

A photograph of an industrial facility, likely a water treatment plant, featuring large stainless steel pipes, valves, and machinery. The scene is brightly lit, with a warm, golden glow. The pipes are supported by metal brackets and are connected to various components, including blue-painted valves and control boxes. The background shows more of the facility's infrastructure, including a staircase and additional piping.

## CASE STUDY

OneStream  
Success Story

# Cleaver Brooks



Company:  
**Cleaver-Brooks**

Industry:  
**Boiler Room Products and  
Systems Manufacturer**

## About Cleaver-Brooks

Cleaver-Brooks, a world-renowned provider of boiler room products and systems, is committed to providing efficient solutions that help its customers and the industry reduce energy usage, cost and environmental impact. As the pioneer of packaged firetube and watertube boilers, Cleaver-Brooks is the only manufacturer in the world to offer an entirely integrated boiler room solution for any size application. Its products are backed by a world-class representative network offering superior aftermarket service and solutions. For more information, please visit [CleaverBrooks.com](http://CleaverBrooks.com).

“OneStream gives us **complete autonomy** as well as **transparency, visibility and drill-back capabilities** into transactional data. OneStream’s **tailored solution** has allowed each business unit the ability to **take control of their own consolidation, reporting, analysis and close process** — a key requirement in our corporation.”

—**Michael Barfuss**  
*Corporate Controller*  
**CLEAVER-BROOKS**

## The Challenge

Cleaver-Brooks manufactures multiple distinctive product types that each require unique accounting, budgeting and reporting needs. With operating facilities located across the US, Canada and Mexico, their financial close process for reporting, budgeting and analysis was painstakingly slow and needed improvement.

Cleaver-Brooks was using IBM Cognos for their corporate performance management (CPM) needs. They had the right formulas built-in to the system, yet still too much time was spent ensuring their finance team had the most up-to-date

and accurate data. There was not enough time left to spend dissecting what the data was telling about the business.

“That was not a good place for us to be — especially with planning and budgeting,” said Michael Barfuss, Corporate Controller at Cleaver-Brooks. “Budgeting and reporting have always been challenging for our organization. We wanted something that could be easily managed within our financial group, instead of relying solely on IT.”



## Corporate Performance Management Solutions Delivered

- ✓ Financial Consolidation & Reporting
- ✓ Budgeting and Forecasting
- ✓ Operational Planning
- ✓ People Planning



## Business Challenges

- ✓ Limitations using IBM Cognos and Excel® spreadsheets
- ✓ Multiple product lines each required unique accounting, planning and reporting needs
- ✓ Needed detailed visibility into transactional data
- ✓ Struggled to align operational data with financial planning



## Key OneStream Benefits

- ✓ Unified platform for analyzing data with drill-back capabilities
- ✓ Faster, more detailed financial reporting from hours to minutes
- ✓ Driver-based planning for capacity planning of operational units
- ✓ Business units have ability to view, close and run their consolidations
- ✓ Budgeting headcount and payroll costs using People Planning

## Selecting OneStream

Cleaver-Brooks was looking for a CPM solution that could streamline their everyday financial processes as well as automate their cash flow and balance sheet budgeting. It was imperative that it was owned by the office of Finance but allow each business unit to work autonomously using a standard set of reports.

“We wanted a CPM solution that would drive some solid monthly reporting and analysis as data integrity is a big piece for us,” said Barfuss. “We reviewed OneStream Software alongside other CPM providers but quickly realized that other vendors did not have the same functionality that OneStream could provide. Some systems offered budgeting solutions, but not much value from the consolidation and reporting side — or vice versa. At the end of the day, we felt OneStream brought it all together better for us.”

Cleaver-Brooks chose OneStream for its flexibility and visibility into financial and operational data. The OneStream Intelligent Finance Platform provides them with reliable system performance and a much-needed granular level of detailed results.

## Unified CPM with Flexibility for Change

Cleaver-Brooks implemented OneStream for financial consolidation and reporting, budgeting, forecasting and analysis. OneStream has provided them with a multi-faceted solution in one easy-to-manage and use model. Each business unit now has the ability to view, close and run their consolidation process independently.

“OneStream gives us complete autonomy as well as transparency, visibility and drill-back capabilities into transactional data,” Barfuss said. Best of all, the implementation of OneStream was virtually seamless with quick and easy integrations with Great Plains for data collection. “An acquisition we recently made took a matter of a day or two to get their data loaded into OneStream. This was a huge advantage versus previous acquisitions, which involved months of working with Excel® spreadsheets to incorporate all of the data.”

With OneStream, Cleaver-Brook’s budgeting and forecasting solutions live together in the same platform and leverage a similar but different dimensional model with a single point of maintenance for all shared dimensions. Their new budgeting process is driver-based and uses spreading and allocations to speed up the process of producing weekly forecasts.

## Benefits of OneStream

Reporting processes with OneStream are far faster and easier to complete than ever before. Previously, management reporting at Cleaver-Brooks would take an hour to finalize. Now, the entire process takes only a matter of minutes, which has allowed Cleaver-Brooks to have more time to deliver value-added analytics to the business.

“OneStream’s tailored solution has allowed each business unit the ability to take control of their own consolidation, reporting, analysis and close process—a key requirement in our corporation,” said Barfuss.

Additionally, with the downloadable People Planning MarketPlace solution, Cleaver-Brooks was able to budget headcount and calculate payroll costs within the same OneStream platform. “By combining operational and financial plans, we can accurately budget for our manufacturing needs and correctly match the required capacity with our anticipated production and revenue targets,” Barfuss continued. “Plant Controllers are able to enter Labor and Production drivers, and OneStream automatically calculates manufacturing absorption and labor variances for true capacity planning.”

## Future Plans with OneStream

According to Barfuss, one of the greatest features of OneStream is the MarketPlace. “When we went through our budgeting process, we knew we needed a solution for bringing people resources into the budget — so we leveraged the downloadable People Planning solution.”

Cleaver-Brooks was going down the road of purchasing another solution for Account Reconciliations when they decided to check out the MarketPlace first. Barfuss has now avoided the cost of managing another product and instead unified all CPM solutions within the single OneStream platform.

“I am very excited for the addition of the Account Reconciliations piece from the MarketPlace,” said Barfuss. “We plan on taking a closer look around the MarketPlace to discover what else OneStream can do for us!”

## About OneStream Software

OneStream Software provides a market-leading intelligent finance platform that reduces the complexity of financial operations. OneStream unleashes the power of finance by unifying corporate performance management (CPM) processes such as planning, financial close & consolidation, reporting and analytics through a single, extensible solution. We empower the enterprise with financial and operational insights to support faster and more informed decision-making. All in a cloud platform designed to continually evolve and scale with your organization.




OneStream’s Intelligent Finance platform can easily be extended with over 50 solutions from the OneStream MarketPlace. These downloadable solutions are fully battle-tested and optimized for the OneStream platform. They allow customers to easily extend the value of their investment to meet the changing needs of finance and operations.

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### OneStream Software

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