



CASE STUDY ON

Transforming Financial Budgeting And Reporting Processes At Eagle Hills Properties

What's Inside

- Customer Overview 1
- Challenges 2
- Proposed Solutions & Implementation Process 3
- Results and Benefits 4
- Conclusion 4

1

Overview

Eagle Hills Properties LLC, a diversified real estate firm, overcame fragmented data and inefficient budgeting by implementing Budgeting and Reporting Process. This integrated their systems, streamlined budgeting, and provided real-time insights, reducing budget variances, accelerating the budgeting cycle, and enhancing strategic planning and financial performance.

About Eagle Hills

Eagle Hills Properties (EHP LLC) is a large-sized real estate development and investment firm, specializing in residential, commercial, leasing, hospitality and mixed-use properties.

They have grown rapidly over the last decade, with a diverse portfolio that includes residential, commercial, and hospitality properties. Their portfolio spans multiple cities and regions, adding complexity to their operations.



2



Challenges

- ➔ **Fragmented Data and Disjointed Systems**
Siloed systems for different business functions led to fragmented data and difficulty in consolidating performance.
- ➔ **Inefficient Budgeting and Forecasting**
Manual processes and lack of real-time data resulted in outdated and error-prone financial projections.
- ➔ **Ineffective Management Reporting**
Static reports lacked depth and key performance indicators, delaying actionable insights.
- ➔ **Inability to Analyze Cross-Departmental Performance**
Fragmented systems made it hard to assess overall performance and segment impacts.
- ➔ **Inconsistent Financial Controls and Compliance Risks**
Lack of standardized processes led to compliance issues and cost overruns.

3

Proposed Solutions & Implementation Process

<ul style="list-style-type: none"> ● Integrated ERP & Other Data Sources Utilized Board's data reader to integrate all data points for a single source of truth & real-time updates. ● Sales Planning & Revenue Recognition Users input sales visibility at unit and monthly levels, providing clear visibility into sales projections and commission expenses. ● Collection Planning & Delta Phasing Developed multiple planning plans for different units, offering a clear view of future cash inflows. ● Project Costing Included infrastructure, land, hard, soft, and contingency costs, phased as percentages of total costs, and used POC% to assess project progress. 	<ul style="list-style-type: none"> ● P&L Reporting Provided P&L reports at property, country, and entity levels, offering detailed insights into revenue, expenses, interest, and tax liability. ● Cash Flow Reporting Generated monthly and yearly cash flow reports, helping users anticipate surpluses and deficits and determine financing needs. ● Balance Sheet Reporting Provided monthly and yearly balance sheet reports, offering a clear view of assets, liabilities, and equity.
Unit-Level Reporting	
<ul style="list-style-type: none"> ● Handover Start Report Detailed the first units handed over each month and total assets handed over annually. ● Handover Comparison with Version Compared current and previous year handovers to assess project delivery performance. ● Collection Report Tracked cash inflows from property sales, aiding in cash flow management and risk mitigation. ● Revenue IP & DP Differentiated revenue from Investment Properties and Development Properties, enabling accurate financial analysis. ● Inventory Report Tracked available properties for sale or lease, supporting sales and leasing strategies. 	<ul style="list-style-type: none"> ● Launch Report Monitored the performance of newly launched properties, highlighting initial sales and marketing effectiveness. ● Net Sales Report Tracked actual sales performance, helping adjust pricing and resource allocation. ● General & Admin Expenses Tracked and managed overhead costs, identifying cost-saving opportunities. ● Marketing Detail Tracked marketing and sales expenses, optimizing marketing ROI. ● Payment Plan Tracked payment schedules and amounts, ensuring accurate future payment forecasting.

4

Results & Benefits

- **Reduced Budget Variance**
Significant reduction in budget variances, with forecasts closer to actuals by the end of each financial period.
- **Faster Budgeting Cycle**
Budgeting process was reduced from 12-15 weeks to 7-8 weeks due to automation and streamlined workflows. In addition, more regions/countries can plan during the cycle.
- **Improved Strategic Planning**
Enhanced data integration and real-time forecasting enabled more strategic decisions, optimizing development opportunities, operational costs, and project alignment with market demand.

Conclusion

Adoption of Budgeting and Reporting Process enabled data-driven decision-making and streamlined operations. By integrating real-time data, they improved tracking of key metrics, enhanced budgeting & forecasting accuracy, and reduced manual errors. This resulted in faster decision-making, better resource optimization, and increased profitability, giving the company a competitive advantage.

