

**Industry**

Retail

**Overview**

Provider of high-quality children's clothing with retail and outlet locations across the country.

**Results with Axiom EPM:**

- Integrated budgeting, reporting and analytics on one platform
- Streamlined and expanded reporting capabilities
- Mitigated data discrepancies and data importing

“With Axiom EPM we're seeing improvements in everything we do. We're saving time, our data is consistent, and our reporting capabilities are exponentially better. We are very, very pleased with the application.”

— Wendi Holder, Senior Financial Analyst

**Background**

Hanna Andersson sells uniquely styled children's clothing inspired by the founders' Swedish heritage. Headquartered in Portland, Oregon the company has catalog, e-commerce, and wholesale sales as well as multiple retail and outlet stores across the country. The Finance team was using multiple platforms for their budgeting processes—this set-up was clunky, inefficient and prone to data inconsistencies. The company required a new solution that would integrate all budgeting and reporting processes on one platform, expand and streamline financial reporting capabilities, mitigate data errors, and be highly customizable to fit within existing business operations. Of the many options, Axiom EPM offered the most cost effective method to combine budgeting, reporting, and analytics in a unified, flexible planning application that would meet the company's business needs.

**Why Axiom EPM?****Comprehensive Financial Planning on an Integrated Platform**

Hanna Andersson's previous solution allowed the company to create individual budget workbooks for each department, but without Excel capabilities these workbooks were unwieldy and cumbersome. In addition, a number of disparate processes were still being executed within Excel files. As a result, data discrepancies often popped up, and correcting errors and merging information wasted valuable time. In contrast, Axiom EPM offers an integrated approach, so all information is consolidated in a single database and data flow is seamless and consistent. “With Axiom, the level of data consistency is really exciting,” says Wendi Holder, Senior Financial Analyst. “As we pull data we're not seeing the small differences that we used to which is saving us a lot of time.”

## Managed by the Office of Finance

By leveraging and extending familiar Microsoft Excel functionality, Axiom EPM can be heavily customized without technical IT specialists and the accompanying cost-prohibitive price tag. This capability allowed Finance to tailor the application to their unique needs and goals so they could truly own a system that reflects their business. "Our system is highly customized. I was able to easily build out budgeting and reporting templates and own and manage the changes we made," says Holder.

## Efficient, Streamlined Financial Reporting

With Axiom EPM, reports that used to take hours now take minutes, data is highly consistent and there is improved communication between Hanna and the parent company. "Axiom EPM allows us to easily write a wide number and style of reports which is driving huge improvements in financial reporting. Monthly reporting that used to take a full day now takes only 45 minutes and reconciliation reports that routinely consumed up to three hours now take only 20 to 30 minutes" says Holder.

## Experienced Support and Service

Axiom is renowned for consultants and support personnel who are highly experienced, effective, and empowered to go the extra mile to ensure client satisfaction and fast results. "Working with Axiom EPM is fabulous," says Holder. "I cannot speak highly enough of their support team and consultants. They are incredibly responsive, friendly, and highly competent."

## Results

Hanna Andersson now benefits from an integrated performance management platform that enables seamless data flow between departments, robust financial reporting and prompt operational analytics. Due to the highly-flexible and customizable nature of the application, Finance truly owns their system, and can create the processes and reports that work best for them without relying on IT specialists. Looking forward, the company plans to integrate statistical supply chain information into the application and create reports that highlight the metrics driving financial planning.



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### Axiom EPM application offerings include:

- Budgeting
- Reporting
- Forecasting
- Capital Planning
- Strategic Planning
- Scorecards
- Dashboards

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