

## How SandPoint Consulting helped Cooper Standard

### CHALLENGES AND OPPORTUNITIES

When Cooper Standard, a powerhouse automotive parts and distribution company, found their legacy solution and process no longer met the disparate and demanding needs of their business, they needed an easier means to collect and compile a sales forecast and to manage and analyze budget versus actual data. They turned to Sandpoint Consultants, recognized experts in implementing SAP BPC.

### SANDPOINT OBJECTIVES

Sandpoint needed to show the company how to standardize the sales forecast and budget process across the large enterprise and how to optimize access to company data for more detailed analysis and allow sharper decision making. Using SAP BPC, with its ease of use and friendly excel interface, Sandpoint achieved these objectives with speed and style.

### SANDPOINT IMPLEMENTATION HIGHLIGHTS

- Allowed users in NA, EMEA, and Asia to submit sales forecast information via a standard template; eliminating manual compilation of 70 spreadsheets
- Upgraded 125+ version 4.2 users to version 5.1
- Integrated CSM Worldwide automotive industry vehicle build data to highlight market forecast changes against internal forecast and plan

### WHAT DID SANDPOINT DO FOR COOPER STANDARD?

- Significantly decreased time range to complete sales budget as well as overall human effort required
- Improved forecast accuracy through standardization of sales forecasting and budgeting process across large, disparate user base
- Increased executive visibility to critical market changes through a monthly “flash forecast” that highlights impact of market volume change by product type, program, customer, and mfg location
- Provided managers with the ability to analyze pipeline status across 14 key dimensions such as plant, product type, car/platform, or customer Implemented fixed asset tracking application to manage capital projects; eliminated 50 spreadsheets

“The SAP Business Planning and Consolidation solution is a strategic solution for Cooper Standard. It has enabled us to significantly improve our sales planning and forecasting process and timing. We are now able to spend significantly more time analyzing the impact of demand, currency, and commercial changes to our plan, as opposed to simply creating the plan.”

Scott Prygoski | Portfolio Manager Cooper Standard