



PPN Solutions

Transforming Financial

CASE STUDY ON

Budgeting And Reporting

Processes At Eagle Hills Properties

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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.

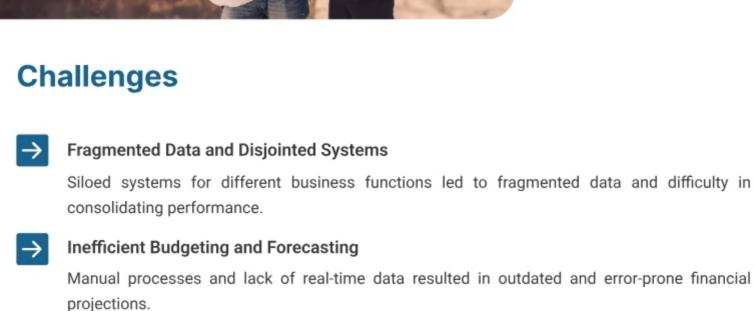
About Eagle Hills

complexity to their operations.

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





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Ineffective Management Reporting

Inability to Analyze Cross-Departmental Performance

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 phasing at unit and monthly levels, providing clear visibility into sales projections and

Collection Planning & Delta Phasing

Developed multiple payment plans for different units, offering a clear view of future cash inflows.

commission expenses.

Project Costing

Unit-Level Reporting

Revenue IP & DP

Inventory Report

Results & Benefits

financial period.

Reduced Budget Variance

financial analysