

## CASE STUDY

OneStream Success Story

# Printpack





Company:  
**Printpack**

Industry:  
**Privately-Held Manufacturer  
of Flexible and Specialty  
Rigid Packaging**

Implementation Partner:  
**Finit**

## About Printpack

Founded in 1956 and headquartered in Atlanta, GA, Printpack is a privately-held manufacturer of flexible and specialty rigid packaging. Employing over 3,500 associates worldwide, the company operates 20 manufacturing facilities in the United States, Mexico and China. Printpack is one of the largest and most innovative packaging converters in the world with a long-standing reputation for providing quality products and services to top brands in a range of consumer food and non-food industries. For more information, visit [PrintPack.com](http://PrintPack.com).

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—**Clarke Hair**  
*Manager, Financial Systems*  
**PRINTPACK**

## The Challenge

Printpack had been using Oracle Hyperion Planning and Essbase for over 15 years for budgeting and management reporting and was handling financial consolidation and reporting via Excel® spreadsheets. The design of these systems carried too many risks and points of failure with data having to be moved between systems. In addition, there were multiple points of maintenance for meta data.

The big impact of this was the risk of producing inaccurate data and spending too much time on system administration.

In addition, it took the Finance team too long to produce monthly financial statements, and it was difficult to accommodate change requests from management.

In 2016, the Finance team reviewed their processes, identified the risks, and concluded they needed a better consolidation and reporting system. They also realized it would be better to have a single system to manage all CPM processes.



## Corporate Performance Management Solutions Delivered

- ✓ Financial Consolidation & Reporting
- ✓ Budgeting, Capex Planning
- ✓ Financial Data Quality
- ✓ Account Reconciliations
- ✓ Capex Planning
- ✓ Postal Service (Report Distribution)
- ✓ Cloud Deployment



## Business Challenges

- ✓ Fragmented approach to CPM was risky and maintenance-intensive
- ✓ Excel®-based consolidation was risky and inflexible
- ✓ Limited reporting and analysis capabilities
- ✓ Needed to replace Excel® and email for budgeting and planning.



## Key OneStream Benefits

- ✓ Rapid time to value
- ✓ Reduced risk and increased accuracy of budgeting and reporting
- ✓ 2.5 years projected payback
- ✓ Reduced IT dependency with OneStream Cloud

## The OneStream Solution

The company evaluated several leading corporate performance management (CPM) solutions, and within a few weeks of seeing OneStream, it became clear that it was a leading option. Printpack was impressed with the history of its founders and senior staff in relation to their work and development of other CPM applications. They were attracted to the unified CPM platform approach of OneStream, its functionality, and extensibility. Compared to some of the other potential solutions, Printpack was more impressed with OneStream's partner network, including many leading Oracle partners.

## Aligning Financial Consolidation, Reporting and Budgeting

Printpack initially implemented OneStream Cloud for consolidation and reporting of actual financial results. The solution integrates data directly from the JD Edwards GL, automates currency conversion, accommodates partial ownerships, and performs legal entity eliminations across multiple hierarchies for US GAAP, IFRS and management reporting. With the help of OneStream Consulting, the rollout was completed in four months.

Printpack then focused on converting their management reporting from Essbase to OneStream, with the help of OneStream partner Finit. This project was completed in roughly three months. Then it was on to converting their budgeting process from Hyperion Planning to OneStream. This phase was completed in roughly two months.

## Extending the Investment with the OneStream MarketPlace™

Having aligned financial consolidation, reporting, and budgeting in OneStream Printpack then extended their investment by downloading the Account Reconciliations, Capex Planning and Postal Service solutions from the OneStream MarketPlace.

Prior to using OneStream, account reconciliations had been performed manually, with little consistency across operating units. The Printpack team downloaded the Account Reconciliations solution, installed, configured, and rolled it out to their users within six weeks.

The Capex Planning solution replaces six different, massive Excel® spreadsheets that were being rolled into a consolidated worksheet. The solution will help Printpack manage the annual capital budget, and monthly forecast.

The Postal Service solution is used to automate the distribution of over 100 reporting packages to Finance and line-of-business users.

## Leveraging OneStream Cloud

Printpack elected to deploy OneStream via the Cloud, which is powered by Microsoft® Azure, with cloud services provided by OneStream. “Leveraging the OneStream Cloud has provided the Finance team with more autonomy, less reliance on IT, and eliminated the need to purchase and maintain hardware and infrastructure,” said Clarke Hair, Financial Systems Manager. “Printpack has experienced no downtime or issues, and our first upgrade was painless — performed by OneStream in two hours while the users were on lunch break.”

## OneStream Delivers a Rapid Payback at Printpack

With 150 users across the organization, OneStream’s unified platform has enabled the Printpack team to increase their productivity, eliminate the risk of producing inaccurate results, and has reduced costs. The OneStream solution is projected to yield a 2.5 year payback — with savings coming mostly in annual software maintenance and hosting costs.

“OneStream is a platform we can easily build on,” said Hair. “It has given us so much flexibility, capability and increased functionality. And we continue to expand our toolset with additional MarketPlace solutions.”

## About the Implementation Partner

In 2002, Finit’s founders created a company where people matter more than profit. They loved building solutions and working with technology but were unsatisfied with the large consulting company approach. They believed that by doing excellent work and doing it with the highest standard of integrity, they could create unmatched experiences for both clients and employees. Finit, with its unique business model of compensating consultants based on client satisfaction not billable hours, has a track record of 100% success, never having failed a project. That’s thousands of projects for hundreds of clients, including many Fortune 100 and Fortune 500 companies.

Finit empowers the CFO organization by consistently delivering value through excellent EPM/CPM solutions with integrity and with a constant focus on what is in the best interest of the client. Finit was the very first OneStream implementation partner and has implemented the largest and most complex OneStream solutions in the world.



For more information, visit [Finit.com](https://finit.com).  
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## About OneStream Software

OneStream Software provides a market-leading intelligent finance platform that reduces the complexity of financial operations. OneStream unleashes the power of finance by unifying corporate performance management (CPM) processes such as planning, financial close & consolidation, reporting and analytics through a single, extensible solution. We empower the enterprise with financial and operational insights to support faster and more informed decision-making. All in a cloud platform designed to continually evolve and scale with your organization.

OneStream’s Intelligent Finance platform can easily be extended with over 50 solutions from the OneStream MarketPlace. These downloadable solutions are fully battle-tested and optimized for the OneStream platform. They allow customers to easily extend the value of their investment to meet the changing needs of finance and operations.

### OneStream Software

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