

Building a Stronger Financial Future with EJ USA

EJ USA is a subsidiary of the EJ conglomerate, a leading manufacturer of construction casings, fire hydrants, tree grates and more. Using Excel, EJ USA struggled to aggregate data from 5-10 different spreadsheets all from different managers. With Prophix, EJ USA significantly reduced the time it takes to complete their budgeting and forecasting processes, saving them time and money.

Business Challenges

EJ was using Excel for their budgeting processes, which caused a number of problems as the organization grew. They consistently faced setbacks when attempting to consolidate multiple spreadsheets. If they did not remedy this situation, it was clear they would need to hire two full-time managers to keep track of the changes in Excel.

Why Prophix?

EJ carefully evaluated several different software vendors before choosing Prophix. Prophix met EJ USA's requirements for automated imports, email report distribution and drill through to source capabilities. More importantly, Prophix's all-in-one capabilities could expand to meet their organization's growing needs.

Results

Prophix has helped EJ USA's Office of Finance save time by automating their financial processes. They can now automatically distribute reports and update forecast numbers through internal surveys. This has improved EJ's data integrity and has allowed them to meet change requests on time. The company also created processes to populate their income statements, balance sheets, cash flow statements and forecasts.

EJ is the world leader in the design, manufacture and distribution of access solutions for water, sewer, drainage, telecommunications and utility networks worldwide. With integrity and heart, they have responded to their customer's needs and expectations and built a name for themselves: East Jordan Iron Works, Cavanagh, Norinco, McCoy and Havestock. EJ is now a global enterprise that spans five continents promoting innovation, quality and a commitment to customer service. Their commercial presence worldwide includes 50 sales offices, 10 manufacturing facilities and multiple research and development centers.

Operating: Since 1883

Website: www.ejco.com

Annual Revenue: 250 million USD

Employees: 1000+ in North America

ERP: Infinium for AS/400



Prophix Customer Story

EJ can also leverage their legacy data because of Prophix's integration capabilities. As they expand globally, their ability to add sales yards or manufacturing centers by simply dragging and dropping branches will prove to be a tremendous advantage.

With Prophix, EJ's Office of Finance has developed a sales model that allows them to forecast demand by examining sales by month, location, product code and type (i.e. street casting, grate, or access hatch), sales yard, vendor, pounds of material sold and more.

EJ USA can also review employee work hours and plant production numbers in a production model to evaluate productivity. Furthermore, EJ's financial consolidation model can combine their North American financials with their overseas subsidiaries to create journal entries and intercompany eliminations for the production of income statements and balance sheets.



Future Plans

In the near future, EJ's financial planning team will develop more advanced visualization tools, flexible budgets and monthly variance reports.

About Prophix

Prophix develops innovative software that automates critical financial processes such as budgeting, planning, consolidation and reporting – improving a company's profitability and minimizing its risks. Thousands of forward-looking organizations in more than 90 countries use software from Prophix to gain increased visibility and insight into their business performance.



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