

Challenges:

- Error-prone spreadsheets
- Limited reporting across the organization
- Manual, time-consuming process

Solution:

- Flexible planning and reporting unified in a single solution

Results:

- Decreased manual data entry
- Reduced time to complete month-end process by 30%
- Streamlined and expanded reporting capabilities



New Pig leverages Axiom Software to clean up reporting and budgeting process

Background

If it leaks, drips, spatters or spills, New Pig has a product to absorb, contain and clean it. The company launched the industrial absorbent industry with its PIG Sock® – a corncob-filled sock that earned the company its name – and hasn't looked back since. Now with over \$150 million in annual sales, more than 500 employees and eight subsidiary companies, New Pig continues to lead the industry with products that help companies keep their workplaces clean, safe and productive. The company's Finance team used SRC planning and reporting software for years, but a looming software sunset and the need for more flexibility led them to investigate other providers. Of the many options, Axiom Software aligned best with New Pig's culture and business needs.

“ If you're looking for speed, flexibility and Finance ownership, there is nothing better on the market than Axiom Software. ”

Flexible reporting and planning

New Pig lives by the philosophy that it's not just about the products, it's about meeting the needs of every customer. That philosophy led the company to create multiple business lines to meet the requirements of specific customer groups, each with its own P & L and management team. "Our structure demands flexibility," says Jim Kerlin, Controller at New Pig. "We have to produce the output in the form and content we need. Axiom allows us to do that."

The malleable product structure also allows New Pig to accomplish complicated tasks that Finance believes would have crashed their previous system. For example, the company was able to roll-out a separate corporation in a few short weeks and easily kick-off a major initiative to increase top-line growth. "Axiom allows us to react incredibly quickly to fast-changing situations," says Kerlin. "The flexibility is just outstanding."

Streamlined monthly close process

New Pig historically had a cumbersome and time-intensive monthly close process. The company's previous system required manual currency conversions and data entry for its worldwide entities. Axiom Software automatically performs currency conversions and allows Finance to easily import trial balances and ledger systems from all the company's subsidiaries and rapidly perform consolidations and eliminations. As a result, Finance is saving up to 30 percent of the time it used to take on the monthly close process.

Owned and controlled by Finance

Axiom Software is renowned as an application that can be completely owned by Finance due to the fact that it is built on well-known Excel syntax. As a result, non-technical professionals can easily make changes and enhancements with

minimal support from IT. As a company that demands control and flexibility, this was a big advantage for New Pig. As Kerlin says, "We can leverage our team's existing knowledge base and quickly and easily format reports using Excel tools. I also distribute reports in Excel files because they are so portable and familiar to our management teams. Our people are always on the fly and this way they can get reports on their mobile devices and read them easily. There is no learning curve."

The fact that the Axiom Software platform is a server-based solution that offers complete control over company data also pleased New Pig.

Integrated performance management

With multiple subsidiary companies and business lines, New Pig required a comprehensive view of company performance to drive the best business decisions. Axiom Software makes it a snap to integrate data from virtually any source on one integrated platform. Finance can then easily extract key metrics and provide valuable presentations for management. As Kerlin notes, "Axiom gives us a good clear picture of where we've been and helps us project precisely where we want to go."

Results

New Pig is reaping the benefits of using Axiom Software. They've achieved unprecedented reporting flexibility and shaved 30 percent off the time spent on the month-end process thanks to automatic currency conversions and data imports. Finance has maximum control over the application and company data, and is able to react quickly to business changes and create new reports on the fly. The company now has a clear view of overall performance which is driving more strategic and profitable business decisions.