

# QueBIT®

Formerly Applied Analytix, Inc.

CUSTOMER SUCCESS STORY  
Wireless Technologies

## LitePoint Corporation

Think Faster with Flexible Budgeting and Reporting

LitePoint was founded in 2000 to design, develop, market and support wireless test solutions for developers and marketers of branded wireless products and consumer electronics manufacturers. The company has a world-wide presence, with overseas locations in Denmark, China, Taiwan and Israel. Their motto is Think Fast - Test Faster, and with their new Budgeting and Reporting system, the Finance team is now about to think faster, as well.

### Addressing the Problem

The wireless market space is a continually changing arena, with new products being introduced by a multitude of manufacturers, and old products being discontinued just as rapidly. Keith Bisbee, LitePoint's Director of FP&A, knew he needed a more flexible approach to forecasting to keep up with the demands of this fast-paced industry. "Our budget process was spreadsheet-based. One person did all of the work and there was little forecasting done, simply because there was no time," says Bisbee. His ERP platform was not capable of the quick ad-hoc analysis needed to monitor expenses, drill into the details, and get quick answers to questions posed by management and operations executives.

### Why IBM Cognos Express?

Bisbee had used Cognos Express Xcelerator at previous organizations and was very familiar with the flexibility and power of this analytical engine. The dynamic nature of Cognos Express's calculations and on-the-fly analytics capabilities had helped his previous Finance teams keep a close watch on any metrics that were out of line with the norm. Keith had become accustomed to providing quick answers to his management team, and to departmental operations managers, and needed that same speed and flexibility at LitePoint.

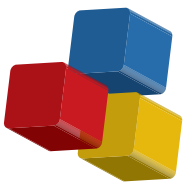


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LitePoint's multinational presence was also a major consideration in the decision to implement Cognos Express. "We wanted to be able to streamline analytics and look at operations in both base currency and USD," stated Bisbee. Managing different views of the data across multiple currencies was an important requirement that made Cognos Express's dynamic calculation engine a perfect fit.

### The Implementation

Working closely with the LitePoint Finance team, QueBIT built a detailed forecasting system that looks at every aspect of the business. Operating expense forecasts can be built up from line-item detail, including commentary to provide needed explanations. Headcount-related expenses are managed easily with a streamlined approach to enter and review staff by person for each area of the business. Capital expenditure forecasts drive the appropriate depreciation and asset forecasts.

LitePoint has also gained the ability to:

- Accommodate detailed budgeting at all levels of the business.
- Integrate actuals and forecasts for trending and variance analysis.
- Report results in multiple currencies across companies and locations.

Every new product implementation has its own unique challenges, and LitePoint's was no exception. During the Cognos Express implementation, the company was also in the middle of an internal audit. Their existing ERP platform was not able to generate reports by Business

Unit, which was an auditor requirement. Working together, LitePoint and QueBIT fleshed out the requirements for this model enhancement and delivered it in time for the audit.

### QueBIT Delivers Results

Bisbee and his Finance team are extremely satisfied with the benefits that the Cognos Express implementation has generated. "Prior to CX, we had to run multiple reports in order to get a clear picture of things. Now I can run a real-time report that displays the P&L Statement across the entire company; look at our current margins; look at the AR-to-Cash conversion; and look at Inventory," says Bisbee. At QueBIT, our primary goal is to empower our customers to manage their new robust and efficient analytical platform on a day-to-day basis after the implementation is complete. Bisbee concurs, saying, "It has to be a partnership. This is not like dropping off a package and the vendor walks away. With QueBIT I have the confidence that if I call with a question, I will get a prompt response, and I can always rely on them to consider my overall needs when discussing the right solution."

#### ABOUT LITEPOINT

**LitePoint is focused on delivering the most technologically advanced wireless testing solutions. They are a leading provider of production line test equipment for wireless products including smart phones, tablets and WiFi-enabled PCs. LitePoint solutions have optimized and verified the operation of more than one billion wireless devices worldwide.**

### ABOUT QueBIT Consulting

Since 2002, QueBIT has been driven to help organizations to improve their ability to make intelligent decisions that create value. Astute decision makers learn from the past in order to manage the present, predict the future and take prescriptive actions. This is why we're resolute in our commitment to excellence in business analytics strategy and implementation.

**For more information about our services, please call us at 1-800-QUEBIT1 or email [contact@quebit.com](mailto:contact@quebit.com)**