



HYPERION HELPS HOME LENDER MANAGE SPEND AND ASSETS

“The Accelytics team helped us improve our FP&A process drastically. Through this effort, we were able to free up liquid assets and gain a confident understanding of our financial position at any point in time.”

TMX Finance is the privately held parent company of TitleMax, TitleBucks, EquityAuto Loan, and InstaLoan. The company provides collateral loans to individuals with limited access to traditional consumer financing. TMX has headquarters in Savannah, GA and Dallas, TX overseeing operations in over 1,000 stores located in 17 different states with a combined loaned receivable of over \$700 million.



INDUSTRY

Lending, Alternative Financial Services



USE CASE

Financial Planning, Budgeting and Forecasting



TECHNOLOGY

Oracle Hyperion, Cognos Reporting and SQL Queries

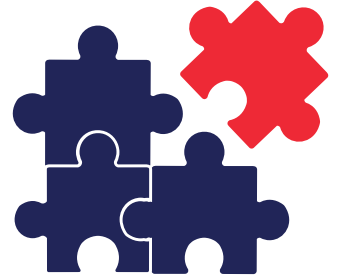
CHALLENGES

TitleMax had implemented seven different point of sale (POS) systems, which all had different data architectures and definitions. This caused a slew of data integrity issues making the data unusable and unreconcilable. As a result, basic planning functions, such as reconciling financial spend, budgeting projected spend, and planning for revenue were extremely difficult.

Additionally, the company's management focused on operationally defined metrics to run the day to day business and report internally, but the financial metrics were defined based on GAAP and other legal definitions, which caused more internal confusion and led to misalignment. To offset this, everyone planned in Excel in Silos.

SOLUTION

TMX partnered with Accelytics to improve their business processes for FP&A, define metrics and implement Oracle Hyperion as a technology enabler to execute. The Accelytics team ensured that the data was consistent and proactively managed between POS systems, existing reporting, data warehouses and the new Hyperion Essbase solution.



From a process perspective, Accelytics leveraged their proprietary Accelerated Approach to redefine TMX's financial planning and budgeting processes to maximize user's contributions, and create KPIs that could be used to not only measure performance, but be leveraged to make strategic decisions.

RESULT

TMX now has a full FP&A solution to help them better manage data, execute their budgeting process, and measure historical performance. Due to this improvement, TMX saw a 40% reduction in planning cycle time and better budget attainments for several general ledger accounts. Lastly, TMX had a more balanced spend portfolio due to the increased visibility the Oracle solution provided.



Accelytics stands for "accelerated analytics." Our team specializes in business process optimization and technology enablement within the scope of supply chain, sales performance management, and financial planning and analysis.

Accelytics leverages its Accelerated Approach methodology to help clients establish industry focused sustainable processes while using technology as a true enabler to the process.

Our experienced team delivers a broad range of services to help clients throughout their entire transnational journey. We provide solutions that include business process optimization, technology enablement and support services.

Accelytics is headquartered in Houston, TX with offices in Dallas, Denver, Minneapolis and New York. Learn more at www.accelytics.com.