

## SandPoint BPC Rescue

### How SandPoint Consulting rescued Precor from a derailed BPC implementation

#### PRECOR'S FIRST TRY WITH BPC

SAP Business Objects Planning and Consolidations (BPC) is versatile software for streamlining and managing corporate budgeting, reporting and consolidations. Fitting it to Precor, a leader in the manufacturer of cutting-edge home and commercial fitness equipment, demanded a consulting company with the knowledge, flexibility and technical astuteness to implement BPC properly. Sadly, the recommended consulting company Precor hired to implement BPC proved inadequate.

Christy Barnett, Finance manager, stressed the frustration she and her team felt when this consulting company couldn't help them develop the functionality needed. BPC's software complexity and myriad custom options remained out of reach and the project ground to a halt.

Christy said that after weeks of spinning their wheels, the consultants would come up with solutions that didn't really meet Precor's needs. After months of dissatisfaction and consulting costs, Precor decided to shelve BPC and revert to their legacy budgeting system.

#### SANDPOINT TO THE RESCUE

That's when SandPoint stepped in. SandPoint's deep and confident grasp of BPC's versatility-- Christy calls it a "'white-board' that lets you develop whatever you want"--was exactly what Precor needed. Any fears Christy and her team harbored about a second try with BPC dissipated when SandPoint Vice President, Jerry Argabrite, came on site. In the initial meeting, Jerry was able to instantly zero in on design and began reviving the system.

"The meeting was supposed to be just a scoping session," said Christy, "but ended in a great BPC development and training session. What Jerry could do in two hours would have taken the previous consultants weeks to finish. "

SandPoint's speed and efficiency were breathtaking: "Our previous input template design was horrible," said

Christy, "and would have required hours and hours to upload 200 regional input schedules. "SandPoint's Laurie Whitney was a tremendous help here: her template upload design was crucial and SandPoint was able to redesign the input schedules to upload in minutes."



#### SANDPOINT STAYS WITH YOU

Christy also loved our unique support strategy as we guided the company into BPC 10.0. "I like SandPoint's model of working shoulder to shoulder with me. They make sure I learn the software and now I'm doing 95% of the development. When I need help, I send out an email and get a response in short order. Precor doesn't have to pay for expensive monthly support premiums because of SandPoint's support practice."

"We're very excited to have SandPoint help us leverage the powerful BPC technology to improve our budgeting, forecasting, HR planning and managerial reporting. SandPoint makes things happen; we have made huge strides in BPC reporting because of SandPoint's BPC experience -- it's great!"

SandPoint President, Bryan Wirthlin stated "It's critical that companies choose a BPC partner with the right skills and experience from the start. We are pleased Precor selected SandPoint to get them back on track, and it's exciting to see their revived enthusiasm for BPC."

If Precor's problems sound familiar, take heart that the consulting company known as the "White Knights" of BPC rescue is ready to help. SandPoint is your first choice for solving BPC problems and streamlining your system for success.