Mannatech

Performance Management Customer Profile

Quick Facts

- Industry: Network Marketing
- Operating since November 1993
- Annual Revenue: >$330 million
- Employees: >500
- General Ledger: JD Edwards
- Based in Coppell, TX
- Application: Budgeting

Background

Mannatech, Inc., a leading developer and provider of proprietary dietary supplements, weight management products and skin care solutions, currently sells its products in 12 countries: United States, Canada, Australia, the United Kingdom, Japan, New Zealand, Republic of Korea, Taiwan, Denmark, Germany, South Africa, and Singapore. Mannatech employs over 500 people worldwide. Its products are focused on impacting optimal health and wellness and are sold through a network of approximately 530,000 independent associates and members. Mannatech's flagship product, Ambrotose® complex provides antioxidant benefit and support to the immune system. Recently launched products include OsoLean powder, a whey protein peptide technology product that assists targeted fat loss, and BounceBack capsules that support the body's natural recovery processes associated with physical activity.

Challenges

Prior to implementing PROPHIX, Mannatech's entire budgeting and planning process was handled with Excel spreadsheets. There was no automation; everything was handled manually, including the conversion of local country currencies. "The consolidation process was tricky because some groups worked from different spreadsheets and there was a lot of manual manipulation. We were spending a lot of time and effort with these manual processes, and as the company grew we realized that we needed to move beyond spreadsheets to something that allowed more automation," describes Brigitte Fanale, Budget Director.

Why PROPHIX

The manual budgeting and forecasting processes became too time-consuming, which compelled Mannatech to investigate better solutions. Mannatech implemented PROPHIX in 2003 for its OLAP technology and added strengths in personnel planning, reporting, and analysis. PROPHIX utilizes templates for users to enter data stored in a database, which eliminates manual spreadsheet processes.

Key Benefits

With ODBC connections, daily actual G/L data imports improved data integrity across the system. Brigitte says, "For the first time ever, we now have a direct ODBC link to our SQL database. This allows us to receive actual data instantly updated on the server in real-time, which removes a painstaking reconciliation process. There are over 800 input and rollup accounts and over 400 members of organizations that provide us data that can be 'sliced and diced' in various ways." Data entry for planning versions also instantly updates data on the server and provides the CEO, CFO, department heads access to up-to-date information.

Another significant benefit involves PROPHIX's drill-across function. "Users no longer need to wait for their variance reports; instead, they retrieve their own transactional data to verify and monitor their actuals. This is an integral feature, giving users more responsiblity and independence," explains Brigitte.

Brigitte concludes, "We are currently performing various revisions of the budget due to the shifting economy. We want to be able to understand the 'what-if' scenarios based on economic trends so we can be better positioned to adjust quickly."

PROPHIX
software