

NORTH QUEENSLAND BULK PORTS

swaps spreadsheets for rolling forecasts
and long-term planning



AT A GLANCE

Company

North Queensland Bulk
Ports Corporation

Industry

Maritime Services

Location

North Queensland

Solution

Board All-In-One
Corporate Performance
Management and BI
Platform

Function

Budgeting, Forecasting
and Analysis

Key Points

- North Queensland Bulk Ports Corporation moves from spreadsheet-driven budgeting to collaborative, scalable BOARD solution
- BOARD used to manage an asset base worth half a billion dollars
- Budget preparation time slashed from five months to one month
- Rolling monthly forecasts and 10-year long-term planning introduced for the first time



The Company

North Queensland Bulk Ports Corporation is one of Australia's largest port authorities. By tonnage, more than half of Queensland's trade passes through its ports at Hay Point, Mackay, Abbot Point and Weipa. The corporation's facilities play a vital role in Australia's import and export success.

Challenges

Five years ago, North Queensland Bulk Ports Corporation's budgeting and forecasting processes were stretched to the limit. Its Excel-based spreadsheet software could no longer handle the volume or complexity of data needed to support day-to-day activities. Managing budgeting and forecasting processes dominated the finance team's schedule, leaving little time for providing quality business support. In addition, it was almost impossible to manage or forecast growth.

To maintain a high level of performance, the business needed to upgrade its budgeting and forecasting software. Management saw this as an opportunity to also strengthen data integrity, improve collaboration and introduce rolling forecasts.

It was decided that the new solution should:

- Replace Excel spreadsheets with a digital alternative
- Support North Queensland Bulk Ports Corporation's diverse operations across multiple sites
- Be scalable and grow with the business
- Provide budgeting variances across key drivers, incorporating a variety of commodities and key suppliers
- Allow for rolling forecasts and long-term planning

The Solution

Working with Professional Advantage, North Queensland Bulk Ports Corporation replaced its spreadsheet-based processes with the BOARD budgeting and forecasting solution. The corporation selected Professional Advantage for its consulting expertise and strong record, delivering successful enterprise-level CPM solutions.

BOARD handles all aspects of its budgeting, forecasting and analysis. In addition to replacing budgeting and forecasting spreadsheets, BOARD has eliminated the need for large file directories containing spreadsheet

versions. There is now one, holistic source of truth for all budgeting and finance data. Data structures and hierarchies are directly transformed from ERP without maintenance.

The solution also features new copy, import, forecast, export and cash flow processes, which are more accurate, efficient and user-friendly.

North Queensland Bulk Ports Corporation selected BOARD based on:

- Positive reviews from industry analysts, such as Gartner
- A proven record of success with customers in Australia and overseas
- Its user-friendly interface
- Seamless integration with all major Microsoft Office applications
- Its flexibility – management can easily modify the software to account for organisational changes
- Ability to meet multiple reporting and regulatory needs concurrently
- Ability to report and examine performance from all levels of the business

Professional Advantage completed the project in less than three months – just in time for the start of the next budget cycle.

"I've learned a lot through this project. Implementation was quick. It only took about three months. It was delivered on time as promised and has achieved our business objectives."

Santosh Mathew
Reporting Manager,
North Queensland Bulk Ports Corporation

Future Plans

North Queensland Bulk Ports Corporation plans to use BOARD to further simplify budgeting, forecasting and planning processes.



"As our business evolves and aligns to market conditions, information requests for analytical analysis has changed focus. Initially, our requirements were quite complex, but the organisation has matured since then, which provides an opportunity to simplify many of the processes. One of the key reasons for choosing BOARD was the fact that the platform can change with the organisation relatively easily and without incurring a lot of cost."

Santosh Mathew
Reporting Manager
North Queensland Bulk Ports Corporation

RESULTS



More accurate budgets



Rapid adoption by business users



Faster, more informed commercial decision-making



Eliminated cumbersome, inaccurate budget spreadsheets



BOARD trusted to manage an asset base worth half a billion dollars



Time taken to prepare annual budgets slashed from five months to one month



Data is no longer locked up in spreadsheets, improving collaboration and knowledge sharing across sites



Rolling monthly forecasts help managers quickly identify variances and adapt strategies to respond to changing circumstances





Enabling *High Performance* Workplaces

ABOUT PROFESSIONAL ADVANTAGE

Professional Advantage is one of Australia's most awarded solutions providers, with over 20 years experience in helping organisations improve their business systems through industry leading software solutions. Our 250-strong team in 6 offices across Australia and internationally has successfully worked with over 1000 organisations.

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