

# CASE STUDY:

## Microsoft Excel Automation Isuzu North America



**Isuzu Motors**, established in 1916, has the longest history of any Japanese car manufacturer. In their process of building Isuzu into the strong presence it is today, the company consistently focused on "creation without compromise". Today, Isuzu is a global leader in commercial vehicles and diesel engines with their products in over 100 countries.

### 1 COMPANY SNAPSHOT

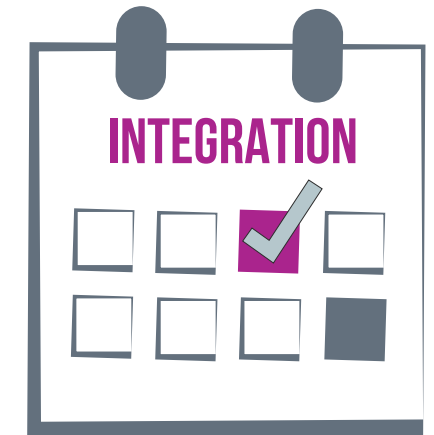
Customer Since : 2010  
Users : 20  
ERP System : SAP ECC 6.0

### 2 SITUATION & STRATEGY

Previously, the Isuzu accounting team was running reports from a server with a manual distribution process. It involved using printed reports and rekeying the information into Microsoft® Excel. They didn't have the ability to develop flexible, ad-hoc financial reporting because their current server-based reports were not dynamic. They found that they still desired a complementary Microsoft® Excel-based product that could allow users to create and modify dynamic reports within Excel. This led them to the realization that Excel-based reporting was the route they needed to pursue to attain the highest level of efficiency for their financials, budgets and planning.

### 3 RESULTS

Three-day Implementation and Training for intuitive products



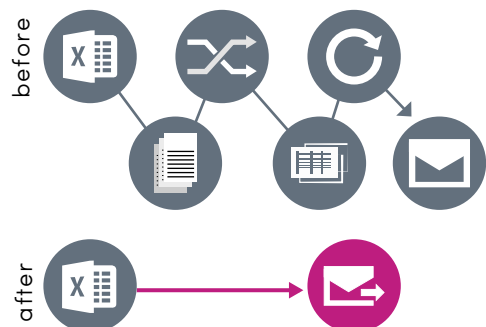
"Spreadsheet Server allows us to do a **one-pass distribution** for all the companies, all the call centers, [and] was able to deliver those reports in a **timely fashion**."

*Jon VanderMaarl*  
Corporate Planning Manager  
Isuzu North America

### 4 WHAT ISUZU HAS TO SAY

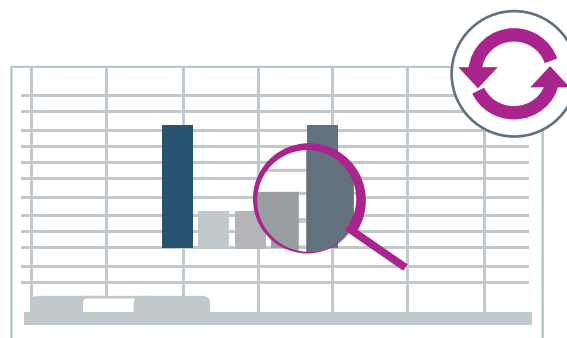
### 5 RESULTS

From multi-step manual process to automated one-step process



### 6 RESULTS

Increased accuracy and flexibility for on-the-fly reporting



**Spreadsheet Server** converts Excel into a tightly integrated analytical tool for any ERP system. Users can leverage the strength of their spreadsheets with seamless dynamic integration to their information, along with powerful drill-down capability to the lowest level of detail. It allows users to build a range of reports from simple ad hoc workbooks to complex dashboard-type views of critical business data.

**Distribution Manager** automates the distribution of reports from Excel.

### 8 IN A NUTSHELL

Isuzu North America saw improvement in their reporting capabilities immediately. Using Spreadsheet Server for use with SAP, Isuzu is able to get detailed and summary reports sent to executive management by period, cost center at a summary level with drill-down, so executives no longer have to re-write reports. Spreadsheet Server also accelerated the distribution process, allowing the accounting team to send those detailed and summary reports to managers and executives via email.

### 7 PLATFORMS FOR SUCCESS