



# Thirdware makes the difference with Hyperion at PSA

## COMPANY

PSA's operating entities are organized into four business regions – Northeast Asia, Southeast Asia, Middle East & South Asia, and Europe. PSA is headquartered in Singapore where its flagship Singapore Terminals operates the world's largest container hub. At the heart of PSA's terminal operation capabilities are PORTNET® and CITOS®. These are real-time e-commerce and computer-integrated terminal operations systems which deliver highly reliable services tailored to meet a wide range of activities required by customers. As the "World's Port of Call", PSA's Singapore Terminals provides shippers a choice of 200 shipping lines with connections to 600 ports in 123 countries. This includes daily sailings to every major port in the world.

## BUSINESS IMPERATIVES

PSA uses Oracle Financials, as a core system to record the transactions. With its vast scale of operations, budgeting was an important exercise as a management tool to plan for its future growth and accommodate changing business environment. Following were the felt needs, based on their existing budgeting practices-

- Reduce the Budgeting Cycle time and improve process co-ordination.
- Capturing revenue and expense drivers, to enable comparison over the time and gain insights to further refine the processes.
- Assessing the manpower requirements and costs.
- Budgeting for "prime movers" for the to meet the growth.
- Facilitate Collaborative Budgeting and have a common information platform for decision making.
- Incorporate "Economic Value Added" (EVA) as a part of budgeting exercise.
- Integrated reporting system for Variance analysis as well as relating the financial and statistical data.
- Budget version control

## SOLUTION

- Provide a consistent system to prepare the Budget and provide for an efficient integration with Oracle Financials.
- Leverage a single standardized platform across the Organization

## TECHNOLOGY

- Hyperion Planning 3.5, Hyperion Essbase 6.5.4, Hyperion Analyzer, Hyperion Reports, Hyperion Application Link
- Oracle Financials

## VOICE OF CUSTOMER

With an aborted implementation by our earlier vendor, Thirdware was viewed with caution. However, its experienced team was dedicated in meeting our requirements and helping our company remodel and refine the processes to achieve the stated goals for the project. Since then Thirdware has been relied upon for our similar requirements.

## ABOUT THIRDWARE

Thirdware is a global IT services and outsourcing firm committed to helping clients utilize best of breed technologies to achieve sustainable competitive advantage. Utilizing leading edge collaboration software, Thirdware delivers an integrated suite of world class enterprise applications that are affordable, scalable and manageable.

*Study prepared by Thirdware in cooperation with PSA*

