The Product

KCI competes in a market space called CPM – Corporate Performance Management with our CONTROL® software against offerings from SAP, Oracle, IBM, and others. The space encompasses traditional activities like strategic planning, budgeting, consolidations, scenario modeling, management and statutory reporting, forecasting, and analytics. Most applications are in the finance organization but extend to marketing, sales, manufacturing, and operations as well.

Leveraging Microsoft Technologies

CONTROL's architecture embraces key Microsoft technologies. The primary user interface is in Excel – the financial analyst's tool of choice. MS SQL Server serves as the database. For visualizations and advanced analytics, CONTROL® seamlessly connects with Power BI and Analysis Services. SharePoint and Exchange are utilized for broad-scale report distribution.

The Opportunities

CONTROL® solves problems across a spectrum of industries, company sizes and geographies. Target clients typically have cumbersome networks of spreadsheets, ad hoc databases, and disparate applications. They struggle with data quality, efficiency, timeliness, transparency, maintainability, and alignment of financial and accounting processes such as forecasting, management and statutory reporting, and variance analysis. They are challenged to respond with agility particularly with complex forward-looking market planning, capacity forecasting, or detailed project estimates.

Key benefits that clinch deals are:

- Unification of processes and data across different departments in a single platform – one truth
- Dramatic improvements in consistency and credibility and auditability of financial information
- Streamlined processes, accelerated close, budget, or forecast cycles
- Lower workloads and resource requirements
- Enhanced cross-functional visibility into opportunities and problem areas
- Ability to quickly create, analyze and understand different business scenarios
- Solutions to complex problems that are not achievable through other options

Differentiators

CONTROL® has clear advantages when data volumes, user counts or complexity are high. It effortlessly handles departmental to enterprise scale with an architecture that minimizes administrative burden over multi-decade application life cycles.

The standout feature for Microsoft is the deep integration with Excel. All parts of the CONTROL® interface are accessible via an add-in that is designed to look and feel like an extension to Excel. All common features that users love are readily available on secure, managed data, and advanced features (lists, pivot tables, power pivot, conditional formats, etc.) are leveraged for the user to appreciate.

It is simple to bring CONTROL® data into Power BI and Analysis Services with all the formatting, relationships, and computations – without the need to master new technologies.

How to proceed

See WWW.KCICorp.Com, call 1-310-921-6222 or e-mail Info@KCICorp.com to learn more.