

UNICOM Finance Cuts Reporting Time So Murray Can Focus On Cutting Grass



“INSTEAD OF SPENDING TIME WRITING REPORTS, WE CAN START ANALYZING WHAT THE NUMBERS ACTUALLY MEAN.”

Amy Blanton, Financial Reporting Analyst
Murray, Inc.

Since 1919, the people of Murray® have combined hard work and a dedication to quality with a commitment to innovation and change. For today's consumers, the result is a brand new line of lawn tractors and walk-behind mowers, not to mention state-of-the-art snowthrowers, chipper shredders, bicycles, GoKarts, SnoRacers and more. When consumers purchase a product that carries the Murray name, they can be sure they are equipping themselves with the latest technology, greatest durability and top designs for the money.

CHALLENGES FACED

Using spreadsheets for budgeting was time-consuming
Budgeting tool needed to integrate with existing financial system
Financial data needed to be translated into actionable information

Managing an \$800 million company with four subsidiaries and separate budgets for each one was a time consuming task. Previously, budget information was recorded in Excel spreadsheets and when a change was made to one spreadsheet, ensuring that change was reflected in every other spreadsheet became a maintenance nightmare. “We started offlooking for a budgeting tool that would help us get all of our different locations on the same wavelength and would consolidate with the touch of a button,” said Amy Blanton, Financial Reporting Analyst, Murray, Inc. “We’ve never had that before.”

It was also imperative that any budgeting and consolidation tool seamlessly integrate with the existing



CODA financial intelligence system used for all general ledger entries. After evaluating several budgeting and consolidation software packages, Murray chose to implement UNICOM Finance.

“Because UNICOM Finance had input capability and could link with CODA that made it the number one product in our eyes,” said Rose Melillo, MIS Department, Murray, Inc. “We do all of our budgeting from our production plan, our inventory plan and all of our departmental budgets in UNICOM Finance”

BENEFITS REALIZED

Reporting time reduced from three weeks to one
Ability to consolidate financial data and conduct drill-down analyst at the touch of a button
Easy-to-use functionality resulting in immediate productivity by end users and less reliance on Murray's IT department

Before Murray began using UNICOM Finance, it would take three weeks to complete the financial reporting process. That time has been reduced to one week, making the information more current and actionable.



“With UNICOM Finance we can consolidate and prepare our financial data significantly quicker than before, literally saving us weeks in the process,” said Amy. “What’s more, we can view information by multiple dimensions – such as trading profit or EBIT by product line – which has given our managers new insights into processes that often go beyond the finance department.”

Managers are also no longer reliant upon the company’s IT department to prepare the reports for them. “We can do that ourselves,” said Amy. “More importantly, we can

also conduct our own drill-down analysis. The result: we’re able to spend more time analyzing our data than preparing it, and we can get that information in front of our people a lot quicker so they can make more informed and timely decisions.”

Ease-of-integration with Murray’s existing financial application was critical. “We knew the two would merge well together,” said Rose. “Because UNICOM Finance linked so well with our existing financial application, we’ve made it our consolidating and reporting tool as well.”



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