

Acorn Systems

Enterprise Performance Suite™

Software for High Performing Organizations

Key Features:

- Flexible business modeling (any desired assignment method)
- Unlimited business dimensions and transaction volumes
- Single, unified model – not multiple applications or models
- Integration into heterogeneous data sources
- Excel and web-based access for ease of use
- Only solution that truly supports Time-Driven Activity-Based Costing
- Rapid time to deployment based on methodology
- Enterprise class security, trace back and audit
- Pre-built and ad-hoc reporting and analytics
- Multi-currency, multi-language
- Multiple model versions, scenarios and time periods



**20-40% of your customers or products lose you money;
Enterprise Performance Suite identifies which ones and why.**

Acorn's Enterprise Performance Suite (EPS) is a single solution that helps you effectively measure, manage and improve any element of your business. A focused Profitability and Cost Management solution, Acorn's EPS combines process modeling, data integration, calculation engine and reporting into a complete solution for guiding a more profitable business. Acorn's EPS is the only open, unified solution built and enhanced by the largest dedicated organization focused on Profitability and Cost Management.

The solution is intuitively designed for both Excel and web-based access, and is the culmination of our 10 plus years of partnering with and listening to clients. You will find no more complete and capable profitability and cost management software in the marketplace today. More importantly, you will not find one that so clearly and confidently identifies where you are making and losing money and why.

Enterprise Performance Suite Differentiators

As with most software these days, all vendor collateral starts to sound the same. The proof is in engaging each vendor to demonstrate and discuss how their software will meet your specific needs. Although on paper we appear the same, in reality, Acorn has the most capable software and most competent people to guide you in implementation to meet your objectives and ensure success. Key criteria for evaluation of a robust Profitability and Cost Management solution:

Scalability

Acorn Systems has the most scalable and efficient calculation engine available on the market. Acorn's highly optimized solution delivers the capacity to calculate and report on an unlimited number of models, cost objects, and transactions. A Fortune 500 financial services company uses Acorn software to calculate the profitability of millions of customers, products, channels and segments. A logistics company calculates profitability of over 80 million packages per month. A retailer calculates over 100 million transactions per month. Acorn's close partnership with Microsoft allows for a performance tuned database schema, customized for the Microsoft SQL Server platform. And we do it all in a single model, not through multiple models or other IT-centric workarounds.

Usability

Acorn's EPS is built with the premise that business users should 'own' the model and IT administrative support is minimized. All standard functions are accessible through Excel or web-based interfaces, easing the required learning for your team. The more important point here is the actual applicability to drive value. The usability really means you not only find a number for customer or product profitability but why so that you can do something about it. Most other products do not even care about organizational buy-in because their numbers are really dependent on averages or constrained allocations or require multiple models or software products. We use financially validated operational numbers that are auditable and bought into in a single unified model and then we also give access to root cause. An example will add clarity: without the details on why a customer is unprofitable, what action do we take? If we could see the details, is the customer unprofitable for just this time period or for 12 straight time periods? Is every transaction with this customer unprofitable?

Is this customer only buying unprofitable products? What routes for delivery is this customer's inventory assigned? With this detail in a holistic model, a customer can answer these questions quickly and easily and their business can be transformed.

Flexibility

Acorn offers the most flexible enterprise costing solution available on the market. Acorn's EPS is the only marketed solution that truly supports all costing methodologies including shared services costing/chargeback, traditional activity-based costing, process costing, performance metrics, time-driven activity-based costing, charge-back modeling and capacity costing. Even more important, we can support multiple costing approaches within a single model. In fact, many of the Acorn clients that choose to replace their in-house solution request to "mirror" their existing methodology and slowly add-in more methodologies and details. This unique capability enables our clients to incorporate each cost-center's desired approach to costing.

Sustainability

Monthly processing time has been reduced by as much as 90% from traditional costing solutions. Acorn's system has been designed to minimize or eliminate ongoing maintenance to the greatest extent possible: No time surveys to distribute, fill out, collect, and enter. With other vendors, surveys are used to sustain accuracy in allocating resource costs. Although Acorn offers web-surveys for clients that require them, Acorn has developed a patent pending "automatic" allocation methodology that delivers more accurate results with "hands-free" maintenance. Addition of new business dimensions (a new business unit, product, etc.) is completely automated, since data is dynamically read and loaded from client source systems. Adding a new business dimension, cost element, cost center or expense item can be performed by the business user in a matter of minutes. It does not require a model redesign, nor does it require IT or consultant resources. Our completely web-based model provides for faster model updates, as it allows for robust roles-based security at the individual object level and concurrent user model updates.

