

Quick Facts

Industry

Telecommunications

Company Info

- Operating since 1996
- Annual Revenue (2007): \$55.7M
- Employees: 200
- PROPHIX Users: 10

ROI

- Decreased time spent on reforecasting from 1 year to 1 month
- Reduced time to aggregate data and distribute reports from 1 day to seconds with a click of a button

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*--Maria Virella
 Finance Director, WorldNet*



Case Study

WorldNet Telecommunications, Inc. chose to replace their Excel-based budgeting with PROPHIX for their budgeting, reforecasting, and reporting needs. With PROPHIX, they immediately standardized processes, improved communication, and performed tasks that they were not able to carry out efficiently with Excel, such as personnel planning.

Background

WorldNet is a telecommunications company that offers “one stop shopping” of “concierge” telecom and technology services, including voice services such as no zone, local and long distance services; internet services including dedicated lines and voice over internet protocol; electronic billing and telecommunications consulting.

Recognizing the Problem

Prior to using PROPHIX, WorldNet was using Excel for their budgeting needs. “It was not an efficient process and it took too long. We needed to share the information with others and distributing via e-mail was not reliable,” explains Maria Virella, Finance Director at WorldNet.

Implementing a Solution

For WorldNet, standardizing processes and making data centrally available became priority. After investigating several solutions, including Crystal Reports, they found that PROPHIX best met their needs and budget.

“Before PROPHIX, no solution had met our needs and we always ended up returning to the Excel. Finally, we saw in PROPHIX the perfect tool that molds to our business,” says Maria. “PROPHIX gave us the assurance that we could achieve all our objectives in terms of budgeting.”

The implementation process for WorldNet was performed by Fusionworks, a PROPHIX distributor in Puerto Rico. “The experience was wonderful; we created a work plan and Fusionworks followed it completely.

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Finance Director, WorldNet



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Fusionworks made sure we met deadlines. The process was actually much quicker than we expected,” explains Maria. “Their knowledge and professionalism during the implementation helped us achieve what we wanted in the solution.”

Benefits

A major benefit that WorldNet has experienced with PROPHIX has been the improvement in interdepartmental communication. Staff has become more efficient because they no longer need to send multiple e-mails to make changes to spreadsheets; users can now make changes directly. In addition, staff can easily view data at any time without having to request information from the finance department.

“With PROPHIX, data is accurate and reliable,” says Maria. “Further, reports are automatically created from this information. It used to take us one whole data to create a profit margin report for a single product; now, the whole process is instantaneous.”

PROPHIX has also helped WorldNet manage their personnel data.

“PROPHIX Personnel Planning has improved that process tremendously.

Before this, we did not have anything to manage the data. Now, all our formulas and historical data are integrated within the application,” Maria explains.

Bottom Line

“We initially wanted a robust tool that allowed molds to our needs as we grow as a company, and we definitely found that in PROPHIX,” says Maria. “Overall, PROPHIX has saved us a lot of time, especially by automatically creating reports, which has allowed us to spend more time on analyzing data.”

Future Plans

WorldNet plans to expand their performance indicators to include a range of measures that they were not able to easily assess prior to PROPHIX.

PROPHIX