



SandPoint Consulting SAP BPC 4.2 to BPC 10.0 Upgrade

August 23, 2013

Viking Group, Inc. - Designer & manufacturer of commercial, industrial and residential fire sprinklers and related products. - Jamie Halfmann, Controller



Seven years ago Viking selected OutlookSoft to improve financial reporting and budgeting processing. Since then they have been very successful with OutlookSoft (SAP BPC), but needed to upgrade to Microsoft 2010, so they decided to upgrade to SAP/BPC 10.0 at the same time.

Viking's parent corporation in Germany (*Minimax Viking GmbH*) recommended their business consolidation tool (SAP BOFC – used more in Europe than the US), but Jamie felt BPC 10.0 offered more flexibility and functionality for budgeting and ad hoc reporting and convinced the parent company that BPC was the best option.

Viking chose to go with SandPoint Consulting based on the excellent experience they had when SandPoint stepped in prior to this engagement and replaced another consulting firm (during Viking's OutlookSoft implementation).

For the past seven years Viking has worked with SandPoint and has received much better service supporting their BPC application.

"Even though there was a steep learning curve from the old BPC version, SandPoint provided quality service throughout the whole process."

"We wanted to keep our upgrade costs down and to accomplish this SandPoint was able to provide us remote service throughout the upgrade. We worked closely with SandPoint Consultant, Nicole Kennen

on a remote basis and found the support was excellent!"

"Though skeptical at first, the outcome was great. We received the attention, support and training we needed to make a smooth transition. We had a lot of web-conferencing -- saved money and saved time."

"Nicole was always accessible. When we needed help we got it"

"For example, it was refreshing to have someone that understood foreign currency translation and how it is reported in the financial statements."

"When we first started it was a straight conversion, but some of the hierarchies were changed. Nicole convinced me to make two dimensions into one and the way she designed it worked very well."

"It was great to have a CPA/BPC expert manage our project and upgrade."

In addition, SandPoint Consulting Vice President of Business Development, Phil Johnson, was critical in preparing Viking for success from the beginning of the project. "Phil did a great job in helping us acquire the new licensing."

"BPC 10.0 is great – the performance is tremendous and our users are excited about the new tool. We look forward to building future financial solutions with SandPoint Consulting."

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