Greif, Inc.

Greif, Inc. achieves new end-to-end project costing efficiency with Replicon

GREIF

PACKAGING SUCCESS TOGETHER™

Industry
Manufacturing

Company Size
Large/Enterprise

Products Used
TimeBill

Challenges

- ⓘ Inefficient project and time tracking for employees and consultants on both external and internal projects complicated invoicing, chargebacks, and tracking the capitalization of project costs

- ⓘ Lack of granular and real-time visibility into project progress and hours worked called data inconsistencies into question

Solution

- ✓ Automating processes for collating, tracking, and analyzing data for who worked on which projects and when leaves little room for error

- ⓘ Tagging hours worked specifically based on user, project, and task clarifies chargebacks and enables project and resource visibility

Greif, Inc. is a global leader in industrial packaging products and services and is pursuing its vision to, in industrial packaging, become the best performing customer service company in the world. The company produces steel, plastic, fibre, flexible, corrugated and reconditioned containers, intermediate bulk containers, containerboard and packaging accessories, and provides filling, packaging and industrial packaging reconditioning services for a wide range of industries. Greif also manages timber properties in the Southeastern United States. The company is strategically positioned with production facilities in over 45 countries to serve global as well as regional customers. Additional information is on the company's website at www.greif.com.

Lack of real-time project visibility causes chargeback delays

The Greif IT department has a mix of 230 internal resources and external consultants who support an array of applications globally for business units across the company (including enhancements, upgrades, etc.), but they also engage in capital funding project work. This means meticulously tracking project time against capitalizable and non-capitalizable project costs.

They were challenged by their on-premise time tracking system. In relying on this system to capture time worked against a predefined list of projects into their legacy system, Greif IT grappled with frequent delays, a lack of visibility into both project progress and resource availability, lack of granular data on how time was spent, and -- ultimately -- problems with data consistency.

"Currently we have over 40 active projects around the world, and our external consultants may work on just one project, on multiple projects, or on a mix of external and internal projects, so obviously it's important for

us to provide timely payment, and to charge those costs appropriately," says Mike Domansky, Director of IT Portfolio Management & Governance, "Before Replicon, it was taking far too much administrative time for us to analyze in-voices as they came in and manually sort out which costs should be attrib-uted to which projects."
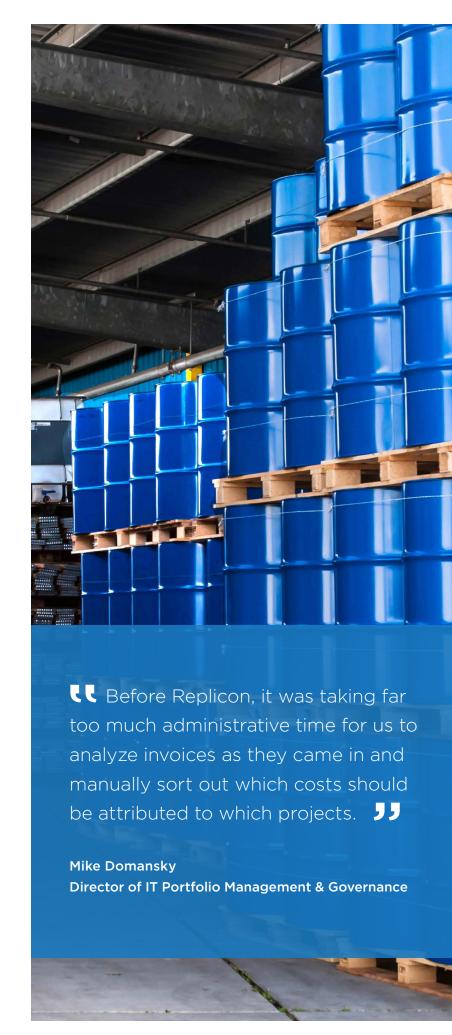
New emphasis on project visibility and administrative efficiency

For a multinational business like Greif, Replicon's cloud capabilities played a critical role in reducing IT's admin-istrative overhead. Though based in Delaware, Ohio, Greif has a multitude of ongoing projects around the world at any given time, so it could take weeks to on-board consultants by deploying their on-premise time tracking tool locally to their computers. With Replicon, Domansky affirms that the process of adding users has now been reduced to "about 10 minutes."

After switching to Replicon, Greif IT was able to capitalize on their new system's advanced function-alities to enhance governance over what their users had access to. In doing so, they not only made the data entry pro-cess less tedious, but they also increased data accuracy and overall holistic visibility by ensuring that the right people had access to the right project information. In turn, this increased level of detail and accuracy afforded by Replicon systems enabled more granular and accurate invoices.

"Previously we had to involve quite a few people to analyze invoices, sometimes taking us up to five weeks from the time the invoice was received to getting the chargebacks to the right places," says Domansky, "But that complication has been eliminated almost entirely -- now the whole process takes us just one day."

Today, the Greif administrators responsible for handling invoices and cost capitalization have the granular visibil-ity they need to better understand what work is being done, for how long, and by which resources. They no longer have to make the time and effort to attempt to parse out this information themselves -- the system just provides it, and they know it's reliable.

❝ Before Replicon, it was taking far too much administrative time for us to analyze invoices as they came in and manually sort out which costs should be attributed to which projects. ❞

Mike Domansky
Director of IT Portfolio Management & Governance

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>
> **Mike Domansky**
> **Director of IT Portfolio Management & Governance**

"Centralized information about our resources and projects helps improve our ability to plan," says Domansky. "We can build a use case for capital funding, build cost estimates based on historical information, and measure actuals against budgets to manage projects, and make proactive decisions if we're going over budget. Our forecast accuracy is so much higher, and -- because of that -- so is the level of confidence with our information."

As a bonus, this newfound visibility into resources and projects has also dramatically improved Greif's resource allocation, both reducing the time it takes to make resourcing decisions, and instilling renewed confidence in the integrity of these decisions.

Results

- ⊘ Reduced administrative work for chargebacks from a 3-5 week process to just one day

- ⊘ Collated data is consistently reliable thanks to an intuitive, configurable user interface and automated time and project tracking for cost capitalization

- ⊘ Resource allocation decisions are based on deep knowledge of real-time resource availability and made more quickly

About Replicon

Replicon, the Time Intelligence company, has over 20 years of industry leadership and is pioneering a new approach to time management. Time Intelligence elevates time as a strategic asset within an organization, to improve operational productivity, performance, and profitability.

Replicon's Time Intelligence Platform offers solutions for global time and gross pay compliance, enterprise time management for ERP, business operations software for professional services,and an SDK for continued development - expanding the company's award-winning portfolio of cloud-based products, including complete solution sets for client billing, project costing, and time and attendance.

Replicon supports thousands of customers across 70 countries, with over 400 employees around the globe including the United States, Canada, India, Australia, and the United Kingdom.

Want to try it for your business?

Get your free trial now. Free one-on-one support is available throughout the trial: www.replicon.com/free-trial or contact us.

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