

# CASE STUDY:

## Microsoft Excel Automation HUNTER FAN COMPANY



Hunter Fan founders, John and James Hunter, began creating water-driven ceiling fans in 1886. Soon after they developed the electric fan, their products were being shipped around the world, including distant areas of the globe such as Africa, India and the Far East. Today, the Hunter products encompass the original 19th-century craftsmanship, along with 21st-century design and innovation, creating state-of-the-art style, performance and quality. As the demand for home comfort products has grown, Hunter has accommodated the market by launching the production of air purifiers, humidifiers, thermostats, portable fans and decorative bathroom ventilation fans.

**1** **COMPANY SNAPSHOT**  
Customer Since : 2005  
Users : 10  
ERP System : JD Edwards

"I was extremely impressed after seeing an online demo of Spreadsheet Server - there is nothing else on the market like this!"

Matt Biddinger  
Division Controller  
Hunter Fan Company

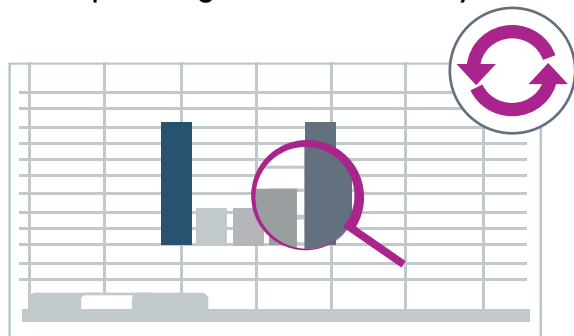
**2** **SITUATION & STRATEGY**  
Hunter Fan's growth over the past century led company executives to insist that the finance department comply with Sarbanes-Oxley in regards to the generation of financial reports. To ensure compliance, they knew they needed to find a Microsoft® Excel automation application that would eliminate all intermediate steps between JD Edwards® and their reports. Once executives were introduced to Microsoft® Excel-based Spreadsheet Server for use with JD Edwards®, they were unanimously sold.

**3** **RESULTS**  
Implementation and Training completed within hours for intuitive, user-friendly products



### WHAT HUNTER FAN HAS TO SAY

**5** **RESULTS**  
Business has improved with the new ability to manage reports, budgets, and spending more accurately



Automation saves Hunter Fan hundred of hours a year

**4** **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**  
To ensure a seamless transition for Hunter's investors and management team, it was absolutely necessary for the new report formats to precisely match their original reports, and within hours of uploading the application, their Finance department was formatting these customized reports. The Excel-based Spreadsheet Server application now drives everything that the accounting team does, from their entire reporting finance package, to monthly department reports.

**6** **RESULTS** **7** **PLATFORMS FOR SUCCESS**