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CASE STUDY

Larry H. Miller  
OneStream XF Success Story

Company:  
Larry H. Miller Group

Industry:  
Consumer Products,  
Financial Services

Implementation Partner:  
US-Analytics

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## Larry H. Miller

The Larry H. Miller Group of Companies began on May 1, 1979, when Larry and Gail Miller purchased their first dealership—Larry H. Miller Toyota in Murray, Utah. From that humble start, the Larry H. Miller Group of Companies has grown to employ more than 11,000 individuals at businesses located across 46 states. The areas of focus fall into five primary areas: automotive, sports and entertainment, finance and insurance, real estate, and philanthropy. For more information, visit [LHMauto.com](http://LHMauto.com).

“US-Analytics was amazing at building our solution. They worked with our team to transfer the knowledge that was needed. *If anything came up, they were on top of it. It was amazing.* There are many areas I can see that are going to be *faster for us*. I think *OneStream was the right choice* over continuing with our Hyperion solution.”

— Shelly Allred, Corporate Controller  
**LARRY H. MILLER GROUP**

## The Challenge

The Larry H. Miller Group (LHM) was using Oracle Hyperion Financial Management (HFM) as well as Financial Data Quality Management (FDM) to manage their financial close, consolidation and reporting process. After Oracle announced the end of full support for the version they were running on, LHM decided they needed to either upgrade their existing solutions or migrate to a new solution in the cloud.

Some of the drivers for considering a cloud solution included the impending end of life for HFM, the ability to offload database administration and other IT tasks to a third party, and the poor quality of Oracle support.



### Corporate Performance Management Solutions Delivered

- ✓ Financial Consolidation and Reporting
- ✓ Financial Data Quality
- ✓ OneStream XF Cloud



### Business Challenges

- ✓ Hyperion Financial Management and FDM support was running out
- ✓ Upgrading their on-premise solution was going to be expensive
- ✓ Quality of Oracle support was declining
- ✓ The system required dedicated IT resources



### Key OneStream XF Benefits

- ✓ Seven months to go-live
- ✓ Implementation was ahead of schedule and under-budget
- ✓ Streamlined financial consolidation and reporting
- ✓ Faster and easier administration
- ✓ Ability to extend the platform to address budgeting, and other needs

## The OneStream XF Solution

After evaluating their options with Oracle, LHM started evaluating OneStream and became confident in the solution based on a number of positive reference calls and by attending OneStream's Splash user conference.

Though the organization only needed a financial close, consolidation and reporting solution, they chose OneStream based on 100 percent positive customer feedback, while knowing that they could easily scale the solution to address other requirements if the need ever arose.

## Focusing on Financial Close, Consolidation, and Reporting

Having decided to deploy OneStream in the XF Cloud, the scope of the initial OneStream implementation for LHM was to replicate their HFM / FDM solution in OneStream. After evaluating several qualified implementation partners, LHM chose US-Analytics to implement their OneStream solution based on the value US-Analytics provided during the solution evaluation and selection process.

The implementation team included the corporate controller from LHM and three finance staff, along with three consultants from US-Analytics. US-Analytics completed a "lift and shift" of LHM's HFM application to OneStream. During the project, the US-Analytics team configured the LHM application with 94 entities, 33 alternative rollups, and four custom dimensions in OneStream. The team also built 10 new reports, recreating LHM's analysis reports from HFM.

"US-Analytics was amazing at building our solution. They worked with our team to transfer the knowledge that was needed. If anything came up, they were on top of it. It was amazing," said Shelly Allred, corporate controller at LHM. "Because US-Analytics was ahead of schedule and under budget, they stayed on for support, assisting with things like automating data loads and additional configuration."



## About the Implementation Partner

US-Analytics is a performance management consulting and services firm specializing in leading CPM technologies. By modernizing outdated reporting and forecasting processes, US-Analytics brings insights to your fingertips, frees up IT resources, and empowers your team to be boardroom advisers.

For over two decades, US-Analytics has helped hundreds of companies uncover a 360-degree view of their business: documenting the past with financial close reporting, understanding the present with business analytics, and seeing the future with budgeting and forecasting. By partnering with US-Analytics, you can harness the power your data holds.

For more information, visit [US-Analytics.com](http://US-Analytics.com).

## About OneStream Software

OneStream Software provides a market-leading CPM 2.0 solution, the OneStream XF SmartCPM™ platform. OneStream XF unifies and simplifies financial consolidation, planning, reporting, analytics and financial data quality for sophisticated organizations. Deployed via the cloud or on-premise, OneStream's unified platform enables organizations to modernize Finance, replace multiple legacy applications, and reduce the total cost of ownership of financial systems. OneStream unleashes Finance teams to spend less time on data integration and system maintenance – and more time focusing on driving business performance.

The OneStream XF MarketPlace features more than 50 downloadable solutions that allow customers to easily extend the value of their CPM platform to quickly meet the changing needs of finance and operations. We are driven by our mission statement that every customer must be a reference and success.

For more information, please visit OneStream Software [onestreamsoftware.com](http://onestreamsoftware.com) or on Twitter @OneStream\_Soft.

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Implementation Partner: