

## Dairyland Empowers Decision-Making With Agile Performance Management

Dairyland, a Touchstone Energy Cooperative, was founded in December 1942 and is headquartered in La Crosse, Wisconsin. Using coal, natural gas, hydro, wind, solar, and biogas, Dairyland works with 24 distribution cooperatives and 17 municipal utilities to supply the energy needs of over a half-million people in a four-state service area.



### INDUSTRY

Energy

### ERP

Microsoft 365 Finance

“ The entire experience with Solver and the QuickStart program was seamless, from the first conversation through to implementation. The Solver demo truly matches the reality! ”

– **John Young**, Chief Risk Officer Dairyland

### THE CHALLENGE

As a fast-growing cooperative that's continually seeking to manage costs for its members, Dairyland needs flexible Corporate Performance Management (CPM) software that can keep up. Its previous system didn't allow people to easily add new data sources and create reports – it also lacked a consolidated view of data. Relying on external consultants to write code and build new reports was timeconsuming and expensive. The team at Dairyland wanted the freedom to take control of their data and run their own analyses.



## THE SOLUTION



Dairyland turned to Solver to meet its fast-changing financial reporting needs. Blown away during the demo, their team wanted to get started as soon as possible, so they leveraged the Solver QuickStart deployment. Key data was loaded on day one, and thanks to the Solver Marketplace, the Dairyland team had access to ready-to-use reports within 48 hours of implementation.

### **How did QuickStart accelerate value for Dairyland?**

Having the integration up and running so quickly allowed Dairyland to schedule training the day Solver was set up. That wouldn't be possible without a QuickStart integration. With most CPMs, you have to wait months to start using the system and begin training.

### **What key benefits has Dairyland realized since implementing Solver?**

Dairyland has gained freedom with its financial reporting. The team no longer relies on consultants to code and create reports. With Solver, team members can build reports and dashboards right away. Solver's education and implementation teams provided the tools and resources for people to use the tool independently. Our team was always available to help answer any questions.

### **What are the best features of Solver? What are users most excited about?**

Solver is so simple to use that anyone familiar with basic Excel can leverage it to get the reports they need. People in every department are using the financial reporting, planning, budgeting, workflow, and assessment features. From the C-Suite to the finance and accounting teams, people are enthusiastic about using Solver to make business decisions more confidently.

## THE RESULTS

### **What's next for Dairyland and Solver?**

Dairyland is regularly expanding its business. Having access to financial reports that keep pace with that continuous growth is critical. Unlike its previous system, Solver offers the flexibility to add new data sources and create additional reports easily, with no coding skills required. Dairyland is confident that Solver will continue to support its needs during mergers, acquisitions, and new business opportunities.



### **What's the return on investment (ROI)?**

Dairyland is saving approximately a week on manual reporting tasks, and its books are closing faster, with accurate, self-refreshing data available every morning.

### **What advice does Dairyland have for a company that's evaluating Solver?**

Don't be intimidated by the demo. It really does match the reality of what Solver can do! The Dairyland team lauded the implementation as seamless and encourages taking advantage of Solver's expertise throughout the process.

