

Case History:

Hyperion Solutions and *SOURCECORP*™ Partner Worldwide with PaperFlow™ and PaperVision® Enterprise

Hyperion Solutions provides business intelligence software and development tools that help large companies better understand their business. Customers such as Cisco, Denny's, UPS, and Hewlett-Packard use Hyperion's software to collect, distribute, and analyze data in search of sales trends, buying habits, budget swings, and other business planning information.

CHALLENGE

The global contracts group at Hyperion Solutions negotiates and closes multi-million dollar sales with its existing client base and new business prospects. The global contracts group is under pressure every month and quarter to generate revenue for the company. At the end of each month and quarter, contracts for new business would be faxed to the corporate accounting department in Sunnyvale, CA. These contracts were being faxed from Germany, Italy, France, England, Sweden, Singapore, Connecticut and California. Due to the high volume of contracts, many of the locations faxing got busy signals, and their contracts didn't make it into the monthly and quarterly billings. The result of this was weaker than expected revenues during these critical periods.

SOLUTION

In May of 2002, *SOURCECORP* recommended a document management system using PaperFlow for document scanning and PaperVision Enterprise for document retrieval. The document scanning system would allow contracts to be scanned in Germany, Italy, France, England, Sweden, Singapore, Connecticut and California to a centralized server hosted by Hyperion Solutions in Stamford, CT. Once scanned and indexed, authorized users in corporate finance could easily retrieve contracts and the new business would be booked the same day.

SOURCECORP installed the scanning system in two phases. Phase 1 required *SOURCECORP* to install PaperFlow scanning software and Canon high-speed scanners in Stamford, CT and Sunnyvale, CA. *SOURCECORP* installed the PaperVision Enterprise retrieval software on a centralized server located in Stamford, CT, hosted by Hyperion Solutions.

Phase 2 of the implementation required *SOURCECORP* to install the PaperFlow scanning software in Germany, Italy, France, England, Sweden and Singapore. All of the European installations were completed over the telephone and Internet, with the assistance of the local IT staff at each location. Each location scans their contracts using PaperFlow and FTPs the contracts to a centralized server located in Stamford, CT, hosted by Hyperion Solutions.

RESULTS

Today the global contracts group scans in all newly signed contracts worldwide, using our PaperFlow scanning software. Once the contract is scanned, the corporate finance department can easily retrieve the new contracts at their computers using PaperVision Enterprise and process the contract. Hyperion Solutions has eliminated all paper handling, faxing and filing. The contracts are in a safe, secure and protected centralized system where only authorized users have access. The global contracts group is able to meet their goals and Hyperion Solutions has improved their monthly and quarterly billings.



575 University Avenue
Norwood, MA 02062
phone. 781.762.5800
fax. 781.762.8054
www.documentconversion.com