



“Forecasting
Made Easy”



Accelerating their Reporting Cycle Performance Management

The Client

Established in 1973, South Hereford Garages is one of the UK's leading Volkswagen retailers.

They are committed to continued success due to a consistent investment in people, training and equipment. Every department, from new and used car sales to service, parts and body repairs, is committed to ensure their customers always receive the best possible service. Their status as one of the few independent luxury car retailers enables them to offer customers an exclusive portfolio of additional services tailored to meet their individual requirements.

The Challenge

Ian Philips, the Finance Director, sent us a series of spreadsheets which were used to prepare their monthly management reports and budgets. As with many other Car dealerships the structure of the spreadsheet which needs to accommodate the needs of both conventional account no based reporting, model and departmental based analysis and completing the manufacturer's composite reporting is always challenging and involves a lot of spreadsheet linking and often rekeying of data to deliver both levels from the same data. Ian recognised the issues and after a number of demonstrations decided to see what CFMS Lite could do for the business. At South Hereford data is loaded from their Kalamazoo

DMS into a TB and then via various data mappings a set of Management Reports is produced. Their main need was to be able to integrate the budget and the actual numbers so that they could slice and dice the data and they needed to produce a consolidated P&L across departments as well as combining their two dealerships which are spread across several locations. They also produce a weekly sales forecast which was “a pain” to maintain”.



The Approach

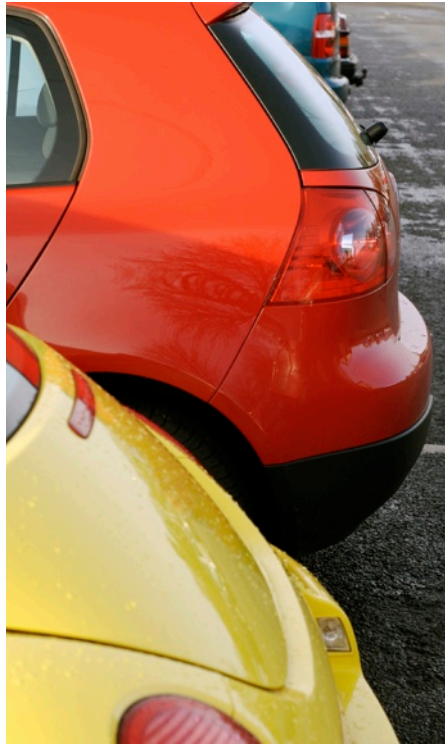
CFMS Lite is a multi-dimensional database which allows the modeling of the business in “cube” structures, They are optimised to allow pivot-table like analysis of the any data in the organisation.

A separate cube was set up for each department so that it is easy for South Hereford to maintain the account structures at this level. Data is downloaded from Kalamazoo and each department’s cube is automatically updated from its own section of the P&L. which is then automatically aggregated in a consolidated P&L cube.

Weekly forecasts are done in spreadsheets and the results uploaded into CFMS Lite.

Excel spreadsheet templates are used to produce the reports. The template approach reduces the number of spreadsheets that need to be managed. Every cost centre of the business can be viewed using a single template.

CFMS’s approach to training is to transfer the necessary skills to the client and this has been successfully done so that they are completely independent and can build and develop their own models.



“We’re very pleased with the CFMS Lite product and will have no hesitation in recommending it...”

Ian Phillips
Financial Director

The Result

The use of CFMS Lite has removed the pain of managing the whole reporting, budgeting and weekly sales forecast process. Ian admits that they are not using all of the functionality of the product but it has allowed them to remove the spreadsheet nightmare from the business.

The training has given them the confidence to do their own development.

Ian Phillips says that: “We’re very pleased with the CFMS Lite product and will have no hesitation in recommending it”.

	Jan	Feb	Mar	1. Qtr	Apr	May	Jun	2. Qtr
product A	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.1
product B	0.00	=PALO	0.00	0.00	0.00	0.00	0.00	0.1
product C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.1
productgroup1	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.1
product D	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.1
product E	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.1
product F	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.1
productgroup2	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.1
total Products	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.1

CFMS Lite uses Excel as its front-end while removing all the limitations of a standard spreadsheet environment.