



## PSG Scores Goal as SandPoint Gets BPC Back on Track

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### Performance Sports Group Ltd. (Bauer Hockey) SAP BPC Case Study

Headquartered in Exeter, New Hampshire, Performance Sports Group Ltd. ("PSG") is a leading developer and manufacturer of ice hockey, roller hockey, lacrosse, baseball and softball sports equipment, as well as related apparel and soccer apparel. The Company is the global leader in hockey with the strongest and most recognized brand, and holds the No. 1 North American position in baseball and softball. Its products are marketed under the BAUER, MISSION, MAVERIK, CASCADE, INARIA, COMBAT and EASTON brand names.

Since September 2008, the Company has acquired, integrated and significantly accelerated the growth of seven businesses. In order to continue to execute its growth plans as a market leader, the Company looked to enhance its consolidated financial reporting, management reporting, and forecasting and planning processes.

#### Challenge

Like many organizations, PSG's environment for financial consolidation, reporting and planning was a time-consuming process requiring a combination of several non-integrated tools and data sources. Tasks such as adding a new GL account or a new company code generated hours of work each month to manually update Excel spreadsheets.

#### Before BPC...

- Consolidation process took considerable time
- Financial reporting was inflexible and had limitations
- Manual consolidation of financial data in Excel from multiple ledgers increased margin of error
- Financial information was difficult to analyze and track
- Exhausted time and resources

The need to capture and analyze detailed financial results only increased as PSG expanded its platform. As a result, the Company chose SAP® Business Planning and Consolidation (BPC) to facilitate the monthly consolidation and financial reporting processes. Prepared to replace the manual Excel processes with a fast and flexible financial performance software solution --- the Company retained a BPC implementation partner and drafted an aggressive implementation plan. However, from the design and application approach to training and support the execution quickly fell behind schedule.

#### Solution: Turning to SandPoint

After investing months of time and money, PSG needed to turn the BPC project around quickly and take full advantage of BPC's capabilities. PSG had an aggressive time frame for implementation and the SandPoint Consulting team immediately stepped up to the challenge, which resulted in meeting all key milestones.

- The SandPoint consultant understood what was needed to get the project back on track providing BPC guidance and expertise, project management and hands-on support
- SandPoint's onsite consultant was a CPA with a deep understanding of GAAP consolidation processes
- SandPoint and PSG collectively mapped out and documented the detailed process steps of the Company's month-end close activities
- SandPoint continued to work alongside PSG, to train and transfer knowledge until they were comfortable with BPC

PSG collaborated with the SandPoint consultant to rewrite the close-process steps. This allowed PSG to test the consolidation steps while learning BPC. This consolidation-testing approach improved the overall consolidation process and resolved issues along the way. The implementation process also allowed PSG to learn BPC reporting. Today, PSG continues to grow its BPC knowledge base, which has made the consolidation process far more efficient.

#### Results

- Improved month-end close process
- Ability to provide key finance leaders access to standardized financial reporting templates
- More expansive and dynamic reporting at a faster speed
- Flexibility to do 'what-if' analysis
- Increased reporting accuracy
- Gained greater control and security over the data

*"Training was so important --- SandPoint sat with us and co-developed reports and tested the system throughout the entire project." --- FP&A Manager, PSG*

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