



## **NORDAM Leverages SAP for Financial Data Entry and Real-Time Reporting**

Presented by:

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and Reporting, The NORDAM Group

Tim Curtin, Solution Specialist, Z Option

Sherie Caldwell, Sr. Territory Manager, Excel4apps

# AGENDA

- Introductions
- NORDAM Overview
- Financial Data Entry
- Real-Time Financial Reporting
- Demonstration
- Q&A



# INTRODUCTIONS

- Z Option Friends
- Excel4apps Friends
- About Me
  - Worked with SAP for 17 years
    - BP Finance & Accounting roles for 11 years
    - American Airlines Financial Analyst for 2 years
    - NORDAM Financial Accounting Systems Specialist for 2 years
      - Project leader for GL Wand implementation, purchased in May 2013
    - NORDAM Manager of Corporate Accounting & Reporting for 2 years
      - Project leader for GLSU implementation, purchased in June 2015



# COMPANY BACKGROUND

- Founded in 1969
- Privately held aircraft component manufacturing and repair business
- Headquartered in Tulsa, OK; additional facilities in Mexico, Wales and Singapore
- Employs ~ 2,000 people worldwide
- Extended SAP deployment that started in 2006 with final division live in 2013
  - Technical upgrade from 4.7 to ECC 6.0 in May 2014





# Financial Data Entry

CRISTAL  
SCHINKE  
COINSTAR INC.

# JOURNAL ENTRY CHALLENGES

- Vast majority of entries being made manually (FB01, FB50)  
Prone to errors
- Existing in-house upload template required IT support for changes needed
  - Couldn't post to Fixed Assets, PSG fields
  - No Tax Code field
  - Error validation in SAP, only see one error at a time
  - Limit on number of lines that could be uploaded at one time
- Inconsistent process for JE approval
  - Example: paper hard copy of JEs with support given to manager for sign-off/approval; some scanned to shared drive, some filed in file cabinets



