

## CUSTOMER STORY

# Scaling faster, smarter, and leaner: How O.R. Colan met PE standards without adding headcount

### Key results snapshot

- ✓ **Month-end efficiency:** Saved 30 hours every month by eliminating manual month-end reporting and automating previously unbuildable reports
- ✓ **Scalability without adding headcount:** Met growing reporting and forecasting requirements due to PE ownership without adding staff
- ✓ **Same-day M&A analysis:** Turned 20-30 hours of acquisition and benefit modeling work into same-day, fully modeled outputs
- ✓ **Model once, reuse forever:** The team builds templates once and manages changes centrally, reducing repetitive work and ensuring consistency

## Business challenges


As ORC has grown from over 96 million towards 200 million in revenue, and as private equity ownership raised expectations, budgeting and reporting processes could no longer scale. The existing solution had been pieced together over time, and its annual cost was set to increase significantly. The team needed a solution that could scale their growing financial planning and analysis needs, without adding unnecessary cost.

Reporting was fragmented, with actuals and budget data spread across disparate systems and unruly spreadsheets. Budget-to-actuals comparisons required slow, manual uploads and downloads, straining the team and limiting insight. Despite consistently closing the books quickly, the finance group lacked the infrastructure needed for deeper analysis and more agile reporting. Scaling the existing setup would require additional headcount, making a unified, scalable solution essential.

### Who is O.R. Colan?

O.R. Colan Associates (ORC) is a national provider of right of way and land acquisition services, supporting complex infrastructure projects across the United States. With more than 55 years of experience, ORC works with public- and private-sector clients to deliver projects efficiently and at scale.

### Applications deployed

 Prophix One FP&A Plus

### System integrations

 Deltek  
Vantagepoint >

### Implementation Partner

 Unify  
Infrastructure Management

“It took some time to set this up in the beginning, but the ROI for what I'm saving, I made it back in less than a year. And that's pretty impactful.”














Carmen Johnson, CFO,  
O.R. Colan

## Why Prophix®

Prophix provided an intuitive, scalable planning platform the team needed as reporting and forecasting demands grew under private equity ownership. Prophix One's user-friendly interface made it easy for staff to build models, adjust profit centers, and prepare for future M&A scenarios, without any coding expertise. Equally important, Prophix One enabled a smooth transition away from Excel, driving strong adoption across the team.

Prophix One's flexible import and export capabilities greatly reduced manual work in data collection and consolidation. When evaluating alternatives, the ORC team found that some competitors were far more expensive without offering comparable value. Prophix One delivered the optimal balance of capability, usability, and long-term scalability.

## The shift: Before and after Prophix One™

Before Prophix One	With Prophix One 
 Time-intensive analysis with data in disparate systems.	 A single, reliable source of truth drives all-time-high accuracy, with labor budgets nearly identical to actuals.
 Reports required manual updates each cycle and were limited in scope.	 Automated logic and global updates eliminate maintenance while delivering deeper insights on demand.
 Report creation was limited to the finance team.	 Business users generate their own reports, enabling faster, data-driven decisions across the organization.
 Cash flow reporting and forecasting took days; scenario planning wasn't worth the lift.	 Cash flow reports run in 15 minutes (96% time saved), monthly forecasts are completed in under two hours, and strategic questions can be answered instantly.
 M&A modeling required 20–30 hours in Excel.	 Same-day modeling enables leadership to assess post-acquisition impacts across headcount, benefits, and multipliers.
 Revenue-sharing and management fee allocations were manual but mission-critical for PE owners.	 Automated allocations across profit centers ensure precision, scalability, and auditability.