

Commercial Automotive Parts/Solutions Supplier

OneStream Success Story

Implemented a robust driver-based 5-year planning model to support long-term planning across multiple business types, each with its own modeling requirements

Company Glance

Our client is a leading global supplier of drivetrain, mobility, braking, and aftermarket solutions for commercial vehicle and industrial markets.

\$4.4B

Revenue

9,100

Employees

54

Locations

Challenges

- Legacy solution was built in Excel with limited consistency and it was difficult to maintain
- Some of the desired modeling logic was not possible within the limitations of Excel (e.g. intercompany demand planning)
- Difficult to perform year-over-year waterfall analysis

Legacy CPM

Excel

OneStream Solution Delivered

Long-term, model-based strategic planning

Year over-year-waterfall analysis

Outcomes

Driver-based modeling

Approximately 25 major drivers (or “levers”) that can be toggled independently for each business unit

Executive dashboards

Dashboard visualizations of key metrics, including a year-over-year waterfall chart w/ supporting details, allows for more robust analysis

IC demand planning

Much more accurate intercompany modeling, where IC sales at shipping plant is modeled from market changes at IC receiving plant

Simplified year-over-year walk

All model calculations are driven to both a P&L line-item & a driver “layer”, simplifying analysis of year-over-year changes (like sales change split by market vs content vs FX)

Transparent Process

Moving this model into OneStream enables visibility into the calculation methodology and underlying assumptions that were buried in Excel formulas