

Make strategic investments with insight into product performance

LEVERAGE ROLTA TUSC'S KNOWLEDGE FRAMEWORK AND INTEGRATION EXPERTISE

BUSINESS CHALLENGE

With increasing competition and limited capital to deploy in a turbulent economy, companies are recognizing the importance of moving beyond evaluating results produced by organizational divisions to a more detailed understanding of the profitability of individual product offerings. With this critical insight, businesses can make more strategic internal investments, deciding which products they should promote or enhance, and conversely, where they may need to cut costs and revamp or eliminate products.

Gaining insight into product profitability, however, is not easy. Not only does each product manager and line of business assess profitability in a slightly different way, but indirect overhead costs are often difficult to pinpoint and allocate appropriately. If organizations are tracking product profitability at all, they are likely doing so as an extension of their general ledgers. Not only does this approach lack scalability and overburden accounting systems, but it's inherently limited in the depth and granularity of detail executives can attain.

What today's organizations need is a comprehensive approach to identifying cost and revenue drivers and a framework for integrating technologies that support the various components of profitability analysis and cost management analysis.

Rolta TUSC can help companies create a consistent definition of product across the enterprise, identify the right data drivers at the right level of detail, and seamlessly integrate all the independent elements together for a total profitability and cost management solution.



SOLUTION OVERVIEW

With more than 20 years of experience, Rolta TUSC combines management consulting and business expertise with technical integration capabilities to deliver a profitability and cost management solution tailored to your business needs.

Our experienced consultants provide strategic guidance through every phase of the process, including: establishing a consistent definition and structure for product reporting, building a new data store for profitability analysis, integrating critical data sources, and providing standard product reporting and ad hoc analysis capabilities.

Although additional technology implementation may be required in some instances, Rolta TUSC consultants strive to leverage your existing technology systems and maximize your return on investment.

BENEFITS

- **Enable smarter business decisions** —Management can focus key decisions on the drivers of product cost and profitability and align financial and physical resources with the most profitable products.
- **Achieve a consistent view of product profitability across the organization** —Ensure the same critical assumptions and structures are used throughout the enterprise and maximize the re-use of technology components.
- **Empower users with visibility and flexibility** — By eliminating reliance on general ledgers for profitability analysis, users gain visibility into the data and the ability to conduct extensive analysis.
- **Improve resource alignment** —By integrating to other performance management applications, you can drive budgets and plans. The solution also lays the groundwork for extending insight to customer profitability analysis.

TESTIMONIAL

"Developing a robust product profitability capability to enhance the bank's performance management process is a strategic priority – it should have been done two years ago. The combination of new technology and organizational process changes makes it very hard to accomplish quickly. As I look back from where we are today, I realize that the most important determinant of our success was working with a group of great teachers who developed our understanding first, before running off blindly towards our objective."

—VP, Finance Information Systems

ABOUT Rolta TUSC

Rolta TUSC consultants have extensive experience in implementing performance management solutions and unique expertise with the Hyperion performance management suite. In addition, we provide expert functional and technical solutions in the areas of Oracle E-Business Suite Consulting, Business Intelligence / Data Warehousing, Project Management and Implementation Support, Custom Development (includes Fusion Middleware), Oracle DBA and Database Services, Managed Services for Remote DBA and E-Business Suite Support, Oracle Software Licensing, and Oracle Training & Mentoring.



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SOLUTION DETAILS

Rolta TUSC has the ideal combination of business knowledge, management consulting prowess and technology expertise required to implement an effective profitability and cost management solution. Our seasoned consultants guide you through key project stages, including:

- *Discussing critical business needs, analyzing your existing environment, and developing an implementation roadmap to reach stated objectives*
- *Establishing or enhancing a consistent definition and structure for product reporting including product hierarchy, organizational hierarchy, and chart of accounts hierarchy*
- *Building a new data mart for profitability analysis*
- *Defining and developing the extracts and transformations required for integrating that profitability data mart to your general ledger and other sources of revenue information*
- *Developing a process model for allocating costs to products and then integrating that model to the data mart. This stage may involve building a cost allocation engine from your cost allocation model.*
- *Integrating the profitability data mart to other performance management applications such as budgeting and forecasting*
- *Establishing standard product performance reporting and ad hoc analysis capabilities through a business intelligence tool*

With a unique mix of internal and external pressures, profitability and cost management is more relevant to businesses than ever before. Rolta TUSC is uniquely qualified to help you drive insight, improve resource alignment, make smarter decisions for your business and lay the groundwork for long-term success.