

*“The software drives our corporate scorecard. It gives us the tools to analyze, redefine, and develop our key performance indicators. And we pay each employee a bonus based on obtaining measurable results that are strictly aligned with our corporate strategy.”*

**Ritchie Sorrels, CEO**  
GVTC Communications

## Akili

client success story

### GVTC Communications profile

**Location:** New Braunfels, TX

**Industry:** Telecommunications

**Products and services:**

Voice, Video, Broadband, and Security  
(Business & Residential)

**Revenues:** \$75M

**Employees:** 240

**Website:** [www.gvtc.com](http://www.gvtc.com)

**SAP Solutions and Services:** SAP BPC®

**Implementation partner:** Akili

### CONTACT

**Laura Claborn, Sales**

office: 214.978.3202

cell: 972.679.8995

[lclaborn@akili.com](mailto:lclaborn@akili.com)

[info@akili.com](mailto:info@akili.com)

214.978.3232

2201 W. Royal Lane, Suite 150

Irving, Texas 75063

[www.akili.com](http://www.akili.com)



## GVTC Communications acquires agility and speed with SAP

### challenges and opportunities

- Lack of knowledge around Key Performance Indicators (KPIs) and profit center and product profitability
- No ability for cost structure analysis

### objectives

- Build and maintain a competitive advantage
- Improve business process flows
- Build out operational metrics

### implementation highlights

- Implemented a fully integrated multi-year driver based budgeting process using four different applications - Finance, Human Capital Management, Capital Expenditures, and Customer Churn applications

### why Akili/SAP

- SAP BPC met GVTC's complex financial information needs
- Supported their strategy to become a customer-focused, market-driven, performance-based enterprise
- Allowed company to focus strategically on fiscal responsibility, giving GVTC a 20-day close cycle

### benefits

- Foundation for the transformation of the organization
- Documentation and defined data structures
- Reduced time associated with budget development
- Ability to forecast multiple times on a real time basis
- Strategic business case scenario analysis

