



Navigator Improves Business Performance Measurement for Software Development Company through Optimizing Financial Systems

Company: Major eCommerce Enablement Firm

Industry: Software Development

Capabilities Area: Business Performance Measurement, ERP

Business Challenge

Faced with aggressive growth plans, new product offerings, and an inability to easily report actionable business performance – a major eCommerce pioneer turned to Navigator for an assessment of its financial systems and processes.

Why Navigator?

Navigator was able to provide a team of seasoned consultants that brought the right mix of project management capabilities, deep ERP skills and experienced financial professionals. This team recommended actionable solutions to our business challenges and followed up with superior delivery of their recommendations.

Navigator's Role

Assessing the underlying business definitions and processes surrounding the financial systems in place to support the business, then implementing the recommendations resulting from the assessment.

- Redefining lines of business, products
- Developing new process and on-line methodology to manage revenue accounting
- Enabling multi-currency accounting and cleaning-up 'out of sync' international ledgers
- Creating multi-dimensional financial reporting
- Leading training & Change Management

Results

By teaming with Navigator to improve financial processes and optimize multiple financial systems, the client is now able to view their business performance consistently and accurately while gaining access to business trends previously unknown. In addition, the client is now able to benefit from a cleaner definition of product offerings and lines of business.

Moreover, Navigator was able to deliver this solution on time during the business' peak sales and reporting period with a team of only three consultants.

"Take a minute to consider what completion of this project will provide: reduction in time to produce management reporting, increased accuracy of financial and management reporting, improved visibility to our business, improved understanding of our business results.

I want to thank you for your hard work and commitment to complete this project. But, more importantly, I want to thank you for the results."

- CFO, 1/24/2008

"I believe [Navigator Consultants] have done a fantastic job with this effort. You are fabulous partners!."

- VP, Information Technology, 1/8/2008