

## Customer Implementation Story

Invensys plc is a UK-based global technology group, supplying solutions, software, consultancy and equipment to monitor, control and automate processes in a wide range of environments. From oil refineries to power stations, from railways to domestic appliances, we help our customers to optimize their processes and improve their performance. The three business divisions of Invensys are Invensys Operations Management, Invensys Rail and Invensys Controls bringing advanced technologies to a global customer base.

Invensys solutions are used in around 180 countries worldwide. Invensys is listed on the UK stock exchange, employs around 20,000 people in more than 50 countries and generates over GBP2.2 billion in revenue on an annual basis.

### Why did Invensys select CXO-Cockpit?

Invensys is a long term Hyperion customer with Hyperion Financial Management deployed as their worldwide financial consolidation and management information platform.

“In 2008 we developed the vision to deploy dashboards to our senior management to deliver our core financial information from HFM accurately, timely and efficiently”, says Catriona Harrison, Group Reporting Systems Manager at Invensys. “With hindsight the execution of this vision was not as simple as we had expected. We investigated two alternative software solutions but we faced stability and response time issues along with some functionality limitations” continues Catriona.

“With the hope to be ‘third time lucky’, we engaged in a Proof of Concept of the CXO-Cockpit, a tool we had seen at an Oracle tradeshow. A POC with CXO was a fairly risk free exercise for Invensys in order to find out if the CXO-Cockpit could deliver upon its promise” says Catriona Harrison.



### Implementing CXO-Cockpit

“With our prior experience of creating a dashboard for our HFM application in the back of our minds, we were of course extremely sceptical whether CXO could pull it off in just a few days. However, the first results of the proof of concept that we presented to our senior management were very promising and it encouraged our team to pursue a full implementation of the CXO-Cockpit at Invensys.

To make the solution fit our exact requirements we worked closely together with the CXO Team. We have created a mixture of Invensys specific dashboards (for instance Moving Annual Totals graphs) and standard Reports that were already available via the standard templates in the CXO environment. The support we received from the CXO team during and after the implementation was of a very high standard and has resulted in a seamlessly integrated dashboard on top of our HFM environment”.

### Lessons Learned

“We did face some challenges getting people to use the newly installed on-line HFM analysis environment. This had nothing to do with the capabilities of the tooling, but more in getting people to move away from what they are used to. It is therefore key to make the use of new tools very compelling and integrate this into the reporting and review processes. All in all we are very happy to label the CXO-Cockpit project to be our third time lucky option” concludes Catriona Harrison.

### Immediate benefits for Invensys

- ✓ Easy access to our Hyperion Financial Management data via a web browser
- ✓ Timely and accurate delivery of crucial management information to the senior executives
- ✓ Rich drill down capabilities for quick online analysis
- ✓ Fast learning curve
- ✓ Finance owned environment with seamless integration with HFM
- ✓ Limited maintenance efforts via the Admin Console
- ✓ Low project cost due to fast turnaround time