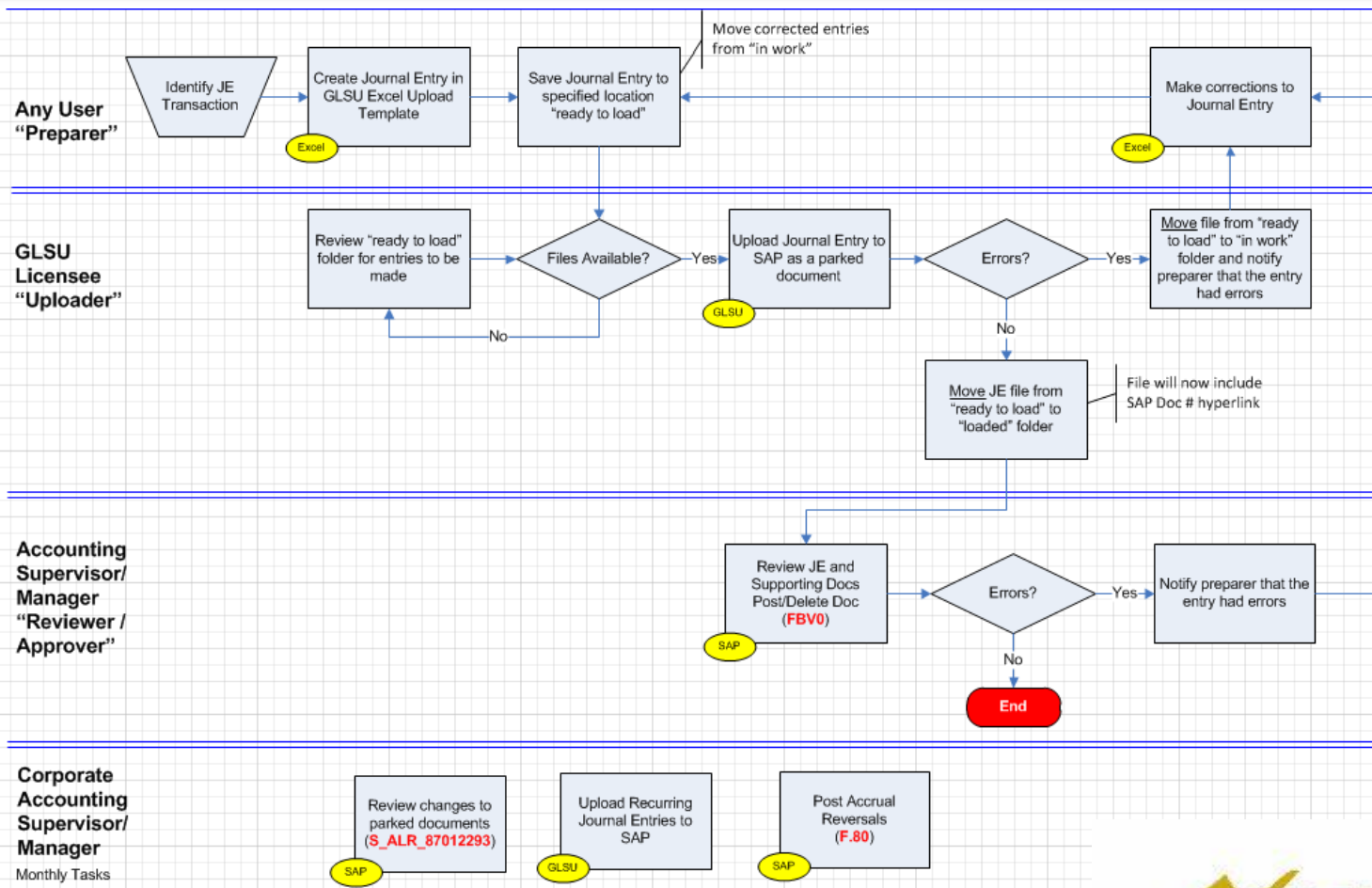
# OPTIONS CONSIDERED

- Work with IT to further develop in-house template
- Z Option – GLSU
- Innovera – Process Runner
- BlackLine

After trialing GLSU and Process Runner,  
selected Z Option – GLSU  
based on ease of use



# PROCESS IMPLEMENTED





# BENEFITS REALIZED

- Excel spreadsheet can easily be **customized by the user** through dialog boxes and pick lists
  - Delete fields not required, add new fields
  - Change the order in which fields appear
- **Pre-verification of data** before posting (checks against master data, required fields, etc.)
  - Fewer data entry errors
  - Shows all errors at one time and the location on the spreadsheet where the error is located
- Excel file and any **back-up** included in the file are uploaded and **stored in SAP** as an attachment at the time the entry is made
  - Questions significantly reduced from Auditors, access support themselves.
- Consistent **approval process** for all entries





# Real-Time Financial Reporting

# REPORTING CHALLENGES

- Multiple sources of data
- Data in BI/BW not real-time (refreshed 1x/day)
- Any updates or new requests for BI/BW reports took a long time (required IT)
- Data downloaded from SAP difficult to manage, required too much formatting
- Inconsistency across divisions, adding up the division reports may not total the consolidated amount reported for specific line items



# REPORTING REQUIREMENTS

- Single repository for all data (actual, budget, forecast)
- Standardized set of Financial Statements
- Flexibility in formatting to meet the reporting requirements at corporate and divisional levels
- Ability to mass publish reports to stakeholders
- Ability to drill-down to line item detail
- Real-time data, can't wait for data warehouse to be refreshed, especially during the month end period



# OPTIONS CONSIDERED

- Work with IT to expand BI/BW
- Work with IT to investigate Business Objects, Reporting Services, Simplement, Powerview, Powerpivot, Business Explorer
- Develop SAP Report Writer expertise in Finance
- Two Excel-based reporting tools



Quickly determined that working with IT would take longer than we wished to wait, so started trialing both Excel-based tools

- Finalized comparison of Excel-based tools and made selection based on cost, ease of use, functionality, support & references



# BENEFITS REALIZED

- **Single source of data;** Consistency in reporting across divisions (the sum of the parts equals the whole)
- Development, execution, formatting and publishing **all in Excel** (manual manipulation no longer required)
- Less time spent creating reports, **more time spent analyzing output;** Enhanced data analysis leveraging features in Excel, such as tables, pivot reports and charts
- **Simplified ad-hoc data collection/analysis;** View results directly in spreadsheets, or analyze results with enhanced drill-down capabilities directly from Excel
- **Reports available much quicker;** Users easily create, edit and publish finance reports without the assistance of IT and with very little training
- Eliminated unsupported system used for consolidations



## Existing Workbook Using GL Wand and GLSU Together

## Blank Workbook

Initialize a JE from scratch

Initialize a JE from an existing document



## Blank Workbook GL Wand Adhoc Cost Center Report

# KEY LEARNINGS

- Excel is a familiar tool for finance users
  - Journal Entries loaded directly to SAP without leaving Excel
  - Extract live SAP data directly into Excel using GL Wand
- Minimal IT support required for install of GLSU or GL Wand

# QUESTIONS AND CONNECT

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# BUSINESS CASE – GL WAND

- ROI – cost savings through efficiencies outweigh cost of implementation
  - No infrastructure investment – Excel add-in, SAP transports
  - One-time fee for licenses
  - Ongoing maintenance fee covers upgrades, enhancements
- Implementation effort is low – PC install takes 10-15 minutes, server install 30-45 minutes. Basis required to import the transport into the SAP environment.
- Intuitive wizards facilitate training. Users are already familiar with Excel.
- Access based on SAP user's existing security level



# SAMPLE NORDAM REPORT

## Cost Center Report (S\_ALR\_87013611 starting point)

Input cells



Excel Ribbon: File, Home, Insert, Page Layout, Formulas, Data, Review, View, Add-Ins, RDM (SAP), Acrobat, Excel4apps (SAP), GL Wand (SAP), GLSU											
Company Code: 1100 The NO...		FICO Object: (1) GL Account		Object Control		Discover Down		Expand Hierarchy		Tools	
C15 =GLW_Get_CCA(\$B\$3,\$B\$4,"PTD","00","A","000",\$B\$7,"N100",\$B\$1,_CCGroup,\$A15, ...)											
Cost Center	60260	CORP-Finance									
Cost Center Group	*										
Year	2015										
Period	1										
Plan Version	PB3										
Forecast Version	C01										
Cost Element	Description	Current Month Actual	Current Month Forecast	Current Month Variance to Forecast	Current Month Budget	Current Month Variance to Budget	YTD Actual	YTD Budget	YTD Variance to Budget	2015 Full Year Forecast	2015 Full Year Budget
600040	Expendables - Other	-	150.00	150.00	150.00	150.00	-	150.00	150.00	1,800.00	1,800.00
600080	Freight - Out	-	20.00	20.00	20.00	20.00	-	20.00	20.00	240.00	240.00
600110	Freight In Inventory	106.40	-	(106.40)	-	(106.40)	106.40	-	(106.40)	-	-
610030	Travel - Lodging	-	450.00	450.00	450.00	450.00	-	450.00	450.00	5,400.00	5,400.00
610040	Travel & Other-Meals	-	500.00	500.00	500.00	500.00	-	500.00	500.00	6,000.00	6,000.00
610050	Travel - Ground Exp	-	150.00	150.00	150.00	150.00	-	150.00	150.00	1,800.00	1,800.00
610055	Local Mileage	-	180.00	180.00	180.00	180.00	-	180.00	180.00	2,160.00	2,160.00
610070	Travel - Airfare	100,000.00	1,000.00	(99,000.00)	1,000.00	(99,000.00)	100,000.00	1,000.00	(99,000.00)	12,000.00	12,000.00
610080	Travel - Misc	-	25.00	25.00	25.00	25.00	-	25.00	25.00	300.00	300.00
610300	Wages - Overtime	7.40	611.00	603.60	611.00	603.60	7.40	611.00	603.60	7,248.00	7,248.00
610400	Paid Time Off	26,353.26	1,607.00	(24,746.26)	1,607.00	(24,746.26)	26,353.26	1,607.00	(24,746.26)	16,983.00	16,983.00
610600	Retirement	8,588.92	7,001.00	(1,587.92)	7,001.00	(1,587.92)	8,588.92	7,001.00	(1,587.92)	85,239.00	85,239.00
611000	Wages - Salaried	271,023.61	299,421.00	28,397.39	299,421.00	28,397.39	271,023.61	299,421.00	28,397.39	3,123,917.00	3,123,917.00
611005	Wages - Hrly Ind	2,384.37	6,385.00	4,000.63	6,385.00	4,000.63	2,384.37	6,385.00	4,000.63	130,301.00	130,301.00
611010	Workers Compensation	551.59	619.00	67.41	619.00	67.41	551.59	619.00	67.41	7,541.00	7,541.00
611020	Employee Ins Group	29,844.94	30,443.00	598.06	30,443.00	598.06	29,844.94	30,443.00	598.06	365,316.00	365,316.00

# SAMPLE NORDAM REPORT

## Income Statement

NORDAM Transparency Income Statement For the period ending: January 31, 2015 Currency: USD Budget: PB3, Forecast: C01					
	Month of January				
	Actual	Budget	Budget Variance	Forecast	Forecast Variance
<b>Net Sales</b>	2,820,818	2,754,045	66,773	2,754,045	66,773
Labor	374,803	403,681	28,878	385,777	10,974
Material	725,760	744,798	19,039	744,798	19,039
Variable Material Burden	72,144	60,891	(11,253)	60,592	(11,552)
NRE Amortization	2,145	3,386	1,241	3,386	1,241
MRAS Royalty	-	-	-	-	-
Warranty	37,500	22,500	(15,000)	22,500	(15,000)
Inventory Reserve	21,005	15,000	(6,005)	15,000	(6,005)
Variable Overhead	315,107	296,422	(18,684)	446,947	131,841
Net Unallocated COGS	-	-	-	-	-
<b>Variable Cost of Sales</b>	1,548,462	1,546,678	(1,784)	1,679,000	130,537
<b>Contribution Margin</b>	1,272,356	1,207,367	(64,989)	1,075,045	(197,310)
Fixed Material Burden	34,682	38,930	4,249	39,230	4,548
Fixed Overhead	360,352	396,242	35,890	263,621	(96,731)
<b>Fixed Cost of Sales</b>	395,033	435,172	40,139	302,851	(92,183)
Net Consumption	-	-	-	-	-
Unassigned Net Consumption	-	-	-	-	-
Variances Undistributed	-	-	-	-	-
Unabsorbed Factory Overhead	(76,425)	(0)	76,424	(0)	76,424
<b>Cost of Goods Sold</b>	1,867,071	1,981,850	114,779	1,981,850	114,779
<b>Gross Profit</b>	953,747	772,195	181,552	772,195	181,552
<i>Gross Margin</i>	33.8%	28.0%		28.0%	

# SAMPLE NORDAM REPORT

## Balance Sheet

NORDAM Transparency Balance Sheet For the period ending: January 31, 2015 Currency: USD Budget: PB3, Forecast: C01							
	Actual	Budget	Budget Variance	Forecast	Forecast Variance	Prior Month	Prior Month Variance
<b>ASSETS</b>							
Current Assets							
Cash	-	-	-	-	-	-	-
Accounts and Other Receivables, Net	4,261,361	5,160,564	(899,203)	4,368,366	(107,005)	5,410,485	(1,149,124)
Raw Materials, WIP & Finished Goods, Net	5,801,274	5,668,021	133,254	6,055,822	(254,548)	5,665,143	136,132
Non-Recurring Contract Costs, Net	256,122	272,146	(16,024)	276,194	(20,072)	275,531	(19,409)
Prepays and Other Current Assets	20,758	20,758	-	20,758	-	20,758	-
<b>Total Current Assets</b>	<b>10,339,515</b>	<b>11,121,488</b>	<b>(781,973)</b>	<b>10,721,140</b>	<b>(381,625)</b>	<b>11,371,916</b>	<b>(1,032,401)</b>
Rotable Aircraft Spare Parts, Net	-	-	-	-	-	-	-
Property, Plant & Equipment, Net	4,951,751	5,044,434	(92,683)	5,106,390	(154,639)	5,008,182	(56,430)
Investment in Subsidiaries	-	-	-	-	-	-	-
Goodwill	3,347,570	3,347,570	-	3,347,570	-	3,347,570	-
Other Assets	2,045	2,045	(0)	2,045	(0)	2,249	(204)
Long Term Assets - Deferred Tax	-	-	-	-	-	-	-
<b>TOTAL ASSETS</b>	<b>18,640,881</b>	<b>19,515,536</b>	<b>(874,656)</b>	<b>19,177,144</b>	<b>(536,263)</b>	<b>19,729,917</b>	<b>(1,089,036)</b>

# SAMPLE NORDAM REPORT

## Cash Flow Statement

NORDAM Transparency					
Statement of Cash Flows					
For the period ending: January 31, 2015					
Currency: USD					
Budget: PB3, Forecast: C01					
	Month of January				
	Actual	Budget	Budget Variance	Forecast	Forecast Variance
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>					
Net Income	509,475	308,511	200,964	268,440	241,035
Equity in Earnings of Subsidiary Less Than (in Excess) of Dividends Received	-	-	-	-	-
Depreciation and Amortization	72,958	77,016	(4,058)	79,172	(6,215)
(Gain) Loss on Disposal of Property, Plant and Equipment and Other Assets	-	-	-	-	-
(Increase) Decrease in Accounts and Other Receivables	1,341,723	335,069	1,006,654	1,127,267	214,456
(Increase) Decrease in Raw Materials, WIP & Finished Goods	(136,132)	(2,878)	(133,254)	(390,680)	254,548
(Increase) Decrease in NRE Contract Costs	17,265	-	17,265	(4,873)	22,137
(Increase) Decrease in Prepaids & Other Current Assets	-	-	-	-	-
Increase (Decrease) in Accounts Payable	(275,059)	(108,864)	(166,195)	(131,331)	(143,729)
Increase (Decrease) in Accrued Liabilities	(177,990)	(435,575)	257,585	(445,889)	267,899
Increase (Decrease) in Deferred Revenue	-	-	-	-	-
Increase (Decrease) in Income Tax Liabilities	-	-	-	-	-
<b>CASH PROVIDED BY OPERATING ACTIVITIES</b>	<b>1,352,239</b>	<b>173,278</b>	<b>1,178,961</b>	<b>502,107</b>	<b>850,132</b>



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