



Hyperion Planning

TLC Technologies has been an effective partner to our organization by providing the company a detailed review of the software options available to us for solving our planning, forecasting, “What If?” and analytical reporting challenges.

TLC presented the company several options, made a recommendation of Hyperion Planning, but then helped the company review all the options available in a professional & efficient manner that allowed us to be 100% positive that the Hyperion software was correct for our needs.

TLC’s recommendation was spot on. We selected Hyperion Planning and TLC assisted us with a successful implementation.

VP - Planning & Development

Oracle’s Hyperion Planning Suite: TLC’s client is a world-leading cargo transportation company. Since 1947, the company and its subsidiaries have been world leaders in waterborne cargo transportation. The company’s success and solid reputation in the industry is the result of sound management practices, a stable financial structure, a core of veteran employees and their state-of-the-art fleet. Their transportation business includes Pure Car/Truck Carrier Services, Roll On/Roll Off, Break bulk/Bulk Carrier Services, Domestic Coast Wide Services, Container Vessels, Multi-Purpose Vessels, and Rail Ferry Transportation. They are water transportation specialists providing unique solutions for a diversified customer base with emphasis on medium and long-term contracts and charters.

To maintain their success and reputation, the company focuses on to main business objectives: Innovation and Diversification.

Innovation: They focus on meeting and exceeding the needs of their varied customer base, the company provides unique solutions to challenges presented by time, geography and logistics. This one-to-one problem solving sets the company apart from their competition.

Diversification: The company’s current capabilities are founded in an extremely wide range of operations: Pure Car/Truck Carrier; Roll On/Roll Off; Break bulk/Bulk Carrier; Domestic Coast Wide; and Rail Ferry transportation. Future growth in the industry is highly dependent on this diversity and the ability to enter new shipping operating markets quickly & efficiently to establish a dominant presence in the new market.

Business Challenge:

In order to maintain their business standing in their current market and to analyze the opportunities of new markets, the client determined that they needed to implement a planning and analytic reporting foundation that would allow their business analysts to review revenue, cost and market intelligence information in a more timely manner. Therefore they engaged TLC Technologies to assist them in implementing a solution.

Solution:

TLC engaged the client’s business and technical resources to determine the appropriate functional solution to the company’s needs. TLC then facilitated an RFP review of several leading software packages that TLC felt would meet the company’s needs. Hyperion Planning was the recommended solution and, after the RFP review, the platform the client selected for their platform.

TLC worked in conjunction with representative from the client’s functional team to rapidly define the requirements and design of the Hyperion Planning application and completed the implementation rapidly in preparation for the next planning/forecasting season.

