

**About SolFocus:**

- SolFocus Inc., headquartered in Mountain View, California
- Founded in 2005, the company is a leading developer and manufacturer of Concentrator Photovoltaic Systems for powerplant developers, municipalities, industrial sites and utilities
- Developer and manufacturer of concentrator photovoltaic (CPV systems) utilizing high efficiency PV cells and advanced optics to provide higher energy yield and lower cost
- The company's world-renowned Technical Advisory Panel (TAP) is chaired by Nobel Laureate in Physics Dr. Arno Penzias, and includes the original creator of SolFocus' enabling technologies Dr. Roland Winston (University of California, Merced), the inventor of non-imaging optics and a pioneer in solar concentration
- www.SolFocus.com



For SolFocus, Insight Software Suite for Oracle® E-Business Suite enables fast, flexible inquiries and reporting to provide real-time business information

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If I didn't have Insight, it would be like going back to the Stone Age. The fact that Insight for Oracle EBS provides real-time data is very valuable for our management team. After less than one day of training, I was able to provide reports and answer a wide range of ad hoc questions very rapidly.

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Evonne Chui

Accountant

SolFocus

Organizational Challenge: Flexible, streamlined reporting and inquiries

The SolFocus mission is to provide innovative solar energy solutions which are competitive with fossil fuels. To achieve this goal, SolFocus develops and leverages technologies to help reduce the cost barriers to solar energy.

SolFocus has expanded rapidly since its founding, and today the company's technical expertise encompasses a diverse base of disciplines including materials, packaging, devices, optical sciences, engineering and manufacturing.

To keep pace with company growth, SolFocus decided to enhance its technology for global business management. In 2007, SolFocus implemented the General Ledger and Accounts Payable modules of the Oracle® E-Business Suite Release 12 (Oracle EBS R12). Oracle EBS R12 is the latest E-Business Suite release. It spans enterprise resource planning, customer relationship management, and supply chain management to help companies manage the complexities of global business environments.

SolFocus also looked for a very flexible tool to streamline financial inquiries and reporting. "Faster reporting was one issue, but most importantly we wanted the process to be less complex," says Evonne Chui, Accountant, SolFocus. "We needed a solution that would provide reports in a very usable and user-friendly format. For example, we wanted the flexibility to change variables easily without having to get a CSV file or do a pivot table," she explains.



Benefits:

- Users can run and modify inquiries and reports quickly and efficiently without help from IT
- As a read-only application, Insight does not affect data in SolFocus' Oracle R12 system
- Data is provided in an immediately usable, flexible format
- Real-time data provided by Insight helps the SolFocus management team base decisions on the current state of the business
- The full drill down to transactions and AP and AR subledgers helps answer questions rapidly and provides in-depth insight to management teams
- The familiar format of Insight makes training fast and easy, getting users up to speed in as little as half a day
- No additional IT personnel are required to support Insight, an important issue in a rapidly growing company

Solution:

Oracle® E-Business Suite Release 12 (Oracle EBS R12)

Insight Software Suite for Oracle EBS

- Insight Reporting™



Solution: Insight Software Suite for Oracle E-Business Suite

After an evaluation of available reporting and inquiry applications and vendors, SolFocus implemented Insight Software Suite for Oracle EBS from InsightSoftware.com in 2008.

“Our management team always wants to base decisions on the real-time state of the business. Also, we had recently implemented Oracle R12, and we did not want to layer on a tool that could potentially corrupt that data. Insight is real-time and read-only, so it is ideal for our needs,” Chui says.

Chui reports that she was up to speed on Insight with less than one day of training.

“Insight is very user-friendly and easy to learn because it is similar to other applications we already use. I’m sure it could have taken a week to learn some of the other tools we considered,” Chui says.

Insight Reporting™ eliminates the need for IT support for reporting and inquiries. “Our IT manager came to one of the demos to better understand Insight [Reporting]. Other than that, I have not had to trouble our IT team, and we did not need to invest in additional personnel to support the application,” Chui adds.

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Chui says she loves the fact that she can run and modify reports and make them fit her needs immediately, without having to go through IT. "It's faster and more efficient for me to handle this myself, especially because we're a smaller company," she says.

Benefits: Easy formatting, real-time data, and increased efficiency

"I'm impressed with Insight - it works very well and provides the easy formatting we were looking for," Chui says. "I'm confident that our management team and my other colleagues feel that they are getting the information they need at the level of detail they need, and I know I'm providing it quickly," she adds.

"Insight is a life-saver when someone asks me 'can I get data on this?' or 'have we paid this?' or 'can you do some research on this?'," Chui explains. "With Insight, I can get the information rapidly, and I don't need to drop what I am doing that day or the next to find the answers. Insight has increased my own efficiency by as much as 75 percent," she states.

Part of Chui's responsibility is budgeting, and she runs budgets-versus-actuals reports using Insight on a regular basis. The full drill down to transactions helps Chui answer questions rapidly and provides information for management teams.

"In EBS R12, I had to run set reports and then manipulate the data in Excel. I've streamlined this by setting up an operating expense [Smartview] in Insight," Chui says. "This report runs in about 30 seconds in Insight, for the entire company or by department. It exports easily into the Excel format I need, and Insight allows me to drill down immediately to get details," she notes.

InsightSoftware.com's Solution

Insight Software Suite for Oracle E-Business Suite 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 SolFocus, Insight for Oracle EBS from InsightSoftware.com enables users to run and modify inquiries and reports quickly and efficiently without help from IT.

Real-time data provided by Insight helps the SolFocus management team base decisions on the current state of the business. Data is provided in an immediately usable, flexible format and because Insight is read-only, there is no impact on the data in SolFocus' Oracle R12 system.

The familiar format of Insight makes training fast and easy and no additional IT personnel are required to support Insight, an important issue in a rapidly growing firm.



Chui describes that instead of going back and forth between EBS screens to see what is in a particular balance, Insight Reporting™ allows her to see these figures and tables by “just double-clicking” at either the consolidated account level or the detailed trial balance.

One of the AP specialists at SolFocus keeps a close eye on recurring payments, and Chui supports this effort using Insight. “In the past, questions about payments could take a day or two of moving in and out of Excel and cutting and pasting. With Insight [Reporting], we can get all the details for recurring payments very rapidly. I run the inquiry using Insight’s AP transaction template [Smartview], and if there are recurring payments, it’s clear what account they should be coded to, how often they need to pay, by what date - and with Insight, there is a whole history on each one just a few clicks away,” Chui explained.

Integrity checking such as reviewing expenses for a P&L check could have been “painfully slow” in the past, according to Chui, and this process is fast and easy using Insight.

“Every day, I’m relieved that we have Insight - I told my boss that I wouldn’t be able to do my job without it!” Chui concludes.

For more information please visit www.InsightSoftware.com

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