

# SPREADSHEET AUTOMATION SOLUTIONS

## Solo Cup Company Case Study

**“Spreadsheet Server for use with Oracle®** relieves any burden associated with **financial reporting** in Microsoft® Excel. It’s unique abilities **exceed our expectations** every day!”



### USER QUICK FACTS

Fortune 1000 Company

**Customer since:** 2007

**User Deployment:** 100

**ERP System:** Oracle®

**Global Products:**

- Spreadsheet Server
- Distribution Manager

*“When it comes to spreadsheet automation in the Oracle space, there is only one address that meets the needs of our users. Whether it’s pure application functionality, streamlining spreadsheet processes or it’s unrivaled customer support professionals, Global Software is that address for the Solo Cup Company.”*

Ken Paras  
Director, Corporate Accounting  
Solo Cup Company  
Chicago, IL US

### Introduction

Solo Cup Company is a \$1.8 billion enterprise exclusively focused on the manufacture of single-use products used to serve food and beverages for the consumer/retail, food service and international markets. The company utilizes Oracle® E-Business Suite as a relational database in addition to enterprise performance management. Solo Cup was referred to Global Software, UK Ltd. after expressing that they struggled to access, modify, and export data from their Oracle application into Microsoft® Excel. Solo Cup also desired a more familiar interface to conduct daily financial reporting and analysis, such as retrieving information for balance sheets, income statements and cash flow management more efficiently. Global’s Spreadsheet Server and Distribution Manager were a perfect fit for all of this and more.

### Situation & Strategy

Solo Cup Company was established in 1936 and has a global presence with facilities in Europe and The Americas. The company remains committed to its core values of customer service and product excellence. Solo has broad product offerings available in paper, plastic, foam, post-consumer recycled content and annually renewable materials, and creates brand name products under the Solo®, Sweetheart® and Bare™ by Solo® names. The company is based in Highland Park, Illinois, US. Due to the global nature of their business, they needed effective tools that would be instrumental in streamlining daily and month-end activities, while significantly reducing processing time within their spreadsheet environment.

Prior to selecting Global’s solutions, Solo Cup had difficulty with several of their financial reporting functions. One of their requirements was to drill-down to the sub ledger in a dynamic Microsoft Excel environment. Before deploying Spreadsheet Server they could view a balance, but were unable to examine individual invoices that contributed to it. They also wanted to achieve a higher level of conducting cash flow analysis, enabling them to examine critical components of their business such as accounts receivable, inventory, and accounts payable quickly and dynamically.

### Results

Immediately following the textbook installation of Global’s spreadsheet automation solutions, Solo Cup Company has been so impressed with the improvement and results of their reporting and analysis capabilities that they made the decision to deploy the products internationally starting with their corporate offices in Mexico. They particularly fell in love Spreadsheet Server and Distribution Manager due to the fact that when modifying one report, other linked reports are automatically updated. They also value the de facto standard Microsoft Excel interface, because of its intuitive nature the educational curve is hours and days, not weeks or months.

## Spreadsheet Automation Tools Utilized by Solo Cup



Spreadsheet Server is a Microsoft® Excel add-in that allows users to access 'live' data within Excel, while maintaining the ability to drill down to supporting details. Leverage the familiarity of Microsoft Excel as a reporting and analysis tool while providing up-to-the-minute dynamic data. Users of Spreadsheet Server can simply open a spreadsheet and watch the balances of their spreadsheet populate with dynamic financial balances. The unique drill down capability takes the tool to a new level of detail by allowing individual transactions to be monitored.



Distribution Manager automates the delivery of key business information to your critical users. Eliminate unnecessary printing, copying and e-mail attachments. Empower your users with a tool that delivers this business-critical information in an easy efficient manner. Benefits include automated, full delivery of reports and files through e-mail, printing, and archiving, unlimited file attachments of all types, ability to define key variables available to all spreadsheets, ability to provide custom parameters to spreadsheets prior to re-calculating, and much more.

*Global Software, UK Ltd. supports more than 4,000 customers in 39 countries across a variety of ERP platforms. Global is a proud partner of the Oracle user community.*



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