

**Customer Profile** 

# PAIG sees fast ROI with Infor Corporate Performance Management



### Facts at a glance

**Product:** Infor Corporate Performance

Management

Industry: Aerospace & Defense

Country: Global

"Corporate Performance Management's flexibility, robustness, and value for money enabled it to scale and evolve to meet the changing and varied demands of the group structure."

> —Gerry Devaney, CFO, PAIG

## About the company

The Premium Aircraft Interiors Group (PAIG) has provided products and services for aircraft cabins to the world's leading airlines and aircraft manufacturers for over 75 years. PAIG has built a solid reputation for innovation, design, and engineering excellence.

In 2008, the group had a turnover of £300 million and 2,600 employees in 41 entities. PAIG's trading companies include Contour Aerospace, which produces premium passenger seating; Heath Tecna, which provides a tailored design service for aircraft interiors; and Dasell, a joint venture with Airbus, the designer and manufacturer of all flying Airbus lavatories.

For more information, visit www.paig.com.

#### Setting the strategy

The high number of business entities owned by PAIG, combined with the complex dynamics and contracting demand inherent within the airline industry in recent years, resulted in a need for accurate, timely information on the performance of each of PAIG's companies.

Accurate, efficient financial reporting is crucial for the alignment of its strategic and operational goals. It also plays a pivotal role in encouraging the right business decisions, complying with legislation, demonstrating best practice, and ultimately, determining success.

#### Getting business specific

As PAIG's business expanded through a combination of organic growth and acquisitions, it became clear that its former financial solution could no longer support the complex and extensive reporting requirements, both statutory and management, necessary to run the business.

The group required a proven, robust solution to support financial consolidation across the entire group, and having evaluated solutions from Cognos, Hyperion, OutlookSoft, and Infor™, the airline cabin interiors specialist selected Infor Corporate Performance Management for financial consolidation.

"From our evaluation of all of the main players in the performance management market, we concluded that Corporate Performance Management represented exactly the right fit for us. Its flexibility, robustness, and value for money enabled the solution to scale and evolve to meet the changing and varied demands of the group structure," comments Gerry Devaney, CFO, PAIG.

"This was particularly important, as having been highly acquisitive in the past, we are now in the process of disposing of our entities as part of our long term divestment strategy," he continues.

#### Seeing results

PAIG uses Infor Corporate Performance Management for the financial consolidation of its monthly management and annual statutory accounting.

Early analysis showed that Corporate Performance Management was easy to use and had an intuitive user interface, so PAIG's users could be up and running with the system quickly, avoiding extensive training and minimising any teething problems in the early stages.

"Infor's consultants genuinely understood our business model and associated reporting requirements, so we had immense confidence that our investment was both good value and low risk" Devaney says. "This understanding, combined with the team's knowledge of the product, meant that the solution was very quick to implement, ensuring we received early ROI."



641 Avenue of the Americas New York, NY 10011 800-260-2640 infor.com

#### **About Infor**

Infor is the world's third-largest supplier of enterprise applications and services, helping more than 70,000 large and mid-size companies improve operations and drive growth across numerous industry sectors. To learn more about Infor, please visit www.infor.com.

Copyright® 2012 Infor. All rights reserved. The word and design marks set forth herein are trademarks and/or registered trademarks of Infor and/or related affiliates and subsidiaries. All other trademarks listed herein are the property of their respective owners. This document is provided for informational purposes only and does not constitute a commitment to you in any way. The information, products and services described herein are subject to change at any time without notice. www.infor.com.

INF1279932-1292890-EN-US-1212-1