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A PowerAnalytics case study with comments from  
**Harshud Keshav**  
Finance and Administration Executive



## Nationwide Accounting Organization gets “PowerAnalytics Results”



### Benefits derived from SAIPA's PowerAnalytics solution:

#### Speed to solution:

“With PowerAnalytics, productivity has increased as well as the quality of information and reports.”

#### Real-time responsiveness to top management's reporting needs:

“I can now report to the finance committee and other role players within the institute on a month-to-month basis about financial results and whether allocated budgets are being utilized efficiently.”

#### Quick access to the data they need:

“I'm quite impressed. PowerAnalytics gives me access to various departments and various projects' financial results.”

#### Harshud Keshav, from SAIPA, on PowerAnalytics:

“PowerAnalytics is open and user-friendly... it's a great tool for financial accountants in any industry.”

Financial data *should* provide the basis for informed strategic decisions, but too often it prevents firms from planning for ongoing success. The problem is that sorting through and consolidating vast amounts of data—or maybe even not so vast amounts!—is often troublesome and time-consuming. Project cost data needs to be accounted for, budgeted expenses need to be compared to actual expenses, and so on. This might sound simple enough, but in reality it is something that most companies have no good solution for...apart from dumping lots of data into Excel. That is the state of affairs even for associations of professional accountants.

SAIPA, the South African Institute of Professional Accountants, found itself in just such a predicament. With a membership of nearly 8,000 professional accountants, it almost goes without saying that SAIPA *knows* what accountants and finance professionals need. Yet, even their staff was looking to address requirements for financial reporting and budgeting. Ultimately, they found their solution in PowerAnalytics for SAP Business One. Now, says Harshud Keshav, Finance and Administration Executive at SAIPA, “with PowerAnalytics, productivity has increased as well as the quality of information and reports. I can now report to the finance committee and other role players within the institute on a month-to-month basis about financial results and whether allocated budgets are being utilized efficiently.”

Several months beforehand, SAIPA implemented SAP Business One with the SAP Reseller Partner SMB Solutions. Although their SAP systems were working properly, SAIPA still needed to improve their reporting on membership statistics, for example, monitoring Continued Professional Development programs offered to members on a year-to-year basis. The organization needed to analyze monthly financial results, as well as compare budget variances. Their key challenges were developing statistics on the profit and loss for each department and reporting in accordance with their organizational structure and cost accounting across separate departments.

SMB recommended that SAIPA try PowerAnalytics, knowing that it had certified integration with SAP Business One and that PowerAnalytics can provide the advanced reporting capability that SAIPA needed. They discovered that PowerAnalytics immediately minimized the time required to produce reports, significantly improving staff efficiency in the process. Keshav states, “I'm quite impressed. PowerAnalytics gives me access to various departments and various projects' financial results.”



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### Harshud Keshav on PowerAnalytics:


"I will definitely recommend PowerAnalytics to my colleagues and business partners in the accounting profession."

"PowerAnalytics is not just for small organizations; even the listed companies on the Johannesburg Stock Exchange could certainly utilize the product."

"Once the financial industry knows about it, I believe that it will take South Africa by storm."

Price was one important factor in SAIPA's search because it is a not-for-profit organization, which meant that high-ticket financial and business process software was out of the question. However, SAIPA chose PowerAnalytics not only for cost, but also on the basis of the product's rich functionality and security capabilities. The way Keshav sees it, SAIPA has indeed achieved impressive cost savings and SAIPA staff appreciate the fact that PARIS has met SAIPA's requirements for exceptional service delivery.

As Keshav observes, "PowerAnalytics is not just for small organizations; even the listed companies on the Johannesburg Stock Exchange could certainly utilize the product. From an auditing background perspective, I consider it a great tool for financial accountants in any industry."

SAIPA intends to expand its use of PowerAnalytics to utilize more of the product's many capabilities. And he is intent on spreading the good word about the product because of its potential to solve common problems for so many businesses: "I will definitely recommend PowerAnalytics to my colleagues and business partners in the accounting profession. People seem to be quite interested in it, and once the financial industry knows about it, I believe that it will take South Africa by storm." 

#### About PARIS Technologies International, Inc.

PARIS Technologies International, Inc., Doylestown, Pennsylvania USA, is an intelligent solutions technology leader, featuring advanced, intuitive and cost-effective OLAP and Business Intelligence technologies. PARIS's solutions allow users to plan, analyze and report—online, via Microsoft Excel and the Web—from enterprise and external data for business-critical relationships and insight. For more information: [www.olap.com](http://www.olap.com).

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