



## Solver delivers modern financial and operational data management reports as well as robust planning processes for Tramarsa S.A.

The team of Solver and Kaits Consulting, the technological partner of Trabajos Marítimos S.A. (Tramarsa S.A.), achieved a successful implementation of Solver Cloud for improved budgeting and reporting. With the help of the Solver team, they were able to rethink their financial models to feature data warehousing that combines operational and financial information, advanced custom-built reports and budget forms within the Excel interface, and a web portal that allows easy access to key reports and templates across the organization. Solver met those needs, and more, ensuring that the solution worked in an efficient manner and addressed the underlying needs of the business, not only at the time of implementation, but also as it improved its internal reporting overall.



[www.tramarsa.com.pe](http://www.tramarsa.com.pe)

### Company Profile

Tramarsa is the leader in the business of maritime and port operations in Peru, and is the only company in the market that offers the complete set of services in ship, cargo, maritime and port infrastructure nationwide.

### Industry:

Port Operator

### Country:

Peru

### ERP System:

SAP R3

Tramarsa S.A. provides services related to the maritime port area within the foreign trade logistics chain to shipping lines, cargo owners and other operators within the chain. When it came to the reporting and data management requirements of the organization, Tramarsa S.A. found a solution for its immediate and future needs with Solver Cloud.

**Challenges**

Because of the complexity of its budgeting process, Tramarsa S.A. wanted to invest in a solution that would meet the company's needs to produce quality reports efficiently without relying on its IT team to develop them. So, hand in hand with its technology partner Kaits Consulting and the Solver team, it had to find a way to streamline its analytical processes as well as its data management to facilitate access to decision-making analytics.

Tramarsa S.A. conducted an extensive search for a product that would meet its needs and that would seamlessly integrate with SAP R3, preferably on a single platform. The company found that Solver offered the best value proposition and the most comprehensive solution. With the ability of Solver's data warehouse to interface not only with the report writer, but also with SAP R3, Solver offered a cost-effective solution to satisfy this requirement.

**Solution**

"Rather than trying to build reports and input forms based solely on previous formats, a joint planning stage for the different budget and reporting templates was conducted between the Solver team, Tramarsa S.A.'s technology partner, Kaits Consulting, and us," says Karellys Aranda, Financial Control Manager at Tramarsa S.A. "By facilitating effective planning and co-creation in the early stages of the project, the results were successful, and allowed us to improve our internal reporting as we moved forward with the project."

Solver has been part of Tramarsa S.A.'s process transformation in indispensable ways, such as the availability of data in a centralized location for reporting. This modification reduced the manual reporting process, allowing leaders to focus on analyzing results, and improving metrics to support them in making better decisions when it had a greater impact.

Budgeting and forecasting forms were also implemented so that staff could enter information more regularly, allowing for better accuracy so that decision-makers within the organization could have a better view of its current financial health.

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*"The team at Solver and our technology partner, Kaits Consulting Group S.A.C., were an integral part of the success we have had with the [Solver] tool," "We have found the support of the Solver team to be invaluable for the entire implementation and go-live process".*

*~ Karellys Aranda,  
Financial Control  
Manager, Tramarsa*

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In terms of planning and reporting, Solver has helped optimize Tramarsa S.A.'s process by organizing various forms in the following manner:

- Forecast and budget forms into Operational Indicator forms for revenue by cost center, third party, metric, unit price and quantity
- Cost category forms by account, supplier, currency, unit price and quantity
- Distribution of the final value among different cost centers.

Additionally, input forms were built with both percentage and amount adjustments and a process for forecasting and budgeting unit variable costs.

"Our model revolves around our general ledger accounts but because of the metrics and particularities of our budgeting process, we needed to draw on additional detail. Solver has provided a structure that allows us to store and access data down to the level of detail that helps us track and understand our progress for planning," says Aranda.


Tramarsa S.A. has seen positive results from their data management initiatives thanks to Solver. They also expect to integrate additional data sources into the Solver data warehouse to create more reports and refine their processes.

The company now has reports and productivity metrics through the integration of workforce data, as well as operations-specific data to better understand driving costs and improve processes.

Its P&L forecast forms automate calculations and capture key data points that helps the organization better evaluate its budget and forecast against actual data.

**Summary**

Solver and the Kaits Consulting team have helped Tramarsa S.A. save time for data analysis and monthly reporting, and also allows for a structural budgeting and forecasting process. All together, this provides a more timely and up-

to-date view of key actionable items. Tramarsa S.A. has seen the value of a centralized data warehouse and a modern report writer that makes it possible to create customized reports and forms. The organization is now re-evaluating its data management and reporting practices by identifying more applications where Solver can integrate into several more departments of the organization. 

**Resources**

[Solver Product Web Page](#)

[Solver Solutions by Industry](#)