



byte  mobile

Leading network optimization software company

Industry
Software/Telecommunications

Geographies
Mountain View, California headquarters; offices in UK and Japan

Usage
Budgeting, planning, analysis

Hyperion Products
Hyperion® Planning, Hyperion® Essbase® XTD, Hyperion® Analyzer

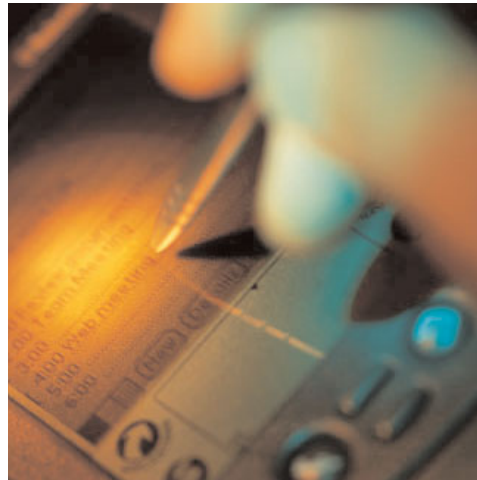
Hyperion Partner
Beacon Analytics

Implementation
All cost/profit center managers

- Benefits**
- Centrally managed, Web-based, collaborative system enhances planning and performance management processes enterprisewide
 - On-demand access to relevant, actionable information improves decision making
 - Intuitive, easy-to-use system simplifies reporting
 - Virtual close provides daily view of key performance indicators
 - Rapid implementation for fast ROI

Bytemobile Improves Financial and Operational Performance With Hyperion

Collaborative planning boosts performance visibility for wireless services provider



“Hyperion provides a collaborative planning solution that helps us understand and act on the key drivers of our business.”

Randy Stevens
Corporate Controller & Sr. Director IT
Bytemobile

Bytemobile has a dual mission. It enables deployment of high-value solutions for mobile operators, ISPs, enterprises and other service providers worldwide, offering rapid payback, impressive ROI and increased customer satisfaction. Bytemobile also helps ensure that end users have optimized access to the applications they already own over the networks they already use. To achieve this, the company creates and supplies a range of unique tools, software products and services, built on the advanced proprietary platform and algorithms of its industry-leading Macara Dynamic Optimization Technology.

Managers Demand Visibility and Collaboration From Planning Process
Bytemobile may be a young company with some 100 employees, but it manages a formidable planning and budgeting effort with widely dispersed cost centers. Handling a large budget with a cumbersome spreadsheet system created delays, inaccurate data and too much paper. However, the biggest challenge working with Microsoft Excel was that it didn't allow for collaboration. There were different templates, information was disconnected and occasionally managers in different time zones were working with inconsistent information and inaccurate metrics. The cost center management team didn't feel it had real ownership over the budget or visibility into the company's critical business drivers.

Bytemobile Calls on Hyperion Planning
Hyperion Business Performance Management answered Bytemobile's call for a scalable, Web-based, collaborative planning and analytic solution. Beacon Analytics, a Hyperion partner, worked closely with the finance group to install Hyperion® Planning and Hyperion® Analyzer to ensure a smooth implementation process. The software installation was complete in one day and the finance group was fully operational on Hyperion Planning in less than 20 days.

“Hyperion Planning is the only enterprise application I've ever implemented that was truly painless and bug free. There was no patching.”





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Hyperion Delivers On-Demand Access to Consistent, Accurate Data

The Hyperion Business Performance Management solution ensures the same reports are accessible across the enterprise. All information is online and available on demand to Bytemobile's managers anytime, anywhere, so the entire strategic and tactical planning cycle is streamlined. This global, daily view of financial and operational information provides managers with access to a wide variety of performance metrics including budget vs. actuals, sales pipeline and forecast, cash balances, customer support requests, headcount and open purchase orders. They can drill down to get the details on each of these individual performance components – essential to accurate, informed decision making.

“With Hyperion, our VPs and directors are able to view key metrics in near real-time, with detailed drill-down facilitating automated, self-service analysis. This means decision makers can make better, more timely decisions based on a current 360-degree view of our business without waiting for the books to close each month.”

Daily Virtual Close Provides Insight into Key Performance Drivers

With Hyperion® Essbase® XTD and Hyperion Analyzer, managers, directors and senior executives responsible for a cost or profit center are able to track their actuals versus budget and sales force metrics versus target on a daily basis. This daily “virtual close” allows a manager to quickly view and act on key performance indicators – instead of having to wait several days after month-end to see what happened.

“Vice presidents and managers look at a lot of nonfinancial information and metrics. With the Hyperion Business Performance Management solution, we are able to easily combine both financial and operational data and run the close on a nightly basis.”

Reaping the Benefits of an Intuitive, Easy-to-Use System

The finance team as well as VPs and other nontechnical staff agree that one of the biggest benefits of Hyperion Planning is its usability. The intuitive, spreadsheet-like user interface is very flexible, allowing managers to view changes in methodologies, calculations and department structure in midstream, globally or for selected departments.

“With the Hyperion solution, users can slice and dice information on their own. Everyone loves it.”

Hyperion Planning virtually eliminated any clerical aspect of data entry, assimilation and reporting, allowing Bytemobile to realize important resource savings almost immediately. The finance team was able to reduce one headcount allocation and cut administrative tasks, freeing staff to work on strategic activities. Hyperion Planning has also allowed the finance team to turn budgeting, planning and reporting into a self-service, dynamic activity – giving department heads throughout the enterprise complete ownership and accountability for their budgets.

“For the first time, our finance users can easily administer the application, including the creation of data entry forms, calculations and reports, eliminating the IT glass house.”