

Collection and consolidation of GSK budgets and forecasts from around one hundred users spread remotely throughout Australia



Glaxo Smith Kline, a household name within the Australian Pharmaceutical Industry chose Performa Solution to reinvent their Budgeting and Forecasting processes

The Challenge

The collection and consolidation of budgets and forecasts from around one hundred users spread remotely throughout Australia was proving a real challenge using the existing labour intensive spreadsheet solution.

Quicker turnaround times of these processes were critical as the existing system was not delivering the information on time to management. Additionally, because of the amount of time spent on collecting, consolidating and preparing the budgets and forecasts the result was reduced

time spent by the Financial Planning team on adding real value and sufficient analysis to these processes.

The Solution

A Business Planning and Control solution through Performa Solution was chosen to enable the planning team to collect budgets and forecast data from the remotely distributed user base quickly and easily using a simple web browser application.

When asked of Michael Gandolfo, Financial Planning Manager, why he chose this particular solution he listed a series of key decision indicators:

- Out of the box solution;
- Desire to move from labour intensive excel spreadsheet budgeting and forecasting system to a streamlined solution;
- Required web functionality;
- Ability to manage the acquired system within Finance;
- Salary Budgeting application (Headcount/FTE/Vacancy costings and count);
- Depreciation Budgeting application (CAPEX for new acquisitions);
- Site references were strong/positive;
- Level of service & support during selection process was excellent;
- Product acquired was competitively priced;
- Perceived level of user acceptance (Administrator/Budget Holder) has been assessed as appropriate;
- Supplier considered stable and financially sound; and
- Supplier assessed as that which intends to grow the product over time, whilst building in customer recommendations as well as own best practice.

Architecture

The Architecture of the system is a single, central Oracle database with access for the 100 users via a web front end. The GSK team and Performa Solutions designed, implemented and tested the new system over a two month period.

As the system is accessed using either LAN, or a simple dial up connection to the GSK intranet, the rollout involved only end-user training, performed by the already sufficient GSK team.

The Benefits

When asked to summarise the project, Mark Chalmers, Finance Director of GSK (Asia Pacific) replied; "On time, on budget and delivering the real needs"

Of the implementation, Chalmers recalls how the methodology that Performa Solution employed resulted in the project being well defined, accurately prioritised and correctly resourced.

Chalmers is pleased that the system deliverables were purposefully analysed and based on needs rather than wants. Another critical success factor was that "the system was not made unnecessarily complex, a problem often encountered with this type of project".

Chalmers also liked the fact that the system does not rely on technologists. The Finance function is able to easily modify the system as the business grows and changes.

During the handover presentation from Performa to the GSK planning team, the new GSK System Administrator, Belinda DeJong, was able to instantly show her Finance Director new views of information including suitable variance calculations and graphical presentations as he requested them.

"This would have taken us a week using the old system." DeJong explained.

Chalmers and GSK are certainly looking forward to realising the benefits of better decision- making using the outstanding analytical power of their new system supplied by Performa Solutions.

Further Information

To find out more about Performa Solution's enhanced performance management solutions, and how to boost your organisation's effectiveness, contact your nearest Performa Solutions office, visit www.performasolutions.com.au or e-mail

information@performasolutions.com.au