



Eclipse provides you the **clarity of vision** to make confident **business decisions**

Eclipse Corporate Performance Management (Eclipse CPM), moving your business and your people towards a central point of corporate and operational understanding - consolidating, analysing and reporting on your enterprise data.

A well designed Performance Management system supports effective, fact-driven decision-making and links the strategy of the organisation with Key Performance Indicators (KPIs) that drive the day-to-day operations of your front-line staff.

Eclipse CPM's project experience includes:

- Data warehousing development
- Reporting and analytic solution development
- Financial management solution development (consolidation, budgeting, planning and forecasting)
- Development of data management/BI strategies
- Data governance strategies
- Competency Centres (internal BI/DW development centres of excellence).

We apply our proven methodologies to:

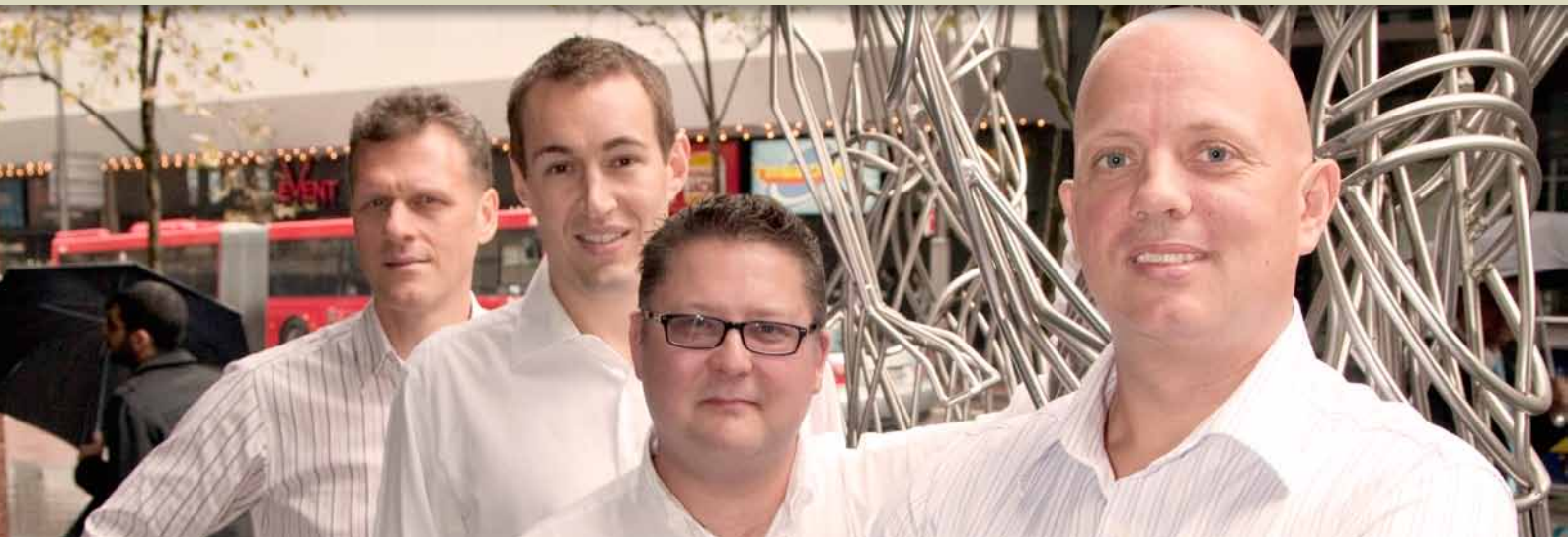
- Uncover business drivers and develop metrics frameworks that link their strategies to operational actions
- Set goals through budgeting and forecasting
- Make certain that the metrics used to drive decisions are relevant by ensuring cause and effects are well understood.

We have a level of technical depth and understanding that comes from strong involvement across the major providers of Business Intelligence.

Our focus is on IBM Cognos and Microsoft-based solutions.

