Excel based system for performing the month-end consolidation process lacked the efficiency, transparency, and control required for growing their organization.

Transcendia's finance team wanted a more streamlined environment that would require less time and effort, yet provide the financial and operational information they needed, while reducing the risks associated with the outdated systems.

They also envisioned an environment which would offer a greater level of transparency to the organization's data, and would support their growth and acquisition focus with integration in areas including currency conversions.

AN IMPROVED FOUNDATION FOR SUCCESS

Major efficiency improvements were enabled by the transition to IBM's Planning Analytics solution. In addition, the new system gave them a transparent audit trail, housed in a single system with complete visibility and improved efficiency, making it easier to see the complete transactional flow and the critical numbers for audits.

We firmly believe in fact-based decision making. The Sales Analytics based environment provides us more time to analyze the business versus gathering data, giving us a strong platform to manage the business today, and into the future. The expertise provided by our team from eCapital accelerated our time to value and helped us to maximize the benefit of the entire system sooner.

ANTHONY POWELL
*Sr. Vice President and
Chief Financial Officer*
Transcendia Inc.



BIG CHANGES BRING ADDITIONAL OPPORTUNITIES TO IMPROVE

Just as they were wrapping up the improvements to the Planning Analytics based financial consolidation system, Transcendia acquired a business of Dow Chemical, Global Specialty Films. Following the acquisition, Transcendia wanted the transactional processing related to the operations of the new facilities to integrate with Transcendia's existing ERP system. They identified the need for an enterprise-wide reporting solution to overcome the current transparency limitations they were experiencing.

In addition, they scoped 40 various reports that needed to be transitioned from the former reporting system supporting sales, inventory, open orders and purchase order data to get a more comprehensive and clear view to their newly expanded business.



CREATING EFFICIENCY, THE SEQUEL

The key deliverable for the phase two initiative was the implementation of an enterprise-wide analytics-based reporting system, (environment, data model, and report development capability) within 90 days.

The project successfully went live on schedule which enabled Transcendia to meet their goal of having enterprise ready reporting completed in time for the commencement of integrated operations. Further, the seamlessness of the phase two project was a powerful proof point of the choices made in the initial project.

Users found the new reports met all their criteria, and were in some cases enhanced, but still had the 'look and feel' they expected and depended on. The new reports gave them the transparent view to the data needed for managing the sales, inventory, new order, and purchase based data analysis functions they relied on as they moved forward as a single operation.

Additionally, there were a number of ancillary benefits which provided significant value:

- Identification of previously unknown data inconsistencies and data challenges.
- Active planning of steps toward improved master data management and data governance.
- Increased company-wide value of enterprise data, advance reporting and self-service analysis to improve the business.

The next phase Transcendia is undertaking includes greater inroads into data analysis and visualization.

About eCapital Advisors

eCapital Advisors is a management consulting firm headquartered in Minneapolis, MN. Since 2001, we have helped our clients understand and implement industry leading analytics solutions to better use their data resulting in superior business decisions. We partner with our clients, Post Cereals, Bunn Distribution, Medtronic, Michigan State University, to solve problems including: management of disparate data systems, disconnected manual processes and out-of-date reporting platforms.

eCapital is also one of IBM's largest resellers of analytics software in North America. The company has been frequently recognized with numerous awards including Inc. magazine's 5000 fastest growing companies.

Contact us today to discuss how we can help you meet your goals.