



## CUSTOMER CASE STUDY

# America's oldest CAT dealer benefits from new Financials

**When CODA was chosen as the finance system for Caterpillar's dealer network globally, Yancey Bros. decided it could benefit from the process improvements and cost savings the system could deliver. It has now completed the implementation project, on time and on budget, and is seeing the benefits of the latest systems, integrated finance and automated processes.**

Yancey Bros. Co. is recognized as America's oldest Caterpillar equipment dealer and has been serving customers across the State of Georgia since 1914. Still family-owned and run, Yancey is one of the largest dealers, with a 2007 turnover of \$1 billion. It currently operates from five distinct divisions with facilities in 23 Georgia communities (Albany, Augusta, Austell, Bloomingdale, Brunswick, Calhoun, Columbus, Conley, Cumming, Dacula, Dublin, Gainesville, Jefferson, Kennesaw, Macon, Milner, Resaca, Savannah, Statesboro, Valdosta, Washington and Waycross) and a single out-of-state facility in Alabaster, Alabama.

### The chosen finance package for CAT dealers worldwide

In an effort to reduce costs to dealers, Caterpillar announced that they were re-packaging the DBSi product offering - the global CAT dealer system which manages all business transactions relating to sales, parts, warranty and service. This would include just the DBS "core" product, with a choice of either CODA as the finance package or no financial package at all, leaving it up to the dealer to choose a system. Yancey decided to take advantage of the cost reductions being offered by CODA.

According to Kim Parker, Credit Manager and CODA conversion team member at Yancey, "CODA was the finance system offered by CAT to replace SAP. They had already completed numerous projects of a similar nature with other CAT dealers, and the necessary integration with our main CAT system was already built in. We also liked the browser-based interface that CODA offers and the capabilities of its XL reporting tool. Since Caterpillar had already converted several dealers before us, most of the issues related to conversion had already been addressed. We focused on duplicating our reporting and processes when necessary and improving them if we could. One of our biggest issues was time management. The project team was working on a full-time systems project, while having to manage their day jobs at the same time."

### Real-time reporting


CAT has simplified the conversion project by developing templates and processes for migrating transaction data from the SAP system into CODA's Financials system. Yancey accounts for six separate legal entities in a single system and users are now able to capture the information required for reporting across all companies using only three elements in the CODA system's chart of accounts. Cognos reporting software is also integrated so that Yancey's finance team can generate detailed reports relating to the performance of the business, daily or as required.

In addition, CODA's XL reporting tool enables Yancey to use a common template to capture cash deposits at local stores. This is saving a lot of time and effort as this process was previously entirely paper based. XL has been developed extensively for financial data input and reporting, and with the introduction of a read only portal for management, real-time financials are recorded and can be viewed and maintained from a single location.

Commenting on XL, Ms. Parker said: "From an accounting standpoint, XL is a real time saver. It's been more efficient for browsing details in the general ledger. We created a workbook that managers throughout the company have access to and it has been well received. It not only helps other managers to quickly look up information, but it has cut down on the number of enquiries that the finance department receives. Allocating matchable accounts is also quicker, as long as there are no variances that need to be written off and information in the various fields are entered consistently."

### Greater clarity of cash position

'Cash in Transit' processes have also been greatly improved since the introduction of the new systems. "We have introduced a 'Cash in Transit' method of bank reconciliation which provides us with much greater



clarity of our cash position at any given time,” says Ms. Parker. “With the assistance of CODA we set up a process of importing bank activity each day which feeds cash and ‘Cash in Transit’ accounts for accounts payable (A/P) checks, payroll checks, lockbox, and miscellaneous transactions. These entries are offset by other processes like our A/P check run, and matched through automated matching routines. This makes our bank reconciliations much more efficient.”

### Automated Clearing House for check management

The introduction of an Automated Clearing House (ACH) has helped Yancey to reduce the costs associated with making payments and issuing checks. “We save about \$1.40 per payment issued, which is significant given the number of checks issued each month. Account information on all our suppliers is maintained electronically and payments, once authorized, are made automatically and the detail updated in the CODA system,” explains Ms. Parker. “Payment remittance information is sent automatically via email from CODA’s e-Pay utility, rather than post as it was before. In addition, we are outsourcing the printing of checks so the entire payment process has been simplified.

“Our biggest savings in A/P have been generated through the reliability of duplicate invoice checking. We could not rely on our previous system to stop A/P invoices from being entered more than once so we would have to manually review payments prior to sending checks out. CODA ensures that invoices cannot be entered more than once so we no longer have to do this and we are saving around 20 hours a week related to processing payments.”

Overall, Yancey Bros. is very happy with its new systems set-up and has further plans to enhance support for business processes in the future. The main benefits have been delivered by having easily-integrated systems that are simple to use and easy to train users on. It meant that the implementation project wasn’t too arduous and that the business could ensure the continuation of smooth business operations throughout. The systems are intuitive and provide a reliable real-time picture of business performance company-wide.

### About CODA

CODA is the choice for finance professionals who need business software and services they can count on.

We provide award-winning solutions that help organizations to streamline and automate their finance processes (from accounting and procurement to reporting and analysis) and to achieve better compliance and corporate governance. CODA applications work seamlessly with each other or independently and they integrate with other leading operational systems to maximise the return on your broader IT investment too. And our products are all underpinned by expert consultancy, training and support services, delivered by teams of experienced accountants, business analysts and technology specialists.

Founded in the UK in 1979, the CODA Group now employs around 600 and has offices around the world to deliver easy, local access to sales, service and support. Around 2600 medium and large organizations, across all sectors, use CODA solutions to control costs, drive performance and ensure compliance, while remaining agile and responsive.

CODA is part of Unit 4 Agresso NV. Headquartered in the Netherlands, the group provides business software solutions to its customers internationally.

[www.coda.com](http://www.coda.com)