Core Products

Acorn's EPS is dependent on the use of one of three core products, Performance Analyzer™ (PA), Cost Analyzer™ (CA), or Shared Services Manager™ (SSM). Both PA and CA rely on the same code base; the primary difference is that the former includes revenue and profitability calculations. The latter is used in cost only scenarios or by not-for-profit or public sector organizations. Both include the powerful insight of capacity analysis. SSM is a more focused solution around internal or shared services cost and delivers some unique capabilities to truly transform these processes.

Performance Analyzer™ (PA)

Key Features

- Flexible business modeling application
- Highly scalable calculation engine
- Open integration to any data source
- Unlimited business dimensions (customer, product, vendor)
- Only unified solution to perform transaction level calculations at scale
- Revenue, cost, profitability and capacity at full depth and breadth
- Standard and client-defined reporting and analytics
- Business user centricity and usability
- Limited IT administration required



Cost Analyzer™ (CA)

Key Features

- Flexible business modeling application
- Highly scalable calculation engine
- Open integration to any data source
- Unlimited business dimensions (customer, product, vendor)
- Only unified solution to perform transaction level calculations at scale
- Cost and capacity at full depth and breadth
- Standard and client-defined reporting and analytics
- Business user centricity and usability
- Limited IT administration required



Shared Services Manager™ (SSM)

Key Features

- Business modeling and calculation engine targeted for shared services operations
- Flexible definition of provider and receiver cost centers and supporting processes
- Only unified solution to perform true recursive allocations to scale
- Data collection support for TXT, CSV, XLS and XLSX as well as ETL process
- Data collection monitoring and workflow with SMTP integration
- Review true cost to serve with standard price verses actual cost invoicing
- Integrated reporting, invoicing and OLAP cube generation standard



Applications

Targeted applications focus on a specific industry and/or business initiative, and include enhanced analytic, simulation, and/or user interface capabilities.

Business users rely confidently on targeted applications to make daily, fact-based decisions to drive profit improvement. Acorn will continue to develop targeted applications that are consistent with Acorn's core values - low total cost of ownership, minimal implementation effort and quick time to value.

Industry Value Accelerators™ (IVA)

Industry Value Accelerators is a preconfigured solution that provides a profit improvement roadmap and rapid deployment. Easily customized to your specific needs, these industry-specific applications contain:

- Template model structures
- Integration steps
- Data requests
- Business rules
- Packaged reporting

Operational Performance Simulator™ (OPS)

Operational Performance Simulator seamlessly connects operational data with financial planning software. OPS allows decision makers to create proactive plans and answer "what if" questions about operational changes as they conduct driver-based planning and forecasting by instantaneously simulating hypotheticals and drawing upon real-time data to deliver results. A wizard-driven, add-in component, OPS enhances the quality and validity of the activity-based budgeting, planning and forecasting process in a familiar, easy to use Microsoft Excel environment.

Price Analyzer™ (PRA)

Price Analyzer provides deep price analytics for customers, customer segments, and products. PRA has more out-of-the-box reporting and analytics for pricing than is included in the Performance Analyzer™ application. Price Analyzer delivers waterfall, price band, and stacked performance charts to make monitoring price concessions, segment qualifications and discounts easier.

Supply Chain Analyzer™ (SCA)

Acorn's Supply Chain Analyzer is the only enterprise modeling and simulation application on the market that allows you to analyze the total supply chain cost, trade-deal funding, and net profit of any product through any flow path. This enables cost-effective and proactive supply chain decisions, reducing supply chain costs by 3-5% on average. SCA uses actual cost drivers and process rates from your company's transactional systems to simulate the entire supply chain. It can be easily configured to accurately reflect the most profitable flow path. What-if scenarios can be evaluated side by side to decide proactively which logistical and operational decision is the most profitable.

"We only evaluated two companies. That's a testament to the small number of companies that provide a time-driven ABC solution. We did not want just a software package. Our objective was to purchase a business decision support solution that would drive a profit mindset culture."

— John Hrudicka, Chief Financial Officer, Elkay



Utilities

Acorn utilities make it easier to transfer, manage, load and extract data from our core platform and targeted applications. Traditionally customers would have to develop these capabilities internally or hire consultants to develop. Acorn delivers these as supported products with continual R&D investment to extend and enhance. Acorn customers benefit from speed and efficiency during and post-implementation.

Acorn Advanced Analytics™ (AAA)

Acorn Advanced Analytics (AAA) is an easy-to-use, menu-driven utility that links Acorn's calculated results to a company's business intelligence (BI) infrastructure. Multidimensional results are readily available via drop-down menus and are configured to meet your reporting needs. AAA is designed to work with any Acorn cost or profitability model and uses Acorn metadata to determine the reporting structure, dimensions, hierarchies and measures. By reading the dimensional data (drivers and results that have already been extracted, transformed and loaded into the Acorn repository), AAA can save weeks to months over traditional build-it-yourself BI custom implementations.

Acorn Advanced Analytics can be leveraged to generate OLAP cubes for your preferred BI platform (Microsoft, IBM Cognos, SAP BusinessObjects, Oracle Hyperion, or others). The resulting multi-dimensional data source is available to any BI reporting solution that can read a defined fact table.



Acorn Power Components for Excel™ (APC)

Acorn Power Components for Excel (APC) empowers end-users to leverage Microsoft Excel functionality and familiarity for model maintenance and reporting. These capabilities leverage enhanced Excel 2007 and 2010 functionality, allowing the user to use the new features and functions such as charting and equations.

There are three different Power Components that utilize the Microsoft Excel interface.

- Power Modeler for Excel – Easily build and maintain model structure and components
- Data Connector for Excel – Retrieve, update, and input time period data in bulk
- Power Reporting for Excel – Retrieve calculated model results in Excel Spreadsheet format, then utilize Excel functions to report the output



Acorn Universal Connector™ (AUC)

Acorn Universal Connector (AUC) allows users to import data from various disparate sources into system generated staging tables reflecting your EPS Model. Predefined and structured staging tables are automatically generated from Acorn's EPS Application upon model completion. General ledger, department drivers, and cost object instances are automatically loaded upon model execution. AUC monitors ongoing changes to the Acorn model and subsequently updates all staging tables' schemas to ensure consistent table design. AUC also includes over 16 best practice validation scripts and is easily customer defined.



Model Change Management™ (MCM)

Acorn's Model Change Management (MCM) facilitates the process of making small- or large-scale changes to your model through an external interface. MCM is often used by Acorn customers to manage multiple environments in an efficient manner and propagate changes without manually replicating data and model entry through the standard application interface.



OnDemand

Acorn OnDemand™ (AOD)

The full capability of Acorn's Enterprise Performance Suite (EPS) is available on demand to customers and partners, confidently delivered from the market leader in hosting, Rackspace®. Reduced demand on IT resources, rapid time to value, peace of mind of application availability, and lower upfront costs are just some of the benefits realized by Acorn customers selecting this deployment option.



Choosing a new Profitability and Cost Management solution should be first and foremost about the value of the solution but Acorn realizes that customer situations vary, so it's important to have multiple options. Your choice of 'on-premise' vs. 'on-demand' will be based on several factors. Many of these will be dependent on your IT organization and policies, something we can review further in direct conversation. The important thing to remember is to select the right solution in terms of value delivered, but we all recognize that it is good to have options.

Integration

Acorn Systems integrates into any environment. After hundreds of implementations, as long as data exists, we can connect to the source. Acorn has successfully deployed solutions in a wide variety of complex, global customer environments:

Our applications are based on open standards and leverage the capabilities of Microsoft SQL Server Integration Services (SSIS) and Microsoft SQL Server Analysis Services (SSAS) to get the required data into Acorn and back out. Whatever your requirements, whatever disparate systems, whether vendor or home-grown. Acorn clients include many organizations that primarily rely on other 'mega-vendors', yet have recognized the unique value Acorn provides.

One final point, although these vendors have various competitive or related solutions that to varying degrees can calculate profitability and cost data, and will stress that their solutions are better integrated to other portions of their portfolio, explore two things:

- 1) Many were acquired, so integration is a slowly developing priority.
- 2) The vendor will focus on their products to the detriment of true open integration.

Integration Sources Include:

- Flexible business modeling (any desired assignment method)
- Platforms
- ERP's
- Financial systems
- Databases
- Data warehouses
- Spreadsheets
- BI platforms
- Performance management applications (CPM, BPM, EPM), CRM, SCM, core/departmental applications

Vendor Integration:

- Microsoft
- SAP BusinessObjects
- IBM Cognos
- Oracle Hyperion

Contact Acorn Systems

To learn more about improving your profitability, visit www.acornsys.com where you can read about customer success, view webcasts, download whitepapers and more.

visit: www.acornsys.com

email: sales@acornsys.com

call: 800.982.2676

