



CUSTOMER STORY

# Fireproof budgeting for INTOCAST

INTOCAST is a global corporation that manufactures and supplies refractory products, casting aids and metallurgical slag additives. Prophix replaced an Excel-based solution for company-wide budgeting. Today, INTOCAST benefits from a centralized and user-friendly budgeting process with a high degree of automation.

## Business challenges

Prior to implementing Prophix, INTOCAST's global budgeting process was completed using a homegrown Excel template. From the German headquarters, the budgets of the 20 individual companies had to be collected and merged manually. Since this was a time-consuming and error-prone process, INTOCAST sought out a financial performance platform.

## Why Prophix?

As part of the platform selection process, INTOCAST's finance department evaluated several financial performance management vendors before choosing Prophix. Prophix's financial performance platform impressed INTOCAST's Office of Finance with its ability to seamlessly integrate with their ERP, SYSPRO. It was also appealing to the finance team to be able to expand into further solutions areas as needed.

INTOCAST is one of the few companies worldwide that manufacture refractory materials, casting auxiliaries as well as metallurgical slag additives. Within the past two decades, the company has grown into a global enterprise through expanding its market share and making strategic acquisitions.

**Operating:** Since 1979

**Website:** [www.intocast.com](http://www.intocast.com)

**Annual Revenue:** 130 million EUR

**Employees:** 550

**ERP:** SYSPRO



## Results

Today, all participating INTOCAST employees around the world use Prophix’s platform to budget. There is a single process that captures the target figures from all 20 company locations and automatically consolidates them into a total budget, managed centrally from Germany.

Users access Prophix through a web browser and can see the names of accounts in both the local language (including German, French and Russian) and in English. Different currencies are also taken into account during the budgeting process.

Prophix’s Workflow capabilities offer considerably more comfort, security and transparency. All instances of their SYSPRO ERP, which INTOCAST operates on servers in Germany and South Africa, are connected via an automated import to the Microsoft SQL Server, which is then accessed by Prophix. Thus, no manual data import is needed and INTOCAST, for the first time ever, has a “single version of financial truth.”

## Future plans

In the future, INTOCAST plans to use Prophix for sales planning. In addition, they aspire to map the group-wide consolidation process in Prophix. Stakeholders are hoping the adoption of Prophix will provide INTOCAST with a more robust solution, eliminating the challenges they faced with Excel.

## About Prophix

Your business is evolving. And the way you plan your business activities and report on them should evolve too. To empower mid-market companies to achieve their goals, Prophix provides an integrated, cloud-based platform to the Office of Finance; one that delivers planning, budgeting, reporting, forecasting and consolidation solutions. With Prophix, finance leaders improve profitability and minimize risk and puts the focus back on what matters most – uncovering business opportunities. Prophix supports your future with AI innovations that adapts to meet your strategic realities, today and tomorrow. Over 2,500 active customers around the globe rely on Prophix to transform the way they work.



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