We design specialist data warehousing/data integration that leverages these vendor's tools primarily on SQL Server or Oracle database platforms.

We deliver using a combination of intelligent solutions, trusted technologies, thorough project methodologies, and old-fashioned service.



Our Team

Great technology can revolutionise your business – but it's the people who make it all come together.

The Eclipse CPM practice is one of the largest specialist performance management and business intelligence practices in Australia. With approximately 150 clients, Eclipse CPM's staff have worked across Industry and Government in Australia and New Zealand in areas that cover the broad scope of Performance Management.

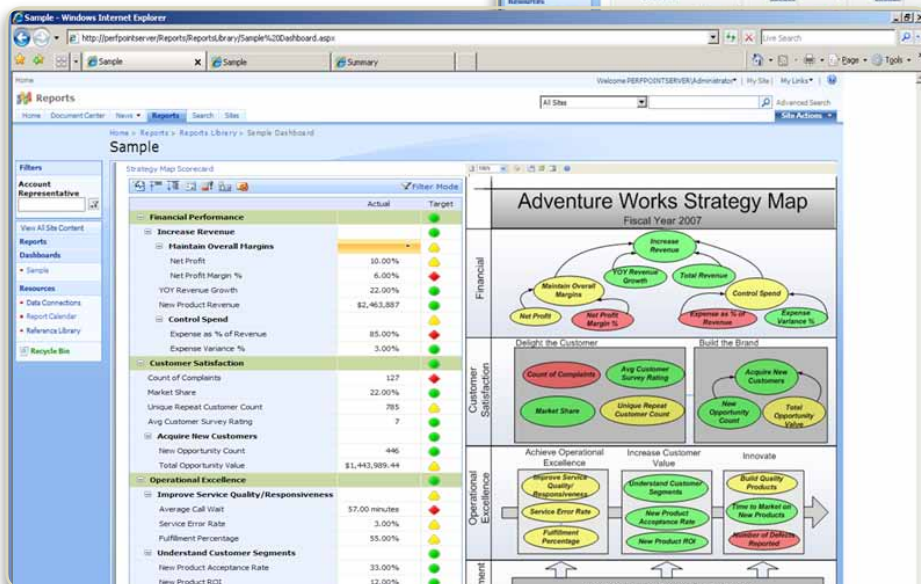
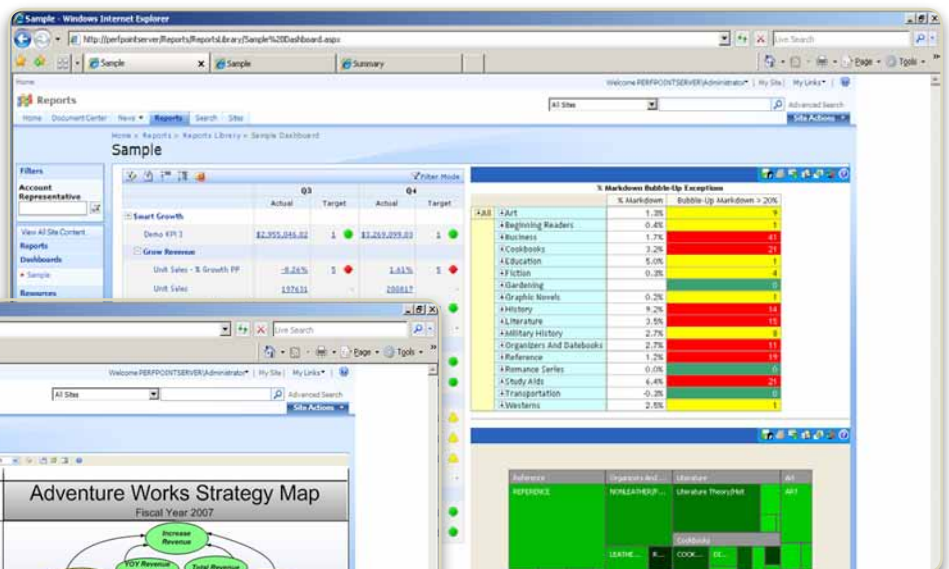
Our Eclipse CPM Team objective is to provide your business with systems and processes that deliver information that is:

1. Relevant
2. Timely
3. Actionable
4. Trusted.

To achieve this, our team brings together talented, business consultants with years of experience in finance, business and IT-based solution delivery, and combines this with a focus on delivering old-fashioned customer service. Our work with clients ranges from consulting on one-off problems to delivering and implementing complete end-to-end solutions, knowledge transfer and on-going support.

