

South African Institute of Professional Accountants  
**Nationwide Accounting Organization gets “PowerAnalytics Results”**

**“PowerAnalytics is open and user-friendly...  
it’s a great tool for financial accountants in any industry.”**

**Benefits derived from  
SAIPA’s PowerAnalytics  
solution:**

Speed to solution:

“With PowerAnalytics,  
productivity has increased  
as well as the quality of  
information and reports.”

Real-time responsiveness to  
top management’s reporting  
needs:

“I can now report to the  
finance committee and other  
role players within the institute  
on a month-to-month basis  
about financial results and  
whether allocated budgets are  
being utilized efficiently.”

Quick access to the data they  
need:

“I’m quite impressed.  
PowerAnalytics gives me  
access to various departments  
and various projects’ financial  
results.”

Financial data should provide the basis for informed strategic decisions, but too often it prevents firms from planning for ongoing success. The problem is that sorting through and consolidating vast amounts of data—or maybe even not so vast amounts!—is often troublesome and time-consuming. Project cost data needs to be accounted for, budgeted expenses need to be compared to actual expenses, and so on. This might sound simple enough, but in reality it is something that most companies have no good solution for...apart from dumping lots of data into Excel. That is the state of affairs even for associations of professional accountants.

SAIPA, the South African Institute of Professional Accountants, found itself in just such a predicament. With a membership of nearly 8,000 professional accountants, it almost goes without saying that SAIPA knows what accountants and finance professionals need. Yet, even their staff was looking to address requirements for financial reporting and budgeting. Ultimately, they found their solution in PowerAnalytics for SAP® Business One. Now, says Harshud Keshav, Finance and Administration Executive at SAIPA, “with PowerAnalytics, productivity has increased as well as the quality of information and reports. I can now report to the finance committee and other role players within the institute on a month-to-month basis about financial results and whether allocated budgets are being utilized efficiently.”



Several months beforehand, SAIPA implemented SAP® Business One with the SAP Reseller Partner SMB Solutions. Although their SAP systems were working properly, SAIPA still needed to improve their reporting on membership statistics, for example, monitoring Continued Professional Development programs offered to members on a year-to-year basis. The organization needed to analyze monthly financial results, as well as compare budget variances. Their key challenges were developing statistics on the profit and loss for each department and reporting in accordance with their organizational structure and cost accounting across separate departments.

SMB recommended that SAIPA try PowerAnalytics, knowing that it had certified integration with SAP® Business One and that PowerAnalytics can provide the advanced reporting capability that SAIPA needed. They discovered that PowerAnalytics immediately minimized the time required to produce reports, significantly improving staff efficiency in the process. Keshav states, “I’m quite impressed. PowerAnalytics gives me access to various departments and various projects’ financial results.”

“Once the financial industry knows about it,  
I believe that it will take South Africa by storm.”



Price was one important factor in SAIPA's search because it is a not-for-profit organization, which meant that high-ticket financial and business process software was out of the question. However, SAIPA chose PowerAnalytics not only for cost, but also on the basis of the product's rich functionality and security capabilities. The way Keshav sees it, SAIPA has indeed achieved impressive cost savings and SAIPA staff appreciate the fact that PARIS has met SAIPA's requirements for exceptional service delivery.

As Keshav observes, "PowerAnalytics is not just for small organizations; even the listed companies on the Johannesburg Stock Exchange could certainly utilize the product. From an auditing background perspective, I consider it a great tool for financial accountants in any industry."

SAIPA intends to expand its use of PowerAnalytics to utilize more of the product's many capabilities. And he is intent on spreading the good word about the product because of its potential to solve common problems for so many businesses: "I will definitely recommend PowerAnalytics to my colleagues and business partners in the accounting profession. People seem to be quite interested in it, and once the financial industry knows about it, I believe that it will take South Africa by storm."

## Harshud Keshav on PowerAnalytics:

"I will definitely recommend PowerAnalytics to my colleagues and business partners in the accounting profession."

"PowerAnalytics is not just for small organizations; even the listed companies on the Johannesburg Stock Exchange could certainly utilize the product."

"Once the financial industry knows about it, I believe that it will take South Africa by storm."

### About PARIS Technologies International, Inc.

PARIS Technologies International, Inc., Doylestown, Pennsylvania USA, is an intelligent solutions technology leader, featuring advanced, intuitive and cost-effective OLAP and Business Intelligence technologies. PARIS's solutions allow users to plan, analyze and report—online, via Microsoft Excel and the Web—from enterprise and external data for business-critical relationships and insight. For more information: [www.paristech.com](http://www.paristech.com).

### About SAP

SAP is the world's leading provider of business software\*. Today, more than 43,400 customers in more than 120 countries run SAP® applications—from distinct solutions addressing the needs of small businesses and midsize companies to suite offerings for global organizations. Powered by the SAP NetWeaver® technology platform to drive innovation and enable business change, SAP software helps enterprises of all sizes around the world improve customer relationships, enhance partner collaboration and create efficiencies across their supply chains and business operations. SAP solution portfolios support the unique business processes of more than 25 industries, including high tech, retail, financial services, healthcare and the public sector. With subsidiaries in more than 50 countries, the company is listed on several exchanges, including the Frankfurt stock exchange and NYSE under the symbol "SAP." For more information: [www.sap.com](http://www.sap.com).

### About SMB Solutions

As one of the largest accredited SAP® Business One partners in Africa, SMB Solutions is singularly focused on helping smaller and midsize businesses and subsidiaries of larger enterprises establish business environments capable of providing the necessary perspective and information that empowers decision makers, managers and supervisors to make the best business development investment decisions, stabilize, maximize and grow their businesses and be in effective and proactive control of their businesses. For more information: [www.mysmb.co.za](http://www.mysmb.co.za) or please contact 086 11 00 SMB or [mike@mysmb.co.za](mailto:mike@mysmb.co.za)

### To learn more about SAIPA please see [www.saipa.co.za](http://www.saipa.co.za)

PowerOLAP is a registered trademark of PARIS Technologies, Inc. All other names or products referenced herein may be trademarks of their respective holders.

©2009 PARIS Technologies, Inc. All rights reserved.

Go to [www.paristech.com](http://www.paristech.com)  
for more information and to  
view a demo or call us at  
**+1.215.340.2890**

PARIS Technologies  
International, Inc.  
200 Hyde Park  
Doylestown, PA 18902  
[www.paristech.com](http://www.paristech.com)  
[info@paristech.com](mailto:info@paristech.com)  
**+1.215.340.2890**