



Industry

Technology

Overview

A producer of electronic, video and vision technologies based in Princeton, New Jersey, that prides itself on innovation and remaining at the forefront of a rapidly evolving technology field.

Headquarters

Princeton, NJ

Revenue

\$140 Million

Employees

500

Results with Axiom EPM:

- Simple learning curve and fast deployment
- Finance owns modifications and customized reporting
- Reduced dependence on IT and consultants
- Capacity for growth with a robust and flexible solution



Setting the Stage

Sarnoff Corporation, founded in 1942 as RCA Laboratories, delivers contract research services along with vision, video and semiconductor innovations to government agencies and commercial entities around the world. As the company evolved from a research-focused organization into one more focused on products, the finance team determined they needed a new planning and reporting platform that would allow them to re-organize quickly and efficiently, as well as grow along with their business. With that in mind, they began actively searching for an alternative that would facilitate quarterly rolling budgets, offer flexible and dynamic analysis and reporting tools, and provide exceptional experience and customer support. Sarnoff readily admits that the superior customer service offered by Axiom was a significant determinant in their decision to implement Axiom EPM. “We love the support with Axiom,” said Crofton. “It’s a great team, very responsive and knowledgeable. They can almost finish your sentence as you’re asking the question.”

Why Axiom EPM?

Ease of Transition and Deployment

The team considered several enterprise planning and reporting applications, and also considered developing their own solution before discovering Axiom EPM. The user friendly nature of the application allowed the team to easily create dimension tables, reports, and templates from the previous system without having to learn complicated script logic. It was also the only solution that intelligently leveraged Microsoft Excel as a modeling engine, a big selling point for a Finance team adept at working with spreadsheets. Because these factors created efficiencies in the migration and deployment process, costs were lower and demands on internal resources were mitigated.

Owned and Managed by Finance

The architecture of Axiom EPM allows the team to own and manage the platform without having to rely on outside assistance. “Ninety-five percent of any needed changes or tasks are doable on our own, without having to depend on IT or consultants,” said Jim Crofton, CFO, Sarnoff Corporation. “We have full control to add, change and edit Excel formulas on the fly, which enables us to quickly tweak our planning models.” Axiom EPM also allows the team to easily manage their data. With the application’s flexible architecture, the team can quickly pull together any tables in dynamic reports. For database queries, the team uses the mnemonic ‘get data’ workhorse function which makes it a “breeze” to navigate the solution and compile customized reports.

Results

With Axiom EPM, the Sarnoff Finance team was able to re-organize their business easily and efficiently. The simple learning curve led to a streamlined transition and deployment, and they now have a flexible and robust planning and reporting solution that will grow along with their business. Axiom EPM has also enabled Finance to own and manage the system, reducing their reliance on IT and consultants. The team can create and modify tables and line items, customize reports and navigate databases, and develop more frequent and detailed forecasts. In the future, Finance plans to extend the use of Axiom’s robust reporting toolset to their executive team, allowing it to own and manage the system, reducing its reliance on IT and consultants. The team can create and modify tables and line items, customize reports and navigate databases, and develop more frequent and detailed forecasts.



Axiom EPM application offerings include:

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

Axiom EPM corporate office

10260 SW Greenburg Rd., Suite 710

Portland, OR 97223

toll free: 877.691.9969

fax: 503.961.1176

sales: 503.977.0234 x115

email: info@axiomepm.com

www.axiomepm.com