We're here for the journey. It is our combination of business understanding, implementation expertise and quality software that will reduce much of your project risk and ensure the right approach to meeting your project objectives.

Adding the old-fashioned service to the intelligent solutions – that's the Eclipse difference.



◀ Traffic Light Dashboard

A sample "Traffic Light" Dashboard with links to a Strategy Map.

▲ Multi Chart Dashboard

Multiple chart types can be incorporated into a single dashboard with varying levels of detail.

Our Intelligent Solutions

Business Intelligence

Business intelligence is a key to helping organisations run more effectively.

We focus on identifying the factors that drive business value and how information can be managed to ensure those factors work as effectively as possible in line with corporate objectives.

We look at financial, operational, competitor and marketplace information as a basis for defining an end-to-end BI solution that delivers the right information to the right people at the right time.

Within the Business Intelligence (BI) area we are able to offer specialised experience in:

- Reporting and Analytics
- Management and Statutory Reporting
- Corporate KPI Dash boarding
- Multi-Dimensional Analysis
- Strategic Metrics Management
- Business Intelligence and Enterprise Planning Integration
- Business Intelligence Competency Centre (BICC) Establishment
- Business Intelligence Audits.

Financial Management

Governance, Risk and Compliance are the watchwords of today.

Many organisations are still working from stand-alone, MS Excel spreadsheets. Replacing these inherently risky processes with Consolidation and Budgeting, Planning and Forecasting tools is essential in order to streamline financial processes, guarantee auditability, manage risk, and importantly, to free up your Finance Team to undertake value-add analysis activities rather than data collection and manipulation.

Our TM1-based solutions will provide:

- Financial consolidation and reporting capability;
- Budgeting, planning and forecasting capability; and,
- Financial modelling and scenario analysis capability.

TM1 is a recognised market leader. It is a powerful and flexible tool, typically managed by the Finance Team with minimal requirement for IT support (outside of infrastructure provision).

TM1 can deliver across your incumbent ERP solution or integrated as part of your new implementation project.

Data Warehousing

The data warehouse is the foundation for Business Intelligence.

Our consultants understand the practical requirements for designing and managing the data infrastructure needed to support effective Performance Management and BI solutions.

Our philosophy and approach to data warehousing and the methodologies we use to design and deliver them are focused on quality and metadata management issues, developing data integration and data warehousing solutions that best meet your organisation's requirements.

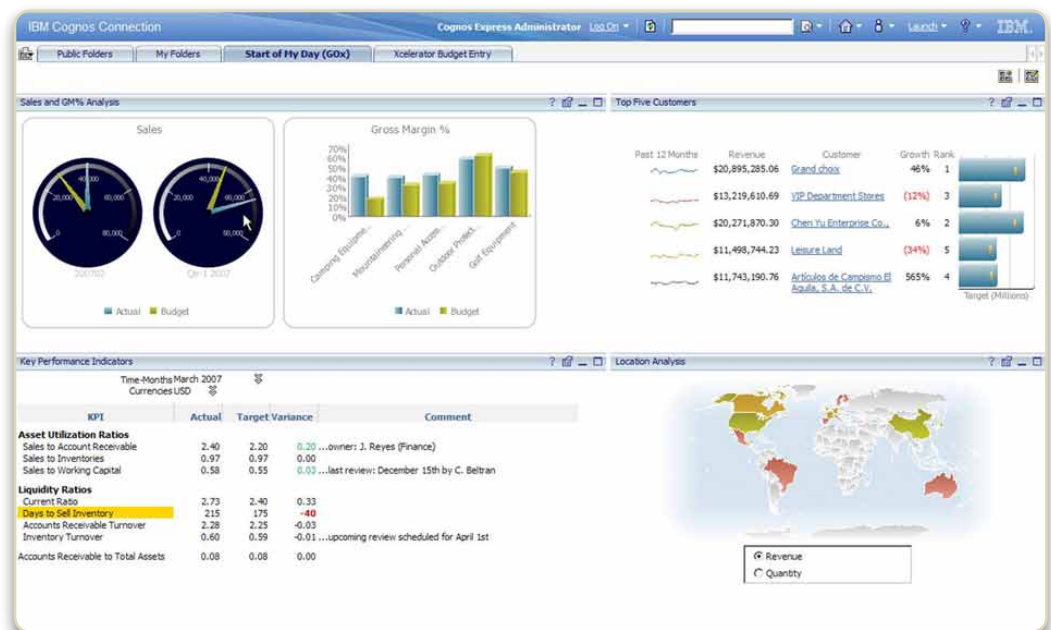
Our services include:

- Data warehousing
- Data integration
- Data architecture
- Data modelling
- Data profiling and data quality
- Metadata management
- Data migration and conversion

Our methodologies are aligned with the Kimball Lifecycle and Philosophy, chosen for its ability to deliver robust, adaptable and cost-effective business-focused solutions.

▼ Display Multiple Systems and Chart by Location

As well as displaying the information from several integrated systems, it's also possible to chart geographical data on map charts.



Focus on Quality Projects

Project Planning

Before you implement your BI or CPM project, we will have worked with you to determine a clear project framework that is closely aligned with your business strategy, operational and organisational goals.

Our projects deliver more than just a toolset, we offer a range of professional services to ensure this is not just another IT project, but a continuous process to deliver better information and to drive better business decisions.

The first step is to speak to the Eclipse CPM team and establish where you want to go and how we can help you get there.

Experienced Project Management

The success of an IT project relies on the strength of its governance and project management. We provide project managers with extensive experience across all kinds of projects, from top-level Federal Government critical systems to private enterprise management tools.

Eclipse CPM project managers use well-proven project management methodologies to make sure all our projects:

- Stay focussed on business outcomes and support their business case
- Provide the level of reporting and control that you need
- Stay on time and on budget.

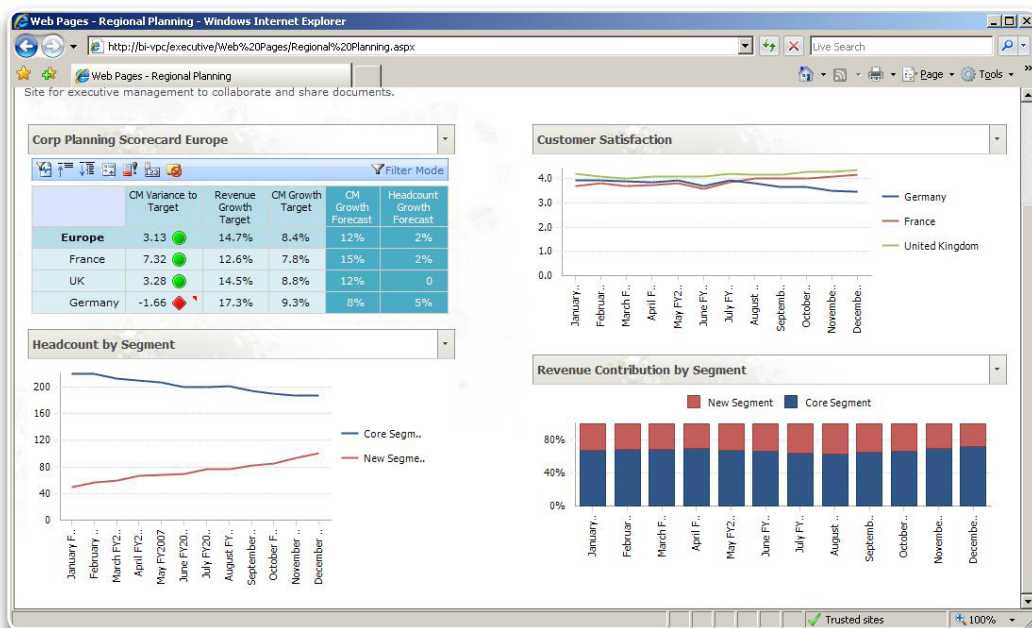
Quality accreditation

The Eclipse CPM team protects the value of your software investment by proactively and methodically managing quality.

We are certified to ISO 9001:2008 for the provision of professional services relating to the planning, design, development, implementation and on-going support of software solutions that address the broad range of management and financial requirements of enterprise-class organisations.



ISO 9001:2008
FS 552042



◀ **KPI Dashboard**
Major KPIs can be displayed on a single screen.

Trusted Technologies

When implementing new capability into your business, it must be built on reputable, trusted technologies and software products that complement your existing infrastructure. The Eclipse CPM team use market-leading technologies to ensure our solutions are compatible with your existing infrastructure and are future proofed.

The Eclipse CPM team has a wide range of experience in many tools and technologies. We implement the most appropriate tools for your business need and to fit in with your infrastructure.



IBM Cognos® Business Intelligence

IBM Cognos® 8 Business Intelligence (BI) and performance management solutions deliver world-leading enterprise planning, consolidation, and BI software and support to help companies plan, understand and manage financial and operational performance. IBM Cognos 8 Business Intelligence delivers the complete range of BI capabilities: Reporting, Analysis, Dashboarding and Scorecards on a single, service-oriented architecture (SOA). Author, share and use reports that draw on data across all enterprise sources for better business decisions. Over 23,000 customers in more than 135 countries around the world choose IBM Cognos solutions.

IBM Cognos® TM1

IBM Cognos® TM1 is enterprise planning software that provides a complete, dynamic environment for developing timely, reliable and personalised forecasts and budgets. Rapidly analyse data and model business requirements for your entire organisation and use the results to budget and forecast with confidence for better business outcomes. More than budgeting and forecasting software, Cognos TM1 is a complete enterprise planning solution.

IBM Cognos TM1 supports a full range of business requirements from high-performance, real-time financial analytics, such as for customer and product profitability, and flexible modelling, to enterprise-wide contribution from all business units. In addition, it facilitates use of planning best practices such as driver-based and rolling forecasting.



Microsoft

Microsoft business intelligence expands the reach of your investments in the Microsoft tools you already own. Leverage the strength of SQL Server, SharePoint and Office to drive more informed and more effective decision-making. Build powerful, end-to-end data warehousing and business intelligence solutions on a single integrated platform.



ZAP BI

Tailored to the needs of small to medium enterprises, ZAP provides fast and easy to implement Business Intelligence (BI). Zap BI comes integrated out-of-the-box with a range of Microsoft Dynamics solutions. Fully web-based and user friendly, Zap provides a huge range of reports, dashboards, scorecards and analytics to give your organisation a competitive edge. Zap BI will quickly become one of the most used and relied-upon tools in your company.



Our Old-fashioned Service

On-Going Support Services

To help sustain the performance of your applications, Eclipse CPM can provide the following support services:

- **Maintain:** We look at maintaining the system in its current configuration so that it continues to run efficiently, with all uploads and reports taking place as required.
- **Tune:** As the system grows or environments change, we manage the process so that applications continue to run with the greatest possible efficiency, taking advantage of any load balancing or resource constraints.
- **Upgrade:** We highlight any changes in the BI/DW application suite (or upgrades to the current product set) that can deliver enhanced capability or greater efficiency, and manage their integration into the current production environment so the transition is as seamless as possible.
- **Enhance:** We meet the changing demands of the user community through continuous refinement of the application to meet evolving business needs or timeframes.
- **Manage:** We provide system management to minimise downtime, mitigate conflicts with other resource requirements and resolve any outstanding support queries or upgrade and enhancement issues.

Support requirements will vary between clients, sites and applications. We can create a Support Plan tailored to your needs, including services such as; site administration, installation control, and application maintenance with options for onsite personnel, remote access, hosted and blended solutions.

Eclipse People

The Eclipse CPM team delivers market leading, quality CPM and BI solutions built on trusted technology using the best, quality accredited methodologies available. We call these our intelligent solutions.

Our team is excited by your business problem.

We have brought together some of the most talented, Australian-based business consultants who thrive on developing real-world solutions to information management problems.

At Eclipse CPM you will notice the difference.

It's our people. We're problem solvers, we do things differently. We're not standard IT consultants.

When you have Eclipse CPM people working with you, technology is the enabler; it is our people who deliver the real difference.

Delivering intelligent solutions with old-fashioned service.

Benefits of a Successful CPM & BI Strategy

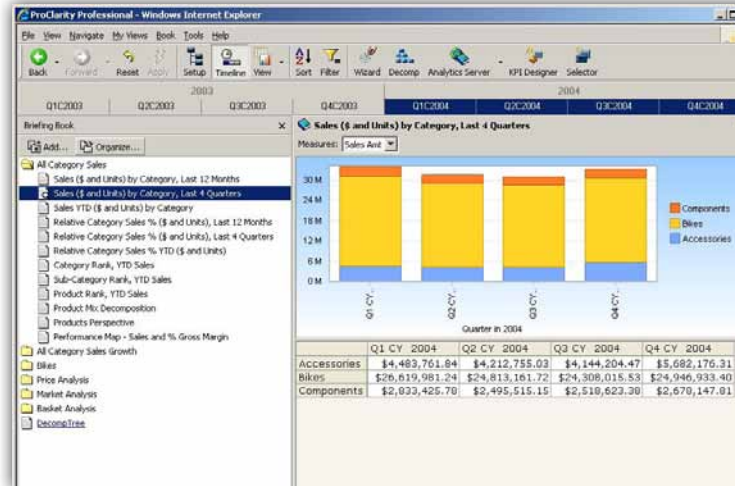
- Improve your management and accountability of overall corporate performance, translating and aligning strategies to identifiable actions to ensure strategy execution
- Provide transparency across business objectives, KPIs, measures, people and projects
- Reduce reliance on multiple IT systems
- Allow stakeholders to monitor, analyse, and plan performance management activities
- Leverage existing IT investments such as ERP systems to integrate strategic information and business intelligence across the organisation
- Provide a platform to define, build, distribute and interactively control budgets and forecasts
- Unlock real-time information for businesses to measure performance and highlight variances against targets.

Our Projects

Energy

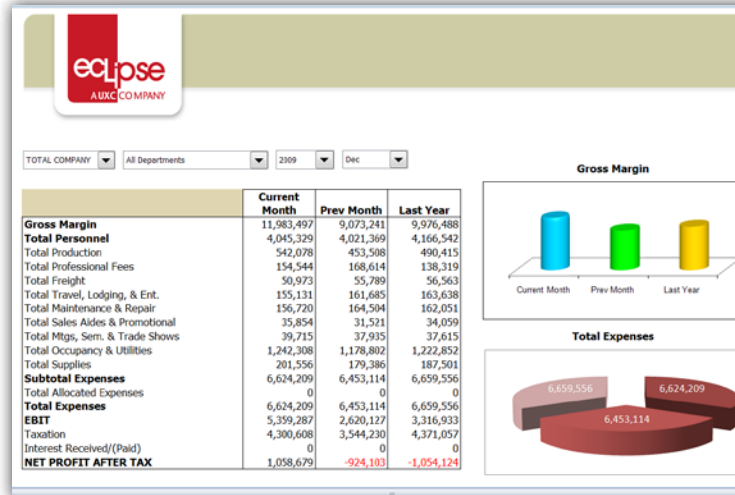
Eclipse CPM were engaged by a major Energy sector organisation to develop a Data Warehousing Strategy to provide the foundation to support effect investment in BI capability across the enterprise. This strategy and the implementation roadmap it drives recognises the need to deliver benefits to the business in a rapid, incremental manner.

From the roadmap developed, we are designing and building a number of dimensionally-conformed data marts covering the key areas of Asset Management (including Fleet and Streetlight), HR and the first release a data mart covering a number of key maintenance processes. These data marts have been designed to easily incorporate new business processes and an enterprise-wide view of information by leveraging common business dimensions to improve data governance and provide the business with more effective self-service reporting and analytics.



Engineering Project Delivery

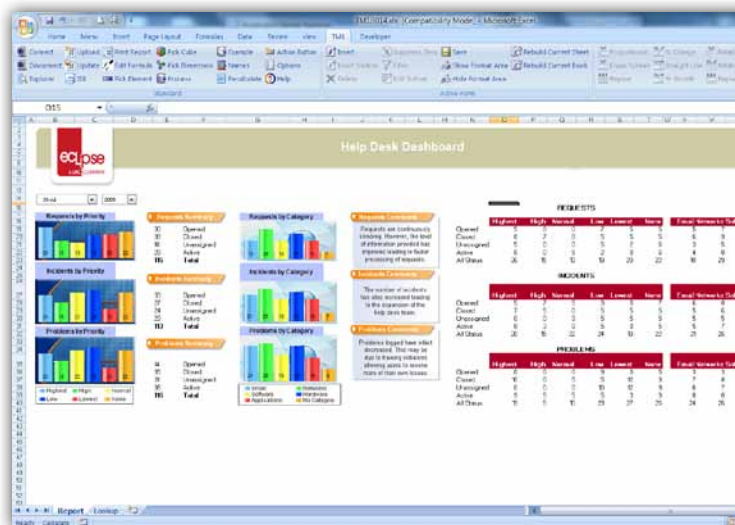
Eclipse CPM implemented a reporting web portal solution for an international engineering projects firm, addressing a pressing need to provide up-to-date financial and KPI performance data to its managers around the globe. This enabled them to proactively monitor and manage their business by delivering high quality, well presented data from multiple locations in near to real time.



Health Services

Eclipse CPM were engaged by a health support services organisation to build a comprehensive, user friendly set of dashboards and reports focused on managing the payment of creditors within agreed timeframes (less than 45 days). This was a high priority project addressing serious public concerns over the ability to manage finances and creditor payments effectively.

Eclipse CPM provided a customised reporting web portal solution enabling near real-time display of creditor payments and outstandings.



Publishing

A leading book publisher in Australia with multiple brands and a vast array of titles had a requirement to forward plan budgets, at a detailed title level, a year in advance. This led to the need for a robust Budgeting and Planning Solution to replace the existing legacy stock management database, Access database and Excel spreadsheets. TM1 was already deployed but was only being used for month-end reporting.

Eclipse CPM removed the access database, that was previously being used to compile the budgets and plans, utilising a combined TM1 planning model with Excel 2007 for the company's Budgeting and Forecasting. This allows the company to plan, in a detailed manner, for all its upcoming new releases as well as apply consistent business rules across all its divisions.

▲ (Above, Above Centre and Top) Sample dashboards showing a variety of charting options

What our customers say...

“ Eclipse’s key differentiators included its support, consulting skills, depth of expertise and consulting base in all the key geographic areas. ”

Bill Rue, Chief Information Officer, **HASELL**

“ Given our size now, we wanted someone who had implemented big companies before, understood multi-currency and multi-site requirements. Eclipse definitely had the experience and a can-do attitude. ”

Rebecca Barry, Senior Financial Accountant, **Resolute Mining Limited**

“ I am impressed by how Eclipse can react to our needs. ”

Consultants show a solid grasp of our requirements and sometimes appear to be working from within, rather than as an external provider to the business.

Paul Reining, Group Financial Controller, **JB Hi-Fi Limited**

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