

Customer Implementation Story

Flint Group is dedicated to bringing colour and function to the printing and packaging products that consumers touch, see and use each day. With global resources, local service and personalised expertise, Flint Group provides printers, publishers, packaging printers and converters with reliable products they need in their day to day business. Flint Group has many global locations and is headquartered in Luxembourg with financial reporting coordinated in the U.S. Flint Group is a privately owned company with 3 billion Dollars in revenue (2010) and with 7300 FTE's.



Why did Flint Group select CXO-Cockpit?

Flint Group has been a Hyperion user for a very long time, first with Hyperion Enterprise and now HFM in place as their global consolidation and management information platform.

"Our CFO had a clear vision about how he would like to receive his Hyperion data, and we could not deliver that information via the traditional and native Hyperion reporting tools" says Dave Dowling, Manager of the HFM team at Flint Group. "With that in mind, we had a good look around at what the marketplace had to offer and we investigated many alternatives, but we were not convinced that any of them could deliver what Flint Group was looking for. Via former Upstream Software (now called Hyperion FDM) contacts, we got acquainted with the CXO-Cockpit Reporting Suite solution", continues Dave.

"After the first generic demo of the product, we were very impressed with the standard capabilities and the obvious HFM intelligence that was available out of the box. We informed our CFO and arranged a 2nd demo with the CFO" says Dave.

The Proof of Concept

"After our CFO saw the demo we came to the conclusion that a Proof of Concept was a sensible and relatively risk free (\$3,000 for the POC) next step. We even asked the guys at CXO to build some specific requirements into the POC that our CFO had in mind. We worked closely together with the CXO team during the POC and the special requirements (for instance 8 or more graphs on one page) were perfectly delivered in an overall well executed POC. Shortly thereafter, we presented the results of the POC to our senior management and they were very pleased with the dashboard and its ability to present information in a user friendly and easy to understand format.

Based on the confidence we gained in CXO-Cockpit and the CXO team during the POC, we engaged in a long term strategic agreement with them", says Tim Barron, Assistant Group Controller.

Implementation of CXO-Cockpit and Lessons Learned

"Implementing the CXO-Cockpit after the POC was simple. We used the results of the POC as our foundation and in less than a week we had an initial production version ready. Shortly after that our people were trained by the CXO team with a lot of dedication and enthusiasm. Furthermore, the use of the CXO-Viewer (our online reporting booklet) was key to us because it made the adoption of a new environment a lot easier".

"The environment is fully web-based and by using a secure HTTPS connection, our CFO and CEO now have access to HFM via CXO-Cockpit from all over the world", concludes Tim Barron.

Immediate benefits for Flint Group

- ✓ Easy and flexible web-based access to our crucial data in Hyperion Financial Management
- ✓ Timely and accurate delivery of management information to the organization
- ✓ Rich drill down capabilities for online analysis
- ✓ Minimal learning curve for users
- ✓ Seamless integration with HFM, data is always in sync.
- ✓ Short project run-time