



# Cleaning Up Finance Processes at Wastequip

Wastequip, North America's largest manufacturer of waste handling and recycling equipment, struggled to streamline the data from their 25 manufacturing locations across the continent, making it difficult to answer important questions about their business. With Prophix, Wastequip can consolidate their financial information, allowing them to evaluate sales performance based on criteria outlined by the company's key stakeholders.

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### Business Challenges

Wastequip was using Excel spreadsheets for analysis, which limited their ability to drill-down into their data. Their Office of Finance was receiving financial data from numerous sources, including 5 different ERP systems, but had no means of amalgamating the data. As a result, their team lacked reliable data and a platform that would allow them to monitor their sales, while also driving organizational performance.

### Why Prophix?

The company's executive leadership sought out a Corporate Performance Management (CPM) software solution to help them effectively analyze their sales data in multiple report formats. In addition, Wastequip required workflow functionality that would allow them to track the movement of important financial information throughout the organization. After reviewing available solutions, Wastequip chose Prophix. Prophix's CPM software could consolidate and aggregate data from their multiple ERP systems, allowing them to achieve financial harmony.

Headquartered in Charlotte, N.C. with manufacturing and service facilities throughout North America, Wastequip is the leading North American manufacturer of waste handling equipment. With over 2,000 employees and 33 facilities, Wastequip has built a reputation for manufacturing expertise and product innovation. Privately held, Wastequip is the only manufacturer to offer a full line of steel and plastic products to collect, handle and transport just about any type of waste and recyclables.

**Operating:** Since 1989

**Website:** [www.wastequip.com](http://www.wastequip.com)

**Annual Revenue:** 148 million USD

**Employees:** 1500+

**ERP:** Macola, Workwise, Jomar, MAS90



## Results

With Prophix, Wastequip first eliminated duplicate customer information across their source systems. Then, their Office of Finance created a new customer number for each account based on ship-to-locations. Using this information, Wastequip built a sales model that would allow them to monitor the company's sales performance from a multitude of angles including product SKUs, two different reporting currencies, 25 active facilities, multiple territories and business lines.



Wastequip now enjoys a single version of financial truth. The company uses one common sales reporting platform and receives harmonized sales data, featuring information organized by customer, by product, by ship-to location, and by regional sales manager. Sales data is used for board-level reporting and Wastequip's senior leadership trusts the information at their fingertips, leveraging the value of a national sales perspective with one-click access to local drill-down.

Interactive dashboards and standard reports, all featuring the same 'look and feel,' distribute automatically to the right people for analysis and informed decision-making. Key stakeholders view the company's performance versus plan/per year on a daily basis. This contributes to more effective regional sales reviews, which allows senior leaders to adjust their plans and take corrective actions as necessary.

## 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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