

Dynac turns the rich data in your ERP into actionable information in ways ERP applications can't!

Keen Point International continues to be “amazed” that Dynac delivers where the big ERPs fall short

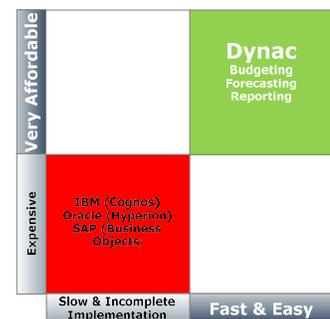
Rob Mollenhauer, President of Keen Point International Inc. (KPI), realized that their new Epicor implementation addressed the core financial and supply chain requirements, but not their business specific budgeting and planning requirements. Their Epicor partner did not hesitate to bring in Dynac to deliver the required Automotive Forecast Cash Flow and Projected Income Statement functionality. Rob states, “I continue to be amazed that Dynac can deliver where the big ERP applications cannot! Cash is king and Cash Flow is the life-blood of all businesses. Dynac leveraged the Epicor system and delivered Cash Flow Forecast and Projected Income Statement functionality on time and on budget.”

Much has been written over the years about why ERP implementations fail or are less than optimal.

Gary MacFarlane, President of Dynac states that “ERP vendors compete to be viewed as a single source supplier to meet all customer needs and solve all their problems. As a result ERP capabilities are often oversold in order to make the sale. Customers don't realize that common ERP deficiencies prevent them from meeting all of their projects' requirements and don't budget for additional software to meet those needs.”

In particular, when it comes to Budgeting, Forecasting and Financial Reporting, ERP applications fall short and a Best-of-Breed Corporate Performance Management (CPM) solution like Dynac is the answer. **Dynac also stands out when one considers both Likelihood of Success and Time/Cost to Implement.**

Corporate Performance Management Software



According to Industry Analysts, in 60% of ERP implementations customers receive LESS THAN HALF of the benefits they were promised.*

When asked why Dynac was chosen, Kindree Chomicki, KPI Accounting Manager, responds, “Most ERP sales people said the KPI requirements were too difficult. In the end, we chose Epicor which met our ERP requirements but did not deliver two key capabilities - Cash Flow Forecasts and Projected Income Statements. One week before go live, Dynac came to the rescue! Forecast data from CSM Worldwide (now a part of IHS Automotive) is loaded into our Epicor system and Dynac uses the data for Financial Forecasts, Purchasing Forecasts and Cash Flow Forecasts replacing inefficient manual Excel processes.”

KPI realized many benefits with Dynac that went well beyond Forecasting processes. “Accurate Forecasting is critical for management in production planning and capacity planning. Dynamic Cash Flow Forecasts allow for improved purchasing and investment decisions”, explains Kindree Chomicki. “I can now create forecasts with incredible accuracy and speed. With Dynac we achieved a 90% improvement in Forecast processing time – dramatically reduced from 40 hours down to 4 hours!”

Kindree continued “Dynac stepped right up to tight time lines with no hesitation, comprehended our requirements quickly, and their implementation team was very responsive, and continue to be proactive.” Going forward KPI will be harnessing Dynac for Budgeting and Consolidation, complete with Adjusting Journal Entries and Translation Adjustments.

Rob Mollenhauer summarizes by stating “**Dynac is a must have Corporate Performance Management solution that turns the rich data in our ERP into actionable information in ways ERP vendors can't!**”

About Keen Point International

Keen Point International (KPI) is a manufacturer for injection molded, chrome plated automotive components. Advanced engineering capabilities, high quality products and responsive service to customers' needs has established KPI as a technical and innovative leader in the North American automotive supply chain.

About Dynac

Dynac provides world class 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 for over ten years 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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* - Panorama Consulting