

## About Cronin InSight

Cronin InSight highlights opportunities for companies to improve finance costs, increase cash flow and shorten cycle times.

Cronin InSight is pre-built to extract over 300 key business process metrics (and related action lists) from your Oracle ERP environment and provide management with a monthly business process scorecard.

## About the Metrics

### Comparison Types:

- Other companies in our database
- Trend analysis (monthly, quarterly, annual)
- Internal targets vs actuals
- Business units vs Business units

### Process Areas:

- General Accounting
- Purchase to Pay
- Customer to Cash

### Action Lists:

- The "drill down" into metrics
- Provides the detail to enable self improvement

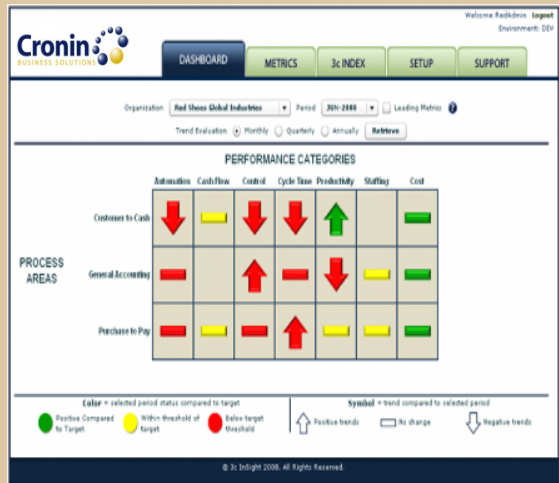
### Performance Categories:

- Cost
- Cash Flow
- Cycle Time
- Productivity
- Control
- Staffing
- Automation

## How it works

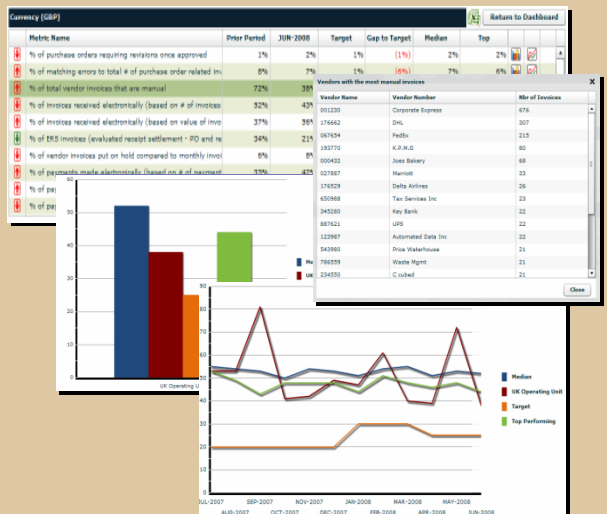
We provide a batch program that is scheduled to run monthly and extract key performance metrics from the e-Business Suite. The extracted metrics are combined with organization profile information to calculate current period and trend results.

The results are available via an on-line, hosted dashboard. **No client effort is required to extract these metrics each month.**



Two mouse clicks allow you to look at current performance, trend performance and top improvement opportunities. Information is easily exportable to excel/powerpoint.

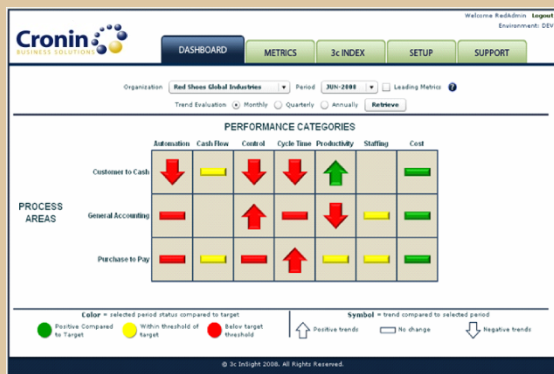
Sample Purchase to Pay Metrics	
<b>Cost</b>	<ul style="list-style-type: none"> <li>• Cost per invoice line item</li> <li>• Cost per expense report</li> <li>• Cost per invoice line</li> </ul>
<b>Cash Flow</b>	<ul style="list-style-type: none"> <li>• Weighted average payment terms</li> <li>• Weighted average days to pay</li> <li>• Vendor discounts taken/not taken</li> </ul>
<b>Productivity</b>	<ul style="list-style-type: none"> <li>• Invoice line items per AP FTE</li> <li>• Expense reports per T&amp;E FTE</li> </ul>
<b>Cycle Time</b>	<ul style="list-style-type: none"> <li>• # of days to close AP sub-ledger</li> <li>• Average time to approve an exp report</li> </ul>
<b>Control</b>	<ul style="list-style-type: none"> <li>• % of invoices requiring PO matching</li> <li>• % PO's requiring approval</li> </ul>
<b>Automation</b>	<ul style="list-style-type: none"> <li>• % of supplier invoices received electronically</li> <li>• % of payments made electronically</li> </ul>
<b>Action Lists</b>	<ul style="list-style-type: none"> <li>• Top 20 vendors with most manual invoices</li> <li>• Top 20 vendors with debit balances</li> </ul>



## Cronin InSight – Do more with less

Cronin InSight has redefined the way to measure the business value of your ERP. We have developed a unique, simple, automated way to capture internal measures and compare them to both external benchmarks and company targets on a perpetual basis.

We focus on the 3 C's representing: Improving Finance **Costs**, Increasing **Cash Flow** and Shortening **Cycle Times**.



**Our solution is:**

### Fact Based & Comparative

Have the facts and real time benchmarking data to set targets, make enlightened decisions and determine performance of the ERP engine.

### Effortless & Automated

Measure and benchmark with automated data collection – free up resources to focus on value added tasks

### Perpetual

Monthly refreshes of data enable continuous improvement

### Actionable

Our "Action Lists" provide the metric 'drill-down' to determine the root cause of poor performance

### Cost Effective

Minimal time or money investment

## Give us 5 hours – we will identify and quantify the largest value opportunities

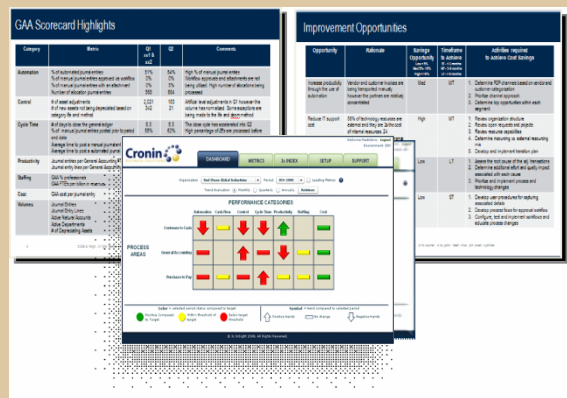
We extract up to 12 months of key performance metrics from your ERP system across:

- Purchase to Pay
- Customer to Cash
- General Accounting

### Deliverable

At the end of one week we will provide you with:

1. A scorecard for each process area
2. A list of high impact improvements
3. Access to your information in our InSight Tool for 1 month



## Get started today with 5 simple steps:

The diagnostic requires only 4 hours of IT time and 1 hour of business time.

Step	Activity	Your Time
1	Conduct planning meeting	30 minutes
2	Evaluate ERP configuration	30 minutes
3	Extract metrics	2 hours
4	Analyze and compile results	0 hours
5	Review results	1 hour

## Contact Us

For more information about Cronin InSight, please visit [www.cronininc.com](http://www.cronininc.com) or call 1.954.243.3101 to speak to a Cronin Business Solutions representative.