

Adaptive Insights Budgeting and Forecasting Solution for Yalumba Wines



CHALLENGES

- Time consuming and error prone
- Difficult to maintain
- Inefficient

WHY GK HORIZONS

- Invaluable financial and commercial experience
- Effective and efficient

RESULTS

- Minimal IT involvement
- A faster, more efficient and detailed budgeting and forecasting process

About Yalumba

Yalumba is a family owned, South Australian based mid-sized wine production and distribution company that has been operating for 165 years. Yalumba's diversified business includes primary production, vine nurseries, wine making, bottling and distribution of their manufactured and third party wine through wholesale and retail sales. They are a large importer and exporter of wines as well as operating vineyards and wineries in Australia and New Zealand.

Previous situation

Phil Armstrong, General Manager, Finance and Administration at Yalumba described their previous budgeting process as "diversified, detailed and pragmatic" at the time. Each geographic or functional unit had their own customizations - some 'top down', some predominately 'bottom up' - in their budget preparation process. Hyperion Planning was their main software, used as a foundational tool to manage their sales and expense budgeting. Filemaker Pro was used for their production budgets. Excel spreadsheets were also used to help with consolidation, payroll and multiple support documentation.

We found Adaptive Planning to be Logical, flexible and could be owned by the commercial part of our business (not our IT section) – consequently user acceptance has been high and rapid.

As our implementation partners GK Horizons demonstrated great commercial knowledge and understanding of our business needs. They were able to offer various design solutions to successfully meet our specific requirements."

PHIL ARMSTRONG, GENERAL MANAGER, FINANCE AND ADMINISTRATION

Phil emphasized the heavy time consumption and constant correction of errors, using their previous solution. However, with a substantial amount of manual effort and user knowledge, Yalumba managed to get it working.

Product Assessment Process

Yalumba assessed upgrading their current Hyperion software and 2 new software vendors – Adaptive Insights and IBM Cognos TM1.

"Adaptive was chosen as it had the right functional fit, a logical structure, ease-of-use, cloud based and the lowest total cost of ownership," stated Phil. "We were after a software package capable of initially consolidating and simplifying our planning process, and then providing agile 'what if' type analysis."

Subsequently, Yalumba decided to purchase the Adaptive Planning module. GK Horizons were chosen as implementation partners due to their commercial knowledge in addition to their extensive product knowledge. Phil and the rest of his team at Yalumba felt very comfortable that GK Horizons understood their requirements.

Implementation

Yalumba's implementation team consisted of two senior accountants from within the business and one consultant from GK Horizons. The consultant from GK Horizons was Martin Kudlik, who has had over 15 years' experience in delivering these system projects.

Due to Yalumba's diversified processes and the desire to change to a more brand/channel based planning system, Martin had spent more time during the implementation redesigning Yalumba's internal requirements. In this regard, Martin and GK Horizons' commercial experience proved invaluable.

Yalumba's implementation schedule was 6 weeks which included personnel, sales and expenses, as well as the above mentioned redesign of internal processes.

Project Outcome

The team at GK Horizons has successfully, and very quickly, transformed the major part of Yalumba's planning process. Yalumba had taken the opportunity of utilizing the implementation of new software to be the catalyst for overdue change to their planning systems. Adaptive Planning has proven to be capable and flexible software that is allowing Yalumba to achieve their budgeting and forecasting objectives.

The ownership and acceptance of the software by the users has been rapid; "We now have a sound, logical and consistent platform to develop our planning processes," asserted Phil.



PARTNER

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