

Cochlear Limited  
Sydney, Australia

www.cochlear.com

**Industries**  
Medical Devices & Patient Care

**Employees**  
Over 1,800 worldwide

**Excel4apps products  
and services:**  
GL Wand



**“One of the key benefits of GL Wand is its simplicity. When faced with training personnel around the world, it’s critical that it can be done remotely. Because all our users are intimately familiar with Excel, the training was minimal. It took less than two hours to train report users and no more than six hours for report developers to be off and running. The time savings for everyone is incredible.”**

- Francis Nocom
- Applications Manager, Cochlear



## Background

Cochlear™ has approximately 70% of the world’s market share in the development, manufacture and marketing of implantable hearing devices that help those who are severely or profoundly hearing impaired. The company employs over 1800 employees in three regions in the Americas, Europe, and Asia Pacific, including more than 200 employees focused on research and development. The company’s products are exported to more than 90 countries, where more than 1000 clinics are available to help tens of thousands of those in need. Cochlear’s global presence creates significant challenges in managing financial data in order to provide an accurate picture of profits, budgets, forecasts, and expenditures.

## Challenges

- A global focus required that accounting processes needed to reflect both the commonalities and differences in geographic reporting requirements.
- New tools needed to be easily implemented around the world without requiring extensive training resources.
- Multiple reporting requirements at both corporate and regional levels were time consuming for business professionals.
- Professionals used Microsoft Excel for their reports and presentations, and were converting the data into Excel to integrate seamlessly with reports from personnel around the world.
- Finance and accounting business users were using multiple systems, making consistency on an international level difficult.

## Solution

- Financial leadership had been exposed to GL Wand at an international conference, where they were impressed with the tool but were concerned that it would not be able to overcome the challenges of a global company.
- With a full installation free trial, the company began testing the software using their own data. They quickly discovered the potential for saving the international finance team time and improving the quality of their financial reporting.
- After introducing finance team members around the world to the benefits of GL Wand, the most common response was “When can we start using this?”
- Cochlear purchased the GL Wand package and began conducting training around the world. User satisfaction was, without exception, high.

## Benefits

- Personnel at both the corporate and regional offices are able to work more efficiently, with easier reporting and globally consistent presentations.
- GL Wand is used for month-end reconciliations around the world with significant time savings.
- Accounting personnel find it easier to look for exceptions using GL Wand in Excel, as compared to Oracle’s standard reports.
- Ad-hoc reporting and analysis is quick and easy.
- The tracking of expenditures and creation of profit and loss reports, as well as their delivery to cost center managers around the world is easy with the GL Wand report manager.
- Variance reports to compare and analyze monthly, quarterly and year-to-date actuals to budgets and forecasts are simple to create, leaving more time for analysis and the use of the data for business decisions.
- GL Wand allows for easy access to data from the different entities within Oracle E-Business Suite.
- Oracle security was maintained, with no need for additional passwords or authorizations.
- Users appreciate the three levels of drill down: General Ledger, Journal details, and Sub-Ledger Section details.