

FINANCE & OPERATIONS

Cost & Profitability Management

[Acorn](#) an ABC (Activity-Based Costing) platform that distills and attributes costs of delivering products and services, by building business-specific models which take into account nuances of account processes.

Customer Success

Fortune 100 Healthcare Company Uses Ignite's Acorn Solutions to Better Understand and Manage Products and Customer Profitability

COMPANY

Fortune 100 Drug
Manufacturer

ESTIMATED REVENUE

\$82 billion / year

INDUSTRY

HEALTHCARE

IGNITE SOLUTIONS

Acorn PA5G
Acorn Advanced Analytics

DEPLOYMENT

On Premise

Summary

This long-standing customer and leading healthcare company uses Acorn to work out customer and product profitability based on net sales and distribution cost through the integration of multiple sources of data and business information. Acorn's powerful functionality allows them to deliver cost-to-serve information by customer and product as well as calculate the fully loaded cost of each business process performed. With advanced analytics and scenario-based modeling capability this healthcare fortune 100 is able to better understand and manage products and customer profitability

Why Acorn

Expertise in the cost-to-serve arena and application meeting business requirements for multi-dimensionality.

Customer Benefit

Accurate profitability information (revenue and cost) by individual customer and product, and subsequent roll-ups available on a monthly or quarterly basis.

Customer Outcome

Millions of dollars in value added thanks to business reorganizations, customer renegotiations, and updated go-to-market strategies.

Solution Benefits

- Identify your most profitable customers, channels, and products
- Run what-if profitability scenarios across multiple dimensions
- Lower the cost of IT with shared services, and align resources with business demand
- Get a clear picture of your organization's cost drivers