

## DynacTools Consolidates Win at Gerber Scientific

After considering a Hyperion solution with consulting costs estimated at six times the price of licensed software, Gerber Scientific opted for Dynac's speed and flexibility

Tougher, leaner economic times demand more scrutiny over every single aspect of business operations, right down to purchases of financial reporting software that measures the bottom line.

With 2,250 employees and annual revenue of \$640 million, Gerber Scientific Inc. is the leader in providing innovative, end-to-end customer solutions to the world's sign making and specialty graphics, apparel and flexible materials, ophthalmic lens processing, and print and packaging industries. Founded in 1945, the Hartford, Conn.-based manufacturing powerhouse also leads on cost efficiency, which is why the company decided to select DynacTools to link its SAP GL application across 55+ entities for worldwide budgeting, reporting and consolidations.

### Spreadsheets no longer an option

DynacTools, by Dynac Inc., came to the attention of Gerber Scientific via its 2008 acquisition of Virtek Vision International Inc., a Waterloo, Ont.-based customer of DynacTools. At the time of the acquisition, Gerber was wrapping up a Hackett Consulting initiative to develop a strategy for improvement in its Finance department. Spreadsheets were no longer an option. The review recommended 22 areas for improvement, included taking reporting out of SAP, taking Budgeting out of Excel and creating a data warehouse for Business Intelligence.

### Hyperion bias easily overcome

Gerber Scientific's CFO had prior experience with Hyperion and similar applications, but after meeting with Virtek's CFO and DynacTools champion Peter Monsberger during the acquisition's due diligence period, the Gerber team chose DynacTools to fulfill Gerber's global budgeting, consolidation and financial reporting needs.

### DynacTools at a fraction of the time

The value proposition hinged on DynacTools' rapid implementation time. At Virtek it took only two months to build a system that served five power users and six product managers. At Gerber Scientific the implementation time is scheduled at less than five months to serve up to 15 power users and a group of between 50 and 100 managers worldwide.

### Connects disparate systems

The cost? Low to mid-six figures for DynacTools versus seven figures for something similar from Hyperion that would have taken a year or more to get online with a raft of I.T. consultants. Gerber Scientific didn't just acquire a company with Virtek. It acquired a streamlined, agile, budgeting reporting and consolidation system that easily connects to disparate systems yet provides unified results at a price that brings a smile to the faces of IT staff, end users, CFOs, and even CEOs.