

- ✓ \$80 million Manufacturer
- ✓ Rapid growth requires speedy financial and IT infrastructure implementation
- ✓ Eliminated capital costs for hardware and additional salary for Administrator, and replaced it with a budgetable monthly hosting fee.
- ✓ Purchased Sys. 9 Planning, HFM, HSF, FDM, Essbase, and Visual Explorer
- ✓ Realized a return on software investment measured in months not years.



“We think that we can do everything ourselves, but we cannot. We need to focus on our business and leverage K2Analytics for hosting our Hyperion solution.”

Howard Smith
Chief Financial Officer
GT Solar Incorporated

ABOUT GT SOLAR

GT Solar Incorporated (GTi) is an award-winning company that designs, manufactures and assembles semi-custom and specialty equipment for the current and emerging materials processing industries. The company's two divisions, GT Solar and GT Crystal, are internationally recognized for their expertise and experience with turn-key fabrication lines for manufacturing wafers, cells and modules for the photovoltaic industry and with crystal growth equipment for the semi-conductor industry. GTi is a fast growing company with current revenue of \$25 million. Their corporate headquarters and manufacturing facility is located in Merrimack, New Hampshire. The 56,000 sqft. facility is ideally suited for high technology manufacturing state-of-the-art CAD and thermal modeling software; and computers / plotters for mechanical, electrical, and thermal designs. GTi also provides process modeling and simulation, and works frequently with researchers at universities like the State University of New York at Stony Brook, the University Center of Excellence for Photovoltaics Research and Education of the Georgia Technology Institute in Atlanta, the University of New Hampshire UNH, and others. The facility has all the necessary utility hook-ups for testing the equipment built by the company. GT Solar Incorporated has established an international reputation for delivering high quality, cost effective products that consistently exceed customer expectations.

PROJECT OVERVIEW

GT Solar Incorporated, Inc. was looking to improve its current Business Performance Management (BPM) environment and associated processes. There were few formalized systems in place, and that presented a challenge producing accurate and timely financials.

As GTi management places a greater emphasis on analysis of the financial statements, the ability to produce them with minimal manual intervention is critical.

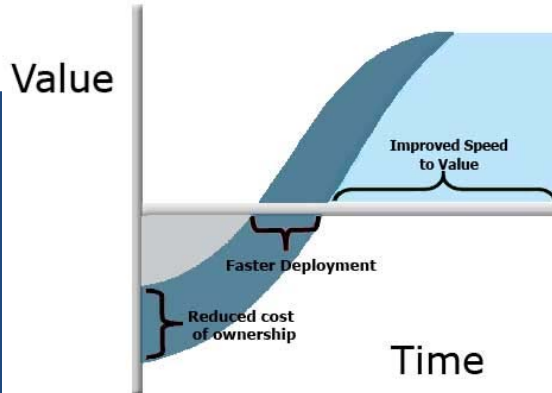
- GTi frequently found it difficult to meet demands in these areas because:
- The time required for reporting leaves little time for analysis and decision making
- Current tools and processes do not support an enterprise view or collaborative effort
- Financial data is not always easily accessible and processes to gather the data are frequently time consuming.
- The infrastructure to support the business and growth is lacking, a more robust infrastructure is required
- Need for a rapid ROI by completing the software implementation in less than 3 months.

GT Solar Incorporated, Inc. has real opportunities to improve the data integrity (quality and accuracy) and timeliness of information produced in these areas.

ABOUT K2ANALYTICS

K2Analytics delivers Business Performance Management solutions that leverage the best of Industry leading Hyperion Solutions suite of products, as a Managed Service Provider (MSP). This web-based hosted model gives companies an affordable, scalable solution for meeting financial consolidation and business analytics which, until now, only the largest companies could afford. There is no faster, easier way to get online and in touch with the reasons behind the numbers. K2Analytics is located in a state-of-the-art SaS-70 certified data center in Towson, MD.

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Why Oracle | Hyperion?

Working as a team, Hyperion's ISG Group and Pinnacle Group Worldwide's proposed solution was Hyperion System 9 Applications + in a Hosted environment. With the Software Selection services of Parson Consulting, GTi evaluated multiple software vendors including OutlookSoft, Cognos and Business Objects. They chose Hyperion because of the depth of their industry leading Applications and the breadth of the new System 9 platform.

LOWER TOTAL COST OF OWNERSHIP

Initially, GTi was focused on a Planning solution to address their Budgeting and Forecast and financial modeling requirements. GTi had a tight software and implementation budget. They also lacked adequate IT and Admin resources to manage a large System 9 implementation and factored additional costs for headcount and hardware into the project. It became clear that they would need to spread out any additional software purchases over the next few years. Pinnacle's Hosted K2Analytics.com offering enabled GTi to address their budget issues by spreading out the implementation and hardware costs with monthly payments. It also allowed them to outsource the administration of the applications to a Hyperion partner that specializes in Hyperion products.



GT's Oracle| HYPERION SOLUTION:

- Hyperion Planning
- Financial Management
- Essbase Analytics
- Strategic Finance (HSF)
- Financial Reporting
- Web Analysis
- Financial Data Quality Management
- Visual Explorer

OUR DATA CENTER

All too often a company finds out when it's too late that its data center did not take the proper precautions to back up and secure critical financial data. At Pinnacle, we understand this because we are often called in to help companies recover vital applications and/or data. Our Hosted solutions are monitored 24 hours 7 days a week, with redundant procedures that guarantee no loss of data. This includes a full replication of application functionality to a second secure location. Our procedures adhere to SAS-70 standards so our client can rest easy that all precautions are being taken.