

# Acteon *BudgetGuide*™ Case Study

## *Making Budgeting Faster and More Reliable at Avici Systems*



Annual revenues: \$39.4 million (FY 2003)  
Number of employees: 201  
Year founded: 1996  
Headquarters: Billerica, Massachusetts  
Web site: [www.avici.com](http://www.avici.com)

A developer of carrier-class networking routers and solutions, Avici Systems, Inc. has distinguished itself in a field dominated by networking giants Cisco Systems and Juniper Networks by developing technology that makes voice and data communications over networks faster, more reliable – and significantly less expensive.

Avici Systems' Corporate Controller, T.S. Ramesh was looking for a way to improve the budgeting and planning process at the eight-year-old company. The electronic spreadsheets he used to build the budget were cumbersome and error prone. Ramesh spent hours rolling up multiple spreadsheets into one comprehensive budget, spending more time collecting and formatting data and less time analyzing it. After a painful mid-year re-budgeting process, Ramesh decided he had to find a better solution. "It was a waste of time. I was spending too much time rolling up spreadsheet information - time that didn't add any value to the budgeting and planning process," he explained.

That's when Ramesh discovered *BudgetGuide*™ from Acteon Technologies. A budgeting and planning solution, *BudgetGuide* simplifies the planning process, improves the accuracy of budget data, and consolidates information instantly. Designed for mid-market companies like Avici, *BudgetGuide* is as affordable as it is efficient. Ramesh did not have to purchase additional software or hardware to install the solution, or hire installation consultants; he simply loaded *BudgetGuide* on his existing server. *BudgetGuide's* built-in database, Microsoft Data Engine, handled his budgeting information requirements easily.

Shortly after purchasing the software, Ramesh completed the installation and implementation - in one day and without expensive consultants! *BudgetGuide's* workflow technology allowed him to set up budgeting and forecasting responsibilities for Avici's department managers quickly and easily. Collaborating with the Avici department managers, Ramesh completed the first pass of the budget within two weeks, and was ready to present the completed budget and all of its supporting detail to Avici's board of directors soon thereafter. "The software is really easy to use; I like the look and feel. Acteon's customer support deserves an A+," he added, "And *BudgetGuide* really helped when I rolled up data from the department managers. It is a huge improvement over spreadsheets".

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**-T.S. Ramesh,  
Corporate Controller,  
Avici Systems**

If you would like to learn more about Acteon *BudgetGuide*, please visit our website at [www.akteontechologies.com](http://www.akteontechologies.com).



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