ZepInc

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- Sydney Tucker, director of reporting, Zep Inc.

Cervello Helps Zep Inc. Take its Financial Reporting to the Next Level Using Host Analytics

Sydney Tucker and her team needed a solution. As Director of Reporting for Zep Inc., she was responsible for completing the reporting in Host Analytics, the company's new financial performance software, but was short on resources. "I wish we could have kept our Host Analytics solution architect longer, but she had to move on to the revenue planning portion of our deployment," Tucker says.

Finalizing Zep's reporting needs required some adjustments to the standard reporting functionality and outside the box thinking. "We needed presentation-quality reports, a transparent and flexible cash ow process plus the ability to accommodate our legacy daily sales reporting," she explains. "We needed an extra set of hands from people who knew how to use the system and had industry experience in finance and accounting."

Tucker attended the Host Analytics user conference and encountered Colleen Tebo, a consultant for Cervello, a Host Analytics implementation partner. "When Sydney stopped by our booth, I recognized the look," Tebo recalls. Colleen had recently joined Cervello after being a Host Analytics user as a senior corporate financial analyst for a large manufacturing company.

As the two discussed Zep's remaining objectives, the value Cervello brought became clear. Zep engaged Cervello, with Tebo to lead the project, shortly after the conference. The key to working together, both agree, was the consultants' focus on practical aspects of the reporting requirements and their desire to roll up their sleeves and be members of the Zep team. "Everyone in our group has finance and/or accounting backgrounds," Tebo notes.

"We needed a partner like Cervello whose employees have experience as users because they hit the ground running and brought real-world experience to the table," Tucker adds.

Cervello

WORKING WELL TOGETHER

The tool supplied functionality Zep users hadn't seen before, specifically a common consolidation and planning platform and increased flexibility to respond to business needs. "Host Analytics gives you a single source of truth; people have one place to go for all their reporting data," Tebo points out. "It also lets them make a few tweaks and have all their reports automatically update."

The new team improved the quality and consistency of Zep's many financial reports. It also realized additional benefits in speed and ease of use, according to Tucker. "We don't rely on time-consuming manual changes to reports in Excel anymore and our users are able to get more information in one place than they were in the past," she says. "Together we were able to deliver a reporting solution and a tool that more people understand."

During the engagement, consultant and client built a meaningful rapport, according to Tebo. "I didn't see Zep as just another item on my list of things to do," she says. "I really felt like part of Sydney's team." And when that team incurred personnel turnover, Cervello was there again to provide an extra set of hands. The relationship not only met Zep's expectations but built a base from which Zep could move forward independently. "A key part of Cervello's mission and methodology is to ensure our clients are prepared to manage the application successfully," Tebo notes. As Tucker says, "Cervello helped us cross the finish line as members of our team by providing knowledgeable resources and best practices so that we could reap the benefits of the Host Analytics application."

Additionally, this arrangement works for both the developer and the implementer: Cervello helps with the specifics of customer deployment while fast-growing Host Analytics concentrates on expanding the product suite's functionality. It's a partnership built to last.

ABOUT CERVELLO

Cervello Inc., is a leading professional services and solutions provider focused on helping companies solve complex data challenges, improve business analytics and optimize business performance. We focus on transformative cloud-based technologies in enterprise performance management, data management and business intelligence and customer relationship management. Cervello works with some of the leading on-premise and cloud software providers such as Oracle, Host Analytics, Salesforce.com and Birst. Our core services include system implementation, advisory services, custom application development and managed services. **For more information, visit us at www.mycervello.com or contact us at info@mycervello.com.**

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