

## Creating One Source of the Truth at eOne

Entertainment One (eOne) is a global independent studio that specializes in developing, producing, and selling entertainment content. eOne uses software from Prophix to automate their financial and operational reporting, to model the performance of the company's enormous collection of media titles, and to conduct profitability analysis that influences executive decision-making.

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### Business Challenges

eOne was using over 13 G/L solutions to handle their financial information, making it difficult to generate quick and consistent reports. Data for each title was stored in over 40 different systems and Excel spreadsheets. There was no single source of truth that was reliable. Multiple sources would conflict, resulting in discrepancies and ongoing reconciliations that were inefficient. Data updates were time consuming, inconsistent, and unreliable. After implementing Microsoft Dynamics NAV as their universal G/L solution, eOne struggled to create effective reports.

### Why Prophix?

Entertainment One sought out the best technology to quickly generate financial statements. They desired a Corporate Performance Management (CPM) solution that had the ability to easily create ad hoc reports, work with multiple currencies, generate multiple forecasts with different rates, reasonable costs for licensing and external assistance, and an acceptable implementation timeframe. An added benefit was Prophix's ability to also house non-financial information such as film title, studio, release data, and box office.

Entertainment One Ltd. is a global independent studio that specializes in the development, acquisition, product, financing, distribution, and sales of entertainment content. The company's diversified expertise spans across film, television and music production and sales, family programming, merchandising and licensing, and digital content. Through its global reach and expansive scale, powered by deep local market knowledge, the company delivers the best content in the world.

**Operating:** Since 1971

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

**Annual Revenue:** 1.2 billion USD

**Employees:** > 1,300

**ERP:** Microsoft Dynamics NAV



## Results

After implementing Prophix, eOne can roll forward long-term forecasts into new budgets. They have significantly reduced the effort needed to complete their budgets, as this information no longer needs to be loaded into the G/L. They are also able to roll their forecasting forward while also including actual results to date.

Prophix functions as eOne's single source for reporting, the only report that exists in eOne's G/L is the trial balance. Finance now generates the calculations used by other departments (e.g. royalties) so reconciliations are no longer needed.

With this improved analysis, eOne has revised the green-light process for TV and film projects by finding comparable titles that involve any combination of related metadata (producer, genre, actors, budget). They can also analyze global results for consolidated title reporting, combining royalties paid and earned. eOne can also integrate third-party data from IMDb and social media to analyze and monitor trends. This data helps eOne decide where to invest and negotiate smarter global deals, rather than multiple deals for the same property in each territory.

## Future Plans

eOne plans to implement an enterprise data warehouse using Prophix as the front-end tool for accessing data. They are also currently implementing a comprehensive tool to plan both



revenue and expenses for each new release, this will include each stage from theatrical release to DVD/Blu-ray. These plans will require them to combine data from 10 retired G/Ls, 13 current G/Ls, 3 sub-ledgers, and additional data sources from external partners.

## About Prophix

Your business is evolving. Your systems should evolve too. Achieve your goals more successfully with Prophix's innovative Corporate Performance Management (CPM) software. Improve profitability and minimize risk when you automate repetitive tasks and focus on what matters. Budget, plan, consolidate and report automatically. Whether in the cloud or on-premise, Prophix supports your future with a platform that flexes to suit your strategic realities, today and tomorrow.



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

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