

# THE CHIEFS

Investing in IDU was a win for the Chiefs.



## THE BUSINESS CHALLENGE

Sports Shared Services implemented the Budgeting and Reporting Modules of IDU-Concept in 2012 in order to address several key issues that were hindering their budgeting process. Cost centres are geographically dispersed, cost centre managers are more focussed on sports and operational issues so this led to a lack of buy-in.

Many of the people tasked with completing the budgets do not have any formal financial training and found it to be a difficult process. To further complicate matters there are multiple entities often with differing agendas and views.

Even within each of the four business entities there are multiple locations, and budget owners have very different requirements in terms of their financial information. For example, a stadium manager's requirements are different from that of a catering manager or academy and training manager, not to mention team management, marketing and sponsorship and finance.

## ABOUT THE CHIEFS

Sports Shared Services runs the Financial and Information support services for Chiefs Rugby and its subsidiary unions, Waikato, Bay of Plenty and Counties-Manukau. This includes the accounting systems, document management, payroll, management reporting, and budgeting and forecasting processes.

The Chiefs (formerly known as the Waikato Chiefs and officially called the Gallagher Chiefs for sponsorship reasons) are a professional rugby union team based in Hamilton, New Zealand.

Their primary home ground is Waikato Stadium. The team competes in the Super Rugby competition, previously known as the Super 12 from 1996 to 2005 and Super 14 from 2006 to 2010. The Chiefs are one of the competition's five New Zealand sides.

"The IDU-Concept system is web based and is designed with non-financial users in mind. It is easy-to-use and users are empowered to take ownership of budgets, forecasts and expense management for their business unit ultimately leading to greater accountability". Rob Jones, IDU New Zealand.



## THE SOLUTION

Since implementing IDU, Sports Shared Services have noticed a vast improvement in their budgeting and reporting process.

"The ease of budgeting and the on-line financial visibility of my cost centre are 2 key components that IDU brings to help me with the financial side of my role ". Stu Williams, Chiefs Rugby Manager.

For business users there is an ease of understanding of information and much simpler preparation of budgets, there is also mobile visibility to cost-centre information. There is now a consolidated budgeting and reporting platform for all 4 business entities.

For staff, centralised management of processes has made their lives much easier, budgets are done much faster and the circulation of reports is quicker and easier.

"Using IDU-Concept has simplified and streamlined Sports Shared Services budgeting and reporting processes, saving them time and allowing them to concentrate on their core functions of achieving sporting excellence and operation management. It may be a coincidence but it is interesting to note that the Chiefs went on to win the Super Rugby tournament in 2012 and 2013." Kevin Phillips, CEO of IDU.

"I've been very impressed at how IDU has not only made our whole budgeting process much simpler and speedier, but also meant that our management team have a real understanding of their budgets and take proper ownership of their financial performance on an on-going basis." . CEO of the Chiefs



## ABOUT IDU

IDU delivers top of class packaged budgeting, forecasting, performance management and reporting tools to simplify financial management. Our flagship product, IDU-Concept, provides easy, effective budgeting and financial reporting for medium-sized to large businesses. IDU-Concept integrates easily with ERP software, but unlike more cumbersome offerings, IDU-Concept can be implemented quickly, requires little or no ongoing consulting fees and reduces budgeting cycles from months to weeks.