MARKETSOURCE®
An Allegis Group Company

Revenue
Private

Deployment Location
North America

Industry
Internal Staffing & Workforce Management

Products
Oracle EPBCS

Legacy Platform
N/A

ORACLE®

SC&H GROUP

https://schgroup.com

Partner Contact:
Tyson Gischel
410-403-1636
tgischel@schgroup.com

Partner Use Case Summary
SC&H Group implemented Oracle EPBCS to modernize and transform MarketSource's budgeting, planning, and reporting processes. The focus was employee-level gross margin planning for MarketSource's customer (revenue driving) projects across its 9,000 employees. EPBCS was also configured to support narrative reporting for select KPIs and metrics. The EPBCS solution in conjunction with standardized business processes was implemented in 12 weeks.

Top Customer Objectives and Challenges
- One-Stop Shop – current process is not simple. Data is sourced from too many disconnected systems and 100+ spreadsheets.
- Budgeting & Forecasting – not enough time is available for planning and analysis due to current-state systems and manual processes.
- Narrative Data Collection – this is currently a bolt on activity rather than engrained as a meaningful part of the process.
- Automation – eliminate manual data collection and reporting activities, across numerous personnel, that are being performed.

Results
- Single Source of Truth – all required close, planning and reporting activities occur in one place as part of one overall process.
- Connected Functions – alignment across actuals, budget and forecast. Created a foundation for analytics expansion.
- Simple Reporting – easier access to the right data and self service reporting tools have empowered analysts and improved analytics.
- Future Readiness – a strong reporting and analytics platform with the flexibility to support the organization as it grows.

Key Benefits Achieved

➢ Enabled the organization to generate an annual budget using standardized calculations and methodologies

➢ Decreased time required to initialize new budget and forecast iterations from days to minutes

➢ Ability to produce standardized, recurring reporting content throughout the planning cycles with narrative to explain variances.