

# Como Oil and Propane Company

## Revenue Planning Customer Profile



**COMO**  
OIL & PROPANE

Delivering a lot more than fuel.

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

### Quick Facts

- Industry: Energy
- Operating since 1946
- Employees: 115
- General Ledger: Great Plains, ADD Systems
- Based in Duluth, Minnesota
- Applications: Revenue Planning

### Background

In 1946, the Como Oil and Propane Company (Como Oil) opened for business in northern Minnesota with a truck, a handful of customers and a commitment to customer satisfaction. Through the years, the business grew and their products developed. Today, with nine local offices throughout the region, Como Oil & Propane is the fastest-growing supplier of energy products and services in the Northland.

### Challenges

Como Oil was primarily utilizing MS Excel for revenue planning prior to implementing PROPHIX. Given the intricacy of revenue planning, a single change made to a key revenue driver would require numerous line items changes; a tedious process for a simple adjustment. “After our roll-up, one gallon item needed to be changed; we had to change sales dollars, cost of goods sold, fuel surcharges, hazmat fees, etc. for every single change,” explains Joe Stariha, SVP/CFO, Como Oil & Propane. “Plus, when operations would tell me to take 50,000 gallons off the budget and spread it out evenly through the year based on current demand, it was a nightmare. What would take hours in Excel is now taking me minutes because of the integration within PROPHIX.”

### Why PROPHIX

Given that weather, specifically temperature changes, is the primary driver affecting demand for energy, the constant fluctuations dramatically alter actual revenue results. Como Oil required monthly variance reports comparing actual to budget results to ensure planning was on track and adjustments could be made in a timely manner. PROPHIX’s capability to integrate

financial statements and external systems allowed for adjustments to be made and results to be reviewed.

Como Oil quickly understood the advantages of using PROPHIX for applications other than pure operational budgets within the first few months of using PROPHIX. The multi-functional aspects of PROPHIX allowed Como Oil to conduct operational budgeting and planning while also creating detailed revenue plans that helped to manage resources more effectively and plan down to the class level of product.

### Key Benefits

Critical sales information is now available to key stakeholders with a click of the button. “Every day we can see our three main sales categories, where we are at, and how it will affect gross margin. This information is not only invaluable and critical from an operations standpoint but also from a forecasting and planning one,” says Joe. Plant managers, the VP of Operations, and the CFO can now review sales information on a daily basis. Benchmarking and variance analysis has become a streamlined, routine process at Como Oil.

Como Oil has also realized the benefits of the inherent OLAP technology within PROPHIX. Data and information is analyzed from multiple viewpoints allowing stakeholders to view information based on divisions, product classes, account structure, planning versions and various time periods. Joe describes, “The slice and dice capability of OLAP was by far one of the more beneficial aspects of PROPHIX. Various reporting and planning requirements are met within seconds, allowing us to analyze information by gallons, trucks, dollars and other key revenue measures.”