

## Customer Implementation Story

Manitowoc was founded in the lakeshore community of Manitowoc, Wisconsin, in 1902. Today, the company is comprised of two segments – cranes and foodservice equipment. In each of these segments Manitowoc is the industry leader in market share, product innovation, and product support services. Manitowoc has operations in over 20 countries around the world with an annual revenue stream of over 4,5 Billion US\$ and they will continue to expand the global reach to meet the needs of customers.



### Why did Manitowoc select CXO-Cockpit?

We were introduced to the CXO-Cockpit through the former Upstream founder Craig Colby who is currently SVP of Sales for CXO Solutions in the US, commented Greg Papacosta of The Manitowoc Company. From a conceptual point of view the CXO-Cockpit had the same characteristics as Upstream, delivering a pre-packaged application for Dashboarding on top of our HFM application. Since we are extremely happy with UpStream solution that Craig Colby had delivered us many years ago, we were confident that the CXO-Cockpit could deliver the same value for us, but in another area of our Hyperion product stack.

From the beginning of our HFM purchase, one of our goals with the HFM application was to unlock the unlimited capabilities of the application for non-HFM users and more specifically for our executive and senior management teams. The CXO-Cockpit does just that. It is a simple, point and click application that our management has found simple to use but also very powerful for analysis purposes. Another added benefit is that by using this solution versus a HFM analysis solution we do not need to buy a license for each management team member. We decided to go for a short POC with the CXO-Cockpit, and to be honest we were extremely excited with the results. In only a couple of days the guys from CXO managed to create a full working set of HFM dashboards including all the financial details that are important and relevant to us and our stakeholders.

### Implementing CXO-Cockpit

Implementing the CXO-Cockpit was a natural next step after the successful POC, whereby we re-used the results of the POC as a fundament of our production application, says Greg Papacosta. With this approach we were up and running in a very short timeframe with minimum consultancy cost involved. The CXO-Cockpit also requires minimum training for end-users because it is set-up in such a simple way that our executives can work with it as of day one.

Looking at the CXO-Cockpit from many different angles, like ease of use, implementation effort, architecture, pricing, etc. we have to say we are more than pleased with the solutions and the added value that it brings to Manitowoc. Besides putting it on top of our critical HFM environment, we are currently even branching out to unlock our HRM PeopleSoft database with CXO-Cockpit, commented Greg. In the future, we plan to go even further with the CXO-Cockpit by using the growing capabilities of XBRL which will allow us to pull in competitor financial information and begin benchmarking our competitors with our financial performance. The possibilities of analysis with the CXO-Cockpit application are endless and we plan to continually expand our use with the CXO-Cockpit application in the future.

### Seeing is believing

US based implementing consultant John Herbert says the following about the CXO-Cockpit: "I have worked with many Hyperion reporting applications, including Micro Control, Enterprise, HFM, Essbase and Planning, as well as Business Objects, SAP BW, Oracle and many others. In all that time, I have never come across a product that was as easily understood and immediately beneficial as CXO-Cockpit. CXO Solutions have truly pulled together a wonderful solution at a very reasonable price".