

Marmon Rail Travels Forward with the Solver Suite's xFP&A Solutions

Chicago-based **Marmon Rail** keeps the world moving, thanks to its expertise in designing, building, repairing, and leasing railcars, as well as its wide range of railyard services. The company's roots date back to the 1800s—and it's still going strong today, employing more than 6,000 people.

**INDUSTRY**

Manufacturing

ERP

Microsoft 365 Finance

“ The implementation experience was absolutely wonderful. Solver's team knows the product and has really good working knowledge of the financials. They were super organized and very, very fast. We couldn't have done it without them. ”

– **Suzie Carroll**, Senior Accountant at Marmon

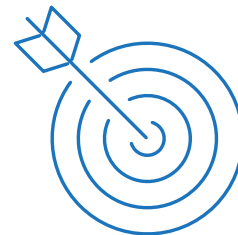
THE CHALLENGE

Marmon Rail's entire business revolves around enabling forward motion. Its internal budgeting processes, however, were stuck in the past. The Marmon financial team was hindered by slow, outdated budgeting software that lacked needed functionalities, including the ability to manage and compare different budget iterations and seamlessly run reports.



THE SOLUTION

Marmon Rail found all the capabilities it was missing in the Solver Suite of extended financial planning and analysis (xFP&A) tools. Integrating data sources, including Paylocity (the company's unified HR, IT, and finance platform) with the Solver Suite, was fast and simple. And once the system was up and running, Marmon's financial department gained precise version control and lightning-fast reporting capabilities.



THE RESULTS

In what ways did Solver improve critical business processes?

For Marmon Rail, the Solver Suite addressed major shortcomings in the FP&A team's previous processes, allowing employees responsible for aggregating data and running reports and analysis to do so with nimbler tools that lead to better strategic insights. Improved version control and reporting capabilities were huge motivators for selecting Solver, but the platform's benefits have extended beyond those domains. Marmon is also using the Solver Suite to map controls and manage charts of accounts.



What significant benefits have you realized since implementing Solver?

The difference between budgeting pre- and post-Solver is like night and day. Solver's xFP&A software has unlocked new levels of productivity and efficiency for Marmon Rail. The entire experience is "much faster and more reliable, and there's no need to manually populate actual data."

How was the experience with implementation, training, and support?

The implementation process was fast—about two months from start to finish—and Solver's "outstanding" team made the process easy for Marmon "They were super organized and very, very fast; we couldn't have done it without them."

How does Solver play into Marmon Rail's future xFP&A plans?

Right now, only members of Marmon's FP&A team are using Solver, but that won't be the case for long. The company plans to add new users in the future—and an integration with Microsoft Dynamics 365 may be coming soon. As for other companies considering getting on board with Solver? Marmon "absolutely recommends" doing so.

