

American Alarm and Communications, Inc.

Budgeting and Reporting Customer Profile



www.americanalarm.com

Quick Facts

- Industry: Electronic Security and Fire Warning Systems Services
- Operating since 1971
- Annual Revenue: <\$30 million
- Employees: 140
- General Ledger: Dice
- Based in Arlington, MA
- Applications: Budgeting, Reporting

Background

American Alarm and Communications, Inc. is nationally recognized as an innovative leader in the security industry. American Alarm offers a complete range of home security systems and business security systems, including burglar alarm, fire alarm, carbon monoxide monitor, remote video monitoring, video surveillance systems with digital video recording, access control systems, and alarm monitoring.

Challenges

American Alarm previously relied on spreadsheets for budgeting and reporting, which involved many cumbersome, manual tasks. Each branch and department manager would provide spreadsheet budgets, including Lisa Davis, Accounting Manager, who would provide the corporate personnel budget after receiving all the headcounts. All data would be consolidated manually and then go through several revisions by management. Considering the numerous spreadsheet files, the consolidation and revision process would take over one month. American Alarm was ready to move away from spreadsheets and implement a solution for the next budget cycle. “In the short term, we were mainly looking for a tool to assist us with budgeting and financial statements. In the long term, we wanted to extend the use of this solution to forecasting,” says Lisa.

Why PROPHIX

Along with PROPHIX, Lisa evaluated other solutions, including one she previously used at another company. However, convinced

by the ease of use and flexibility of PROPHIX, American Alarm made the decision to implement the Express solution offered by PROPHIX. *“I really liked the Excel look and feel, and the product setup seemed straightforward compared to other solutions,” explains Lisa.*

Key Benefits

Implementation and training was completed in only three days—all accounts set up, historical and budget data imported, personnel planning implemented, and standard and custom reports created. American Alarm’s solution also entails multiple hierarchical structures for their reporting accounts. Certain accounts roll up differently than their natural structure to ease report creation and customization.

American Alarm immediately began budgeting with PROPHIX for the next fiscal year and realized key time savings. All the manual tasks became automated, and with a direct connection to their Dice general ledger, data imports were effortless.

In addition to simplifying their budgeting tasks, American Alarm has improved their reporting process with the easy report creation and automated e-mail report distribution. Lisa says, “We’re thrilled with what PROPHIX reporting offers. This has saved us considerable time and effort compared to our Excel-based reporting. We plan on extending these reporting capabilities to the rest of our users, which would improve our processes even further.”