

RESMED

ResMed
Sydney, Australia
www.resmed.com

Industry:

Life Sciences

Annual Revenue:

US\$1.1 billion

Employees:

3,300

Oracle Products & Services:

Oracle Hyperion Planning

Oracle Partner:



Qubix Pty Ltd
www.qubix.com.au

“Oracle Hyperion Planning has enabled us to view overall product profitability and generate detailed sales, revenue, and profit reports on a monthly basis. We have also gained a more detailed understanding of how currency rates affect our business. Without the help of Qubix, we wouldn’t have discovered what the system was capable of.”

– Greg James, Corporate Controller, ResMed

ResMed Improves Profitability Reports Significantly, Distributes Them Monthly Rather Than Quarterly

ResMed develops, manufactures, and markets medical products for the screening, treatment, and management of sleep-disordered breathing and other respiratory disorders. Founded in Australia, and now headquartered jointly in Sydney and San Diego, ResMed has manufacturing plants in Los Angeles, Paris, Singapore, and Sydney, and it sells to more than 70 countries through direct offices and distributors.

Challenges

- Implement a centralized budgeting and forecasting system to integrate financial information, such as manufacturing and administration costs and profit and loss figures
- Provide managers with regular, integrated, in-depth financial reports detailing product sales and overall profit margins
- Meet the challenges of growing 15% to 20% per year and developing three product-based strategic business units
- Enable complex foreign currency calculations to break down profit and loss and cost structures into dollars, sterling, Euros, and other currencies used in the international plants and offices

Solution

- Engaged Oracle Partner Qubix to provide a thorough system health check and offer advice on the use of Oracle Hyperion Planning to ensure ResMed gained the maximum business benefits from the system
- Enabled managers to access see-through product and regional profitability data, based on manufacturing costs versus external sales prices without including intercompany transfer prices and mark-ups
- Enabled in-depth monthly see-through product profitability reports covering individual countries and strategic business units, compared to a less-detailed quarterly global report
- Created comprehensive financial month-end reports on a more detailed country-by-country basis
- Provided in-depth view of how foreign currency rates affect the business by generating profit and loss and cost structure reports based on actual, budget, and year-on-year currency rates
- Encouraged better regional sales techniques, such as focusing on high-margin products by providing profitability information on a product-by-product basis and monitoring performance