



Graymont Ltd.

Analytics used to drive dynamic business forecasting and unite manufacturing and sales

Richmond, British Columbia, Canada
www.graymont.com

Solution Components

- IBM® Cognos® Business Intelligence V10
 - IBM Cognos Data Manager
 - IBM Cognos Planning
 - IBM Cognos TM1®
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Headquartered in Richmond, British Columbia, Graymont Ltd. is one of North America's largest producers of lime and limestone products. Founded in 1948, the privately owned company employs 1,400 people across 20 facilities in Canada, the United States, Mexico and Honduras.

The Opportunity

A corporate-wide ERP solution created an exponential increase in data across the enterprise, limiting Graymont Ltd.'s ability to conduct strategic planning effectively and support essential cross-divisional collaboration. The company needed to align its business units across the enterprise, create a unified picture of business activity and drive long-term strategic planning.

What Makes It Smarter

Advanced analytics support dynamic planning, budgeting and forecasting processes so that the company can anticipate and deliver the resources necessary to meet fluctuating demands across varied business units. With tighter integration among different divisions, including the development of a common business language, the company can better align manufacturing and production with current and projected demand.

Real Business Results

The solution streamlines financial planning and analysis, increasing the quality and stability of budgets and forecasts. With real-time data availability, the company can complete quick turnarounds on reports, cutting report delivery time from 15 days to less than one hour, a greater-than 99 percent improvement. And the solution supports the reforecasting of 5-year projected business plans in fewer than 3 days.



For More Information

Please contact your IBM representative or IBM Business Partner.
Visit us at ibm.com/cognos.

To learn more about Graymont Ltd., visit www.graymont.com.

“The solution has enabled us to define a common business language across the company, enabling us to realize our goal of creating a single version of the truth that everyone understands.”

— Paul Epp, business analytics application manager, Graymont Ltd.



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