



CUSTOMER STORY

Empowering Operational Planning at Guardian Energy

Guardian Energy, a manufacturer of ethanol, a cornbased renewable fuel, needed to create a formalized budgeting process in collaboration with their operations department. Prophix provided Guardian with a platform that automates their financial planning processes, increasing collaboration between key operations stakeholders and enabling them to provide timely input on items that impact the budget, such as unplanned maintenance, shutdown costs, and capital improvements. This has resulted in improved decision-making and budget accuracy.

Business Challenges

Guardian Energy's primary challenge was their lack of a formal budgeting process. Their finance department would instead give a high-level 12-month projection to their financial lenders, which lacked input from external stakeholders. When evaluating Corporate Performance Management (CPM) solutions, Guardian Energy desired a holistic view of their company's operations, automation without relying on spreadsheets, and increased confidence in the data they share with stakeholders. The finance team also wanted to increase collaboration and transparency within their operations department.

Why Prophix?

Guardian Energy evaluated several different CPM solutions, including several enterprise vendors. After much analysis and discussion, Guardian determined that the similarities between Prophix's user interface and Excel would be an easy transition for their employees, increasing user adoption across the organization. Guardian's Accounting Manager also had previous experience with Prophix and was confident that they could address their concerns with minimal technical training.



Guardian Energy Management, LLC is located in Prior Lake, MN, and was formed in 2011 to engage in the business of providing management and other services to Guardian Members and other ethanol production facilities. Guardian Energy Management currently manages three ethanol facilities across the Midwest.

In Operation: Since 2011

Annual Revenue: 500 million USD

Website: www.guardiannrg.com

Employees: 150

ERP: Microsoft GP/Intellego



Results

Guardian Energy integrates Prophix with two systems - Intellego, a Microsoft Dynamics GP toolset designed for Biofuels & Process Manufacturing, and PaperSave. Guardian Energy chose a cloud deployment of Prophix as part of their companywide IT strategy. Their finance team has streamlined their business operations by integrating their revenue, budget, forecast, and financial data into a single, unified financial model.

Since implementing Prophix, Guardian Energy has transformed their approach to budgeting. Now, they assemble their budget data over a two week period, which gives their finance team the ability to analyze their data, understand trends and patterns, and compare lines of business. When asked to provide a 12-month outlook, they now have the means to provide a detailed report to their investors. With insight into budgets vs. actuals, their finance team can also better understand how their decisions impact the bottom line and reallocate funds based on this data.

With Prophix, operations leaders across Guardian's three ethanol plants have more control over their data and better visibility into how they're measuring up against projected spend. There is less dependability on the accounting department for information, as the operations team can easily drill into financial and budget data on their own, empowering them to pivot when necessary. Guardian Energy's team also relies heavily on their PaperSave integration. PaperSave is a document management software that Guardian utilizes for invoice scanning and workflow approvals. With their PaperSave integration, the finance team can investigate irregularities by drilling across to the underlying transactions, which outlines purchase details (i.e. Accounts Payable approval) and includes a hyperlink to see original PDF document. This provides full visibility and internal auditability for their operations team's expenses.

Future Plans

Guardian Energy plans to expand their metrics to include more comparisons between their ethanol plants' operational performance, which will require further integration with Intellego.

About Prophix®

Ambitious finance leaders engage with Prophix to drive progress and do their best work. Leveraging Prophix One™, a Financial Performance Platform, to improve the speed and accuracy of decision-making within a harmonized user experience, global finance teams are empowered to step into the next generation of finance with no reservation. Crush complexity, reduce uncertainty, and illuminate data with access to best-in-class automated insights and planning, budgeting, forecasting, reporting, and consolidation functionalities. Prophix is a private company, backed by Hg Capital, a leading investor in software and services businesses. More than 3,000 active customers across the globe rely on Prophix to achieve organizational success. Additional information at www.prophix.com.



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