

Case Study

Modernizing Greenbacker Capital's Investments through Comprehensive ERP and EPM Implementation

Background

Greenbacker Capital (GBC), a leader in green energy investment with \$3.7 billion in Assets Under Management (AUM), excels in connecting individual investors with income-generating renewable assets and expanding access to clean energy nationwide.

Datavail initially engaged by providing Managed Services Support for the client's Oracle Fusion ERP and Oracle EPM FCCS. Leveraging Datavail HealthBoost™, a rapid assessment service, Datavail developed a comprehensive strategic roadmap to streamline the client's business processes. This included rationalizing FCCS and implementing advanced EPM Planning and EPM Profitability & Cost Management applications, replacing inefficient Excel models with integrated solutions.

As a result, Datavail's efforts significantly enhanced budgeting, forecasting, allocation planning, profitability, and cost management.

Challenges

- **Fragmented Integration and System Performance Instability:** Operational silos and frequent runtime errors resulted in significant inefficiencies and disruptions.
- **User Experience Deficiencies and Manual Processes:** Non-intuitive systems and extensive manual tasks reduced efficiency and agility.
- **Data Management Gaps and Security Vulnerabilities:** Inadequate data handling and weak security measures compromised decision reliability and regulatory compliance.
- **Underutilized ERP and Lack of Advanced Applications:** The company did not fully leverage its ERP capabilities and had yet to implement FCCS and PCM, missing critical optimization opportunities.

Solutions

GBC initially faced significant challenges with their Oracle Fusion ERP and Oracle EPM FCC applications, previously implemented by another vendor. These systems lacked cohesion and efficiency, leading to substantial difficulties in financial planning and reporting. Datavail's targeted interventions provided a much-needed relief from these challenges, as follows:

- **FCCS Remediation:** Datavail optimized the client's FCCS application, which was previously suboptimal and cumbersome. The remediation improved usability, streamlined processes, and enhanced efficiency. This included better integration with Oracle ERP, creating a more functional and cohesive system.
- **Implementation of PCM (Profitability and Cost Management):** Datavail's implementation of PCM replaced previous manual processes with automated systems, significantly reducing tedious tasks. PCM is now used for actual and budget allocations, streamlining budgeting and forecasting processes. It allocates costs and income at site and entity levels, providing detailed financial insights and enabling more effective management.
- **Implementation of EPM Planning:** Datavail implemented EPM Planning to replace manual, Excel-based budgeting and forecasting models. This sophisticated planning application allows for detailed financial planning at project site and company entity levels, managing multiple sites and their respective financials. The implementation involved designing and establishing comprehensive budget and forecast capabilities.
- **Ongoing Support:** Datavail's comprehensive ongoing support ensures the client's applications are always in top shape. This includes proactive maintenance, regular training sessions, best practice guidance, and managing support tickets for both ERP and EPM applications.

Results

Datavail's Oracle Cloud solutions replaced legacy Excel models, driving cost savings and improved ROI, productivity, and growth. Key metrics achieved:

- **GL Process Improvement:** Streamlined processes, reducing the month-end closing time by 30%.
- **Fixed Assets Reconciliation:** Improved asset tracking and management, significantly increasing asset utilization.
- **Long-Term Reporting Strategy Development:** Provided clear visibility and actionable insights.
- **Planning and Budgeting Expansion:** Expanded budgeting capabilities, resulting in more accurate forecasts and a 35% reduction in budgeting cycle time.
- **Profitability and Cost Management Implementation:** Improved allocations for actuals reporting & for financial planning and analysis.

Datavail continues to propel the GBC's growth by enhancing project portfolio management and cash forecasting processes. This holistic implementation and ongoing support have fortified the client's position for long-term success in the green energy investment sector, ensuring scalability and operational excellence.