



About Ravago Holdings America, Inc. (RHA):

- Muehlstein Group, Entec Polymers LLC and their component companies are subsidiaries of Ravago Holdings America (RHA)
- RHA, one of the companies in the international Ravago Group, is a global leader in the distribution, resale, and compounding of specialty plastic and rubber products
- RHA markets more than \$5 billion dollars of plastic and rubber polymers to more than 28,000 manufacturers worldwide
- www.Muehlstein.com, www.EntecResins.com

For Ravago Holdings America, Insight Reporting™ streamlines inquiries and provides easy access to real-time financial data

“The smart use of software is especially important in challenging economic times. By helping reduce the time it takes our teams to do some typical financial reporting and inquiries, I think Insight will pay for itself in less than one year.”

Dwight Paul

Manager of eCommerce Applications

Muehlstein (a RHA company)

Business Challenge: Streamline enterprise reporting and simplify inquiries for end users

Ravago Holdings America (RHA) is a private company comprised of the Muehlstein Group, Entec Polymers, and Entec subsidiaries including GeoChem International. This very large, geographically widespread company is standardizing on JD Edwards with the ultimate goal of using JD Edwards EnterpriseOne across the entire RHA enterprise.

While Entec and some of its subsidiaries are deploying JD Edwards for the first time, Muehlstein has been using JD Edwards World for nearly a decade and is now on coexistence with JD Edwards EnterpriseOne and World, according to Dwight Paul: Manager of eCommerce Applications at Muehlstein. Facing challenges with reporting and inquiries, the Muehlstein team searched for a solution that could solve these challenges for Muehlstein and also help all RHA companies as they implement JD Edwards.

“Basically, we had been using JD Edwards tools for inquiries, Business Objects for reporting, and the financial reporting was done mostly with Excel spreadsheets, and no one of these was totally satisfactory,” Paul says. “On an ongoing basis, the accounting and financial groups found inquiries and reports that they could not do or could not do easily enough.”



Benefits:

- Streamlines access to real-time financial data direct from JD Edwards
- Delivers ROI and cost savings as IT and accounting staff are freed for core business efforts
- Helps assure data accuracy in reports and inquiries
- Real-time data supports proactive, informed decision making
- Significantly reduces time and paper associated with manual reporting
- Ensures needed scalability as RHA consolidates its business entities and moves to one solution for all enterprises
- Provides easy implementation, training and upgrades

Solution:

JD Edwards World™/
EnterpriseOne™ and co-existence

Insight Software Suite for JDE

- Insight Reporting™
- Insight Console™



“Business Objects, for example, is a very robust reporting tool, but it’s not intuitive from an end user’s perspective. So, we needed something less complex to help us get end users more engaged in creating their own inquiries and less dependent upon IT,” Paul explains. “Another issue was that the teams felt that they could not totally trust data that depended on a data warehouse or a data mirroring process or that had been keyed manually into a spreadsheet. So we looked for a truly real-time solution that runs directly against the JD Edwards data without requiring re-keying.”

Solution: Insight Software Suite for JD Edwards

Dwight Paul had used Insight Software at a previous firm and he had seen it dramatically streamline the reporting and analysis process. “This was a company with 10 separate business units that closed in about a week with four or five people. Insight reduced the close process to three or four days with two or three people,” Paul says. “Based on this experience, I was confident that the Insight [Reporting] could help Muehlstein do reporting and close the month in less time and with less effort.”

The Muehlstein financial and accounting teams were already working with several reporting and inquiry tools and were not immediately receptive to purchasing another. “Over about six months, I had weekly meetings with accounting, listing existing problems and tackling the ones we could solve,” Paul explains. “After that time we still had not resolved all the issues and the team asked to evaluate an alternative solution.”

Paul arranged for an on-site demonstration of Insight Reporting™ using Muehlstein data. “The end users saw that Insight provides an interface they can work with easily, and it was the most engaged software demo I have ever participated in,” he says. “Users were extremely interested to see that they could do inquiries easily and put the data up on the screen nearly any way they wanted. For instance, using Insight, they can arrange columns along the side or across the top and display more columns than using the JDE general ledger standard reports,” Paul explains.

Today, Insight Reporting™ and Insight Console™ are in place at Muehlstein and several other RHA companies. The Insight Solution will be used across the entire RHA enterprise in several years when JD Edwards is deployed company-wide.

“The scalability of Insight is excellent,” Paul says. “As RHA unifies all of its business entities, consolidated reporting and inquiries will involve an immense volume of data, and Insight will handle it easily,” he notes.

“*With Insight, we can tap straight into JD Edwards tables. It provides real-time, real-live GL data: we can be confident that the numbers are accurate, and that’s exactly what we were looking for.*”

Virano Sen

Senior Financial Analyst Muehlstein (a RHA company)

Delivering Cost Savings and ROI

“The smart use of software is especially important in challenging economic times,” Paul resolves. “By helping reduce the time it takes our teams to do some typical accounting activities, I think Insight will pay for itself in less than one year.”

“The reduction in the hours it takes to close books and perform integrity reporting with Insight, for example, could equate to about 30 to 40 hours a week,” Paul calculates. “That’s essentially saving one ‘person year,’ and I believe it is a very conservative prediction. Some of the revenue impact of Insight will come from staff hours reduced, and we’ll also be able to redirect personnel to more strategic efforts to get more value from every staff hour,” he explains.

“ *We used to close in nine days, and with Insight I can do it in four or five days. Insight is a great tool!* ”

Clint Largo

Accounting Manager

GeoChem International (a RHA company)

Access to Real-time Data Enables Proactive Efforts

The real-time aspect of Insight Reporting™ is a big help according to Clint Largo, Accounting Manager at GeoChem International, an Entec company. “Using Insight, an accounting manager like myself can be proactive: I can see transactions in real time and fix things that could have become month-end nightmares in the past,” Largo says.

“I use Insight [Reporting] daily to build a lot of reports such as monthly comparisons between trial balances,” Largo says. “If there’s a spike in a certain account, for example, I can use Insight to drill down and see what’s in there. I use Insight [Reporting] to build my balance sheet and P&L and I use it to build my own AP check register to see what’s been disbursed during the day or the week,” he adds.

Reducing Paper and Time and Increasing Accuracy

“For one report that we needed to send to our parent company, it took me about three-quarters of a day to run a report for Muehlstein; one for RHA and one for Entec and then do my eliminations manually on a spreadsheet,” says Marc Cook; Assistant Controller, Muehlstein. “With Insight [Reporting] the process takes me about an hour and a half to two hours and I run one consolidated report,” Cook states.

The balance sheet for the consolidated company was a similar manual process, according to Cook. “Between printing reports and re-keying data and putting it all together, it involved at least one full day’s work for someone on my staff and probably at least the same at Entec. We’re going to use Insight to consolidate this process and we will be able to pull both people out of those roles to do more strategic work,” Cook explains.



InsightSoftware.com's Solution

WInsight Software Suite for JD Edwards empowers users to create simple, real-time inquiries to answer business questions. This improves productivity for reporting, analysis and reconciliations.

Companies using Insight gain quick access to information to increase efficiencies, enhance revenues, reduce costs and optimize cash flows.

The Bottom Line:

For the Muehlstein Group and several other Ravago Holdings America (RHA) businesses, Insight streamlines access to real-time financial data direct from JD Edwards. Insight helps assure data accuracy and supports proactive, informed decision making.

By freeing IT and accounting staff for core business efforts and reducing the time and paper associated with manual reporting, Insight is delivering ROI and significant cost savings.

As RHA consolidates its business entities, Insight will scale easily and these same benefits will apply company-wide.

Largo says that he used to close in nine days, and with the Insight Solution, he can do it in four or five days. "Insight [Reporting] is a great tool," Largo states.

Virano Sen, Senior Financial Analyst, at Muehlstein notes that in the past, a request to IT to create a report could take two or three days. "With Insight [Reporting], I can do it myself in a few hours or half a day. Insight is also helping us reduce the paper and time spent distributing Excel spreadsheets," Sen says.

In addition, Insight helps with data accuracy. Sen emphasizes, "With Insight [Reporting], we have the ability to tap straight into JD Edwards tables. It's real-time, real-live GL data, and that's exactly what we were looking for."

"We still use Business Objects for analytical reporting, but we rely on Insight for financial reporting," Sen adds. "Any business unit we set up in JD Edwards flows through the Insight, and we can be confident that the numbers are accurate."

Looking Ahead to Increasing End-User Independence

"Our organizational strategy for report distribution and consumption is maturing and the Console [Smartset] was purchased in anticipation of developing this strategy. We plan to use the Console [Smartset] to enable executives to go online and review report packs on their own," Paul states.

Sen adds, "It will be automated so that executives who want to see a report can run it, refresh it, and have the data at their fingertips. We'll have the majority of our financial statements available using the Console Smartset; including S&A reports, professional fee reports, income statement, balance sheet, and more."

Seamless Implementation, Training, and Upgrades

"It's the easiest implementation of a financial reporting system that I've seen," Paul states. "You can install Insight in less than an hour, and the upgrades are easy and smooth. As soon as you put in a call to InsightSoftware.com's customer support, they get right back to you. The support tech is even willing to sit on the phone and walk you through installations, saving even more time."

"Even with very basic training, we were pulling up data and generating on-screen reports within an hour of the installation," Paul notes. "Many users have just learned it hands-on. While I know we'll all benefit from even more training, the fact that we're using Insight with so little formal training really demonstrates the really intuitive aspect of the solution."

Paul confirms that Insight does not require additional IT staff or specialized knowledge. "On an ongoing basis, all an administrator needs to do is re-set passwords, change people's access, and do the very easy upgrades - that is literally it in terms of ongoing IT management for Insight."

For more information please visit www.InsightSoftware.com

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