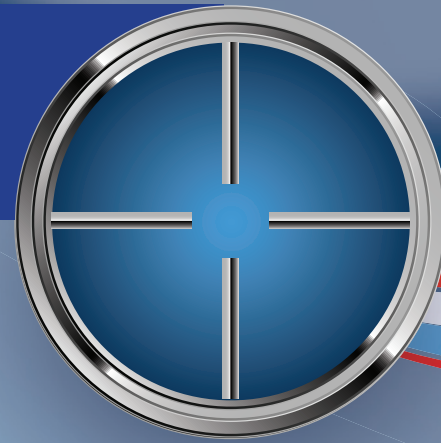


What others are saying about ENTERPRISE SCENARIO PLANNING as a Complete Budget Management System



"Besides being user-friendly and relatively straightforward to use, [ESP] has features and functionality that make it a premier application. Its ability to track numerous Scenarios, manipulate data for complex "what if" analyses and import refreshed base data and automatically update Scenarios is unparalleled. The audit feature that tracks all changes has proven invaluable. Also, the query function is so robust that we found Budget Build useful for analyzing actual data in real time in a way that PeopleSoft could not do. [ESP] was developed to the point where the heart of the published budget document could be printed directly from the module, saving much time and ensuring data accuracy. The download and upload capabilities are outstanding."

Heidi Franklin
former CFO
Portland Public Schools

"[ESP] is a fabulous data source which gives quick and easy entry into (and extraction from) the financial, budgeting and human resource data systems. If you can translate your query into the elements of the [Budget Element String], you can quickly access any combination of the elements from a single line item to a district wide aggregation. Projections and "what if" scenarios are easily created, again ranging from small impact changes to widely varying sets of assumptions. And, then scenarios can be compared! Such impact analysis is critical input to policy decisions, and the ease and speed provided by [ESP] contributed substantially to the process."

Dona K. Lehr, PhD
Director, Data & Policy Analysis
Portland Public Schools

"What I like/appreciate most about [ESP]..

- 1. Ability to view/sort/enter data using various [Budget Elements] such as by department, by account, by program, etc.*
- 2. Ability to model salary and benefit costs using various elements such as by employee type, group, benefit plan, Steps and COLA, number of days!*
- 3. Ability to quickly download to Excel for further analysis, etc."*

Mark Murray
former Budget Director
Portland Public Schools

Upon retirement in 2010, after 20 years in the budget office, Terry Stonecipher was asked what her top 3 favorite features of [ESP] were.

- 1. "The customer service provided by [Andrew-Scott]. Even if you have the best product on the market, it doesn't matter if the customer service isn't good.*
- 2. The ability to manipulate the data quickly via the assumptions tab and mass change tools. This is so important for all of those media/public requests for info, labor negotiations, and projecting possible budget reductions/adds. After manipulating the data, the Crosstab feature puts it all together for you.*
- 3. The reconcile feature is a huge enhancement that saves days of manual entry. This is the single most important feature during the Shakedown process in the fall."*

Terry Stonecipher
Sr. Budget Analyst
Portland Public Schools

"The best things I like about ESP... it is Accurate, Intuitive, Fast and great Customer support. What used to take me days to do in budget scenarios and forecasting, now it only takes me a few minutes, just a few clicks and I have a nice, accurate spreadsheet to provide the negotiation team or budget committee. I love it."

Cynthia Le
Financial Supervisor
Reynolds School District

When every dollar counts, you want ESP.

Chuck Rhoades
Business Manager
Reynolds School District



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