



# Apollo Group Leverages eVerge Group Expertise to Develop Financial Business Intelligence Capabilities

## Need For More Current, User Friendly Reporting Drives BI Decision

Apollo Group, parent company of University of Phoenix, is the most successful alternative higher education provider in the country educating working adults. Having grown from a \$50 million dollar company 20 years ago, to over \$3 billion in revenue in 2008, Apollo Group needed to improve its ability to get more accurate, timely and useful information into the hands of its executives. For years, financial and KPI information was disseminated internally via a "Yellow Book" that was produced monthly from the transactional systems. These reports were text-based, not user friendly and quickly went out-of-date because of the nature of a 30-day batch production cycle. Apollo Group needed a better information management and reporting solution.

## Importance Of A Knowledgeable Integration Partner Becomes Apparent

Apollo Group decided on Oracle's OBI EE application and began a search for an implementation partner that could deliver a business intelligence solution. eVerge Group, which was one of three integration companies considered, quickly set themselves apart. "eVerge Group came in and really showed us that they understood the application," according to Patrick McCormick, Director of IT at Apollo Group. "They didn't come in with a sales pitch; their consultants actually sat down and started to solve the problems we were having."

## eVerge Group Expertise And Approach Key To Project Success

Using a small, highly-efficient project team, eVerge Group worked with Apollo Group to build new aggregate tables, analyze databases, create new navigation paths and complete data validation. "eVerge Group took charge and really guided us through what we needed to do. I was able to virtually turn the project over to the eVerge Group team and let them run with it," according to McCormick. A major factor in eVerge Group's ability to manage the project and deliver results was the **PrecisionFit**<sup>®</sup> Methodology. This methodology ensures knowledge transfer and client involvement in the application design through iterative prototyping and constant status updates. "Honesty was huge," added McCormick. "eVerge Group always let us know exactly what was going on in the project. They didn't just tell us what we wanted to hear; they raised issues and pushed back when they needed to."

## Successful Implementation Recognized By Executives, Users And Other Departments

Apollo Group now has a much more flexible information management and reporting process that enables users to access data, how and when they need it. The dashboards are extremely flexible and data is updated on a nightly basis rather than monthly. Apollo Group's new CEO is pleased with the dashboard capability and users are very excited about the availability of the data and flexibility of reporting. Because of the success of the financial project, the Operations and Enrollment Department has engaged eVerge Group to assist them in the development of a business intelligence system for its data analysis needs. "eVerge Group took over a failing project and made it a success," summarized Grant Gasson, VP of Financial and HR Systems. "Knowledge transfer was extremely important as well – we ended up with a fully functional BI team."

**Industry:** Higher Education

**Oracle Platform:** OBI EE

### Oracle Applications:

Oracle's Financial Analytics (GL module)

### Success Metrics:

- Flexible and timely dashboards updated on a daily basis rather than monthly
- Full data extraction times cut from 60+ hours to 5.5 hours
- Dashboard run times cut from minutes to under 10 seconds
- Project was completed on time and within budget

### Client Feedback:

*"eVerge Group took over a failing project and made it a success."*

**Grant Gasson**, VP of Financial and HR Systems

*"eVerge Group exceeded our expectations...they worked nights and weekends to meet project deadlines."*

**Patrick McCormick**,  
Director of IT