

# SimpleFi Solutions, LLC - SAP Analytics Cloud for Planning Win Story

## Greenskies Clean Energy, LLC – Expense Planning



### Company Background

- Headquartered: North Haven, CT
- Industry: Regulated Industries/Utilities
- Company size: Mid-Market

### Background

Greenskies Clean Energy, LLC. selected SimpleFi Solutions to build their expense planning application and increase operational planning accuracy across the enterprise. The planning models and scenarios will integrate with their SAP & Non-SAP data/landscapes.

### Project Objectives

Greenskies Clean Energy's corporate operational expense planning process and application will be built using SAP Analytics Cloud to promote consistent data entry and reporting, provide a consolidated view, compare versions, and compare scenarios.

### Project Goal

Develop an integrated and efficient operational expense application for the enterprise.

### Project Benefits

Increased accuracy, efficiency, and modernization of Greenskies Clean Energy's existing operational planning process by replacing Microsoft Excel with SAC-P. By leveraging SimpleFi Solutions' pre-built content, Greenskies was able to significantly reduce the total cost of ownership while accelerating their deployment.

Leveraging SimpleFi Solutions gave Greenskies the ability to quickly select and compare SAP Analytics Cloud to their existing planning solution and other competing planning solutions. SimpleFi Solutions was able to provide a thorough demo of SAC-P while running the sale cycle for SAP.

### Deal Participants

SimpleFi Client Partner: Dan Skiendziel  
SimpleFi Sales Lead: Michael Thompson  
SAP Sales Lead: Derrick Wood