

Outdoor gear manufacturer frees up resources using Solver for global budgeting

Sea to Summit is known for its durable, well-designed outdoor gear. By celebrating a love of adventure travel, endurance sports, and design, Sea to Summit has grown into a successful global brand operating multiple businesses around the world.



INDUSTRY

Outdoor gear

ERP

MYOB

“As a company that has experienced rapid growth, Solver has helped us to better see and manage operations globally. With Solver, business units can run independently while taking on greater financial and budgeting responsibility - freeing up time for the corporate finance team.”

—Gemma Rhydderch,
General Manager Group Finance

THE CHALLENGE

Sea to Summit operates multiple entities in locations around the world, each running its own systems and business processes. This distributed management model made budgeting and reporting difficult. A significant amount of consolidation work had to be done manually before any reporting work could begin.



Initially, the company hired a management consulting firm to develop an international forecasting model, but the leadership team soon realised that this solution was unsustainable and too expensive for long-term consideration. Sea to Summit required a forecasting solution that could be brought in-house and managed independently.

THE SOLUTION



Sea to Summit reached out to Solver partner Access Analytic to evaluate reporting tools. Pleased with their quick response and thorough knowledge, Sea to Summit chose to move forward with Solver as an all-in-one budgeting and reporting tool. Solver's Excel-like functionality felt familiar to the finance team, making user adoption easy. While solving the global budgeting challenges was the initial priority of the project, the team quickly started developing monthly, daily, and custom reports.

What were some of the key benefits of the Solver project?

Getting rid of old Excel reports was a major milestone for the Sea to Summit team. Business users have confidence that the data is recent and accurate. Data consolidation used to be a major ongoing project. With Solver, the company has fast, accurate information with almost no time or effort. Access Analytic and Solver have helped the company better organise the data and stay on track with project goals.

How has Solver improved insight?

Solver provides transaction level detail for data in the MYOB system. Once phase two is complete, Solver will provide transaction-level for data in MYOB system. Plus, the company can use Power BI for sales analysis. Access Analytic and Solver built a solid financial reporting foundation. The team can slice and dice data in ways that were previously impossible, such as examining regions, cost centers, and products, and finding new ways to view the business.

How has Solver helped Sea to Summit grow?

Solver allowed Sea to Summit to distribute the financial reporting and budgeting workload. By giving the regions greater responsibility, they became more accountable to the numbers. Additionally, it freed up time for the corporate finance team to conduct more in-depth analysis. Access Analytic built report templates formatted to the specifications of each business unit.

THE RESULTS

Solver has given Sea to Summit greater global financial control with less effort. Reports are timely, accurate, colorfully formatted, and can be easily customized by business users. Thanks to Solver and Access Analytic, Sea to Summit now has a self-sustaining, flexible reporting solution that allows them to meet their business goals and continue to grow.

