

Marathon's Finance Team Wins with Adaptive Planning

Introduction

Founded in 1993, Marathon Technologies, Inc (Marathon) is the only provider of fault-tolerant, automated, high availability and disaster recovery software for physical and virtual servers. Marathons everRun software prevents outages and data loss – without IT intervention – in Microsoft Windows Server and Citrix XenServer infrastructures. Marathon is a privately held, venture-backed corporation based in Littleton, MA and offices worldwide.

The Challenges

In the fall of 2008, Marathon's new CFO, Dan Sullivan, was looking for prepare a budget for the new fiscal year but didn't have much time to put something together. The former CFO had developed a complex Excel based budget model which Dan felt concerned about modifying to reflect the new business model. After surveying the market for reasonably priced BPM applications, Dan selected Adaptive Planning and its turnkey implementation program; however, he was concerned about having a local source if problems arose or he or his staff needed training to transition the application support.

To resolve this issue, Dan chose FACTS to work with the assigned Adaptive Planning developer to advise on architectural implementation issues, on site development and training.



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Solution

Through Bob's extensive product knowledge as an early VAR partner of Adaptive Planning, he provided design guidance so the model could easily support incorporation of actual financials using the company's Great Plains application. In addition, Bob worked with the Corporate Controller and staff to develop the systemic processes and loadsheets to load and product the monthly financial statements and analysis.

Outcome

Due to Bob's efforts, Dan and his team were quickly able to prepare their fiscal budget and provide support for additional funding. With to his onsite, "line of sight" development orientation, Marathon has fully transition to self support.

FACTS Top Qualities: Great Results, Personable, Good Value

"I used Bob to help implement a Budget software package. He is very knowledgeable on the package and was very instrumental in our ability to get the package up and running in a very short period of time. He focuses on the issues and resolves them in a very timely and professional manner. I highly recommend Bob if you are planning to implement the Adaptive Planning Software Package."

Dan Sullivan, CFO, Marathon Technologies, Inc.

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FACTS

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