



## Dynac provides Corporate Performance Management (CPM) to enhance your ERP

### HPS bought Dynac primarily for Consolidation but realized many more benefits that lead to a Return on Investment (ROI) of less than six months!

The adage “Time is Money” has never been more relevant than in today’s climate of fiscal restraint with simultaneously increasing demands for performance based metrics.

Chris Huether, CFO at Hammond Power Solutions Inc (HPS), not unlike most of his industry peers, thought the answer to all his budgeting, reporting and Consolidation issues would be a new ERP. Unlike his peers, Chris had the fortune of meeting Dynac during the RFP process and his team concluded that with Dynac the decision to buy a new ERP could be postponed. So began a mutually rewarding partnership where both HPS and Dynac continuously improved – HPS improved their control processes while Dynac answered their growing needs with an agile IT solution.

When asked “Why Dynac?” Jacqueline Flood, International Controller, responds, “Dynac was the only Consolidation software package that we saw that was both reasonably priced and very flexible”. And Luciano Toscan, Corporate Controller, is quick to add that “Dynac is user friendly and a package that is up and running quickly”. The experiences that HPS encountered supports the vision of Gary MacFarlane, President of Dynac, “Dynac offers one of the smallest yet most powerful IT footprints in the industry and is easily personalized without the need for customization, saving time and money on total cost of ownership (TCO)”.

HPS realized many benefits with Dynac that went well beyond automating their Consolidation processes. “While we were running the live system with Canadian GAAP rules, I was able to work on IFRS reclassifications for the current year. So when the end-of-year came, we were ready to roll with it. It was HUGE actually to have the parallel system,” explains Jacqueline Flood. “I couldn’t have done the IFRS conversion within the deadlines without Dynac.”

“Not only did we see an ROI on the Dynac acquisition within six months, but we also see ongoing dividends from Dynac in terms of concrete business value” notes Luciano Toscan. “The savings in manpower alone to complete the Canadian GAAP to IFRS Conversion without having to hire additional senior staff or external consultants for that project covered not only the cost of the Dynac software but also the implementation costs to go live with the parallel Dynac systems. Now each month, HPS continues to reap the benefit of the Dynac investment on a variety of fronts including dynamic reporting, Excel integration and data mining across systems.”

Jacqueline adds “For us, we’ve always closed our month-ends quickly. But since we’ve purchased Dynac, we’ve acquired three international companies and from that perspective, we’re saving even more time and money with every month-end Consolidation process. Added benefits include having a wealth of additional information at our fingertips – tax calculation reports, automatic elimination process and currency translations with special rates. As a result, less costly personnel can complete what were once extremely complicated processes allowing senior talent at HPS to focus on growing a profitable company with timely analysis”.

Going forward HPS is embarking on the implementation of a new ERP that will integrate seamlessly with Dynac. While a new ERP was eventually necessary, HPS is not about to give up the tremendous power and benefits that Dynac gives to the office of the CFO!

#### About Hammond Power Solutions Inc

Hammond Power Solutions Inc (HPS) is the North American leader for the design of custom electrical engineered magnetics, as well as the leading manufacturer of standard electrical dry-type transformers. Advanced engineering capabilities, high quality products and fast responsive service to customers’ needs has established the Company as a technical and innovative leader in the electrical and electronic industries. The Company has manufacturing facilities in Canada, the United States, Mexico, Italy & India.

#### About Dynac

Dynac provides world class Corporate Performance Management (CPM) software with a focus on Acceleration of the Financial Close and Reporting Processes. Dynac has been providing CFOs and business owners visibility into the financial health of their enterprises since it was founded in 2002 through a combination of powerful budgeting, forecasting, financial reporting and consolidation capabilities. Dynac can be implemented in a fraction of the time and at a fraction of the cost of other CPM solutions. Dynac has a unique offering that satisfies not only small to medium enterprises, but also global public companies ensuring compliance with regulatory demands.

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