



TERMA[®]

www.terma.com

In 2009, Terma made the switch from a home-grown SQL-based solution to Prophix – providing the high-tech applications company with the flexibility and rapid deployment that they needed in order to standardize their budgeting, forecasting, and reporting requirements.

Background

An international company headquartered in Denmark, Terma operates within the aerospace, defense, and security industries. With a global reach that includes affiliates in Europe, Asia, and North America, Terma designs and develops products for use in mission-critical environments, with human lives and valuable materials at stake.

Challenges

Terma's home-grown budgeting solution did not offer the flexibility and scope required to service the

expanding needs of their organization.

"We had a complex process for imputing and reviewing the data," explains Carsten Mørk, Terma's Manager of Strategic Projects, IT. "We needed to simplify our forecasting and budgeting process so that we could effectively plan for the future." Terma faced another challenge. With their home-grown

system, employees depended on a single individual to update the data. This constraint left other employees at a disadvantage when preparing their reports and planning for the future.

"We collaborated with Prophix to develop an aggressive project plan. We had to implement new budgeting processes and accounting principles, and we had to reorganize operating responsibilities into a standard system."

*— Carsten Mørk
Manager of Strategic
Projects, IT
Terma*

Quick facts

Industry

Aerospace and defence

Company overview

Operating since 1949

Global headquarters:

Lystrup, Denmark

Annual revenue:

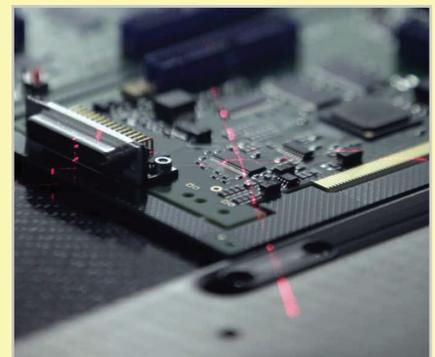
Approximately \$250 million

Full time employees: 1200

ERP: Oracle

ROI

- Streamlined process for detailed budget planning
- Ease of use ensured mass adoption across affiliated companies
- Clear, comprehensive, and accurate view of data
- Improved productivity for the office of finance



Implementing a Solution

Prophix's standard functionality and its ability to extend and customize various components to fit its customers' business needs made it a natural fit for Terma. Terma also required an accelerated implementation plan. With a need for customized reporting within two months, Prophix's implementation team worked diligently with Terma employees, to develop a manageable plan that would earn buy-in at all levels.

Benefits

The Prophix solution provides Terma with dynamic and flexible reporting, along with the drill-down capabilities that they need to plan for the future. With the comprehensive and accurate views now available through the Prophix reporting tool and the ability to assess these reports in four different currencies, Terma is well positioned for further international growth.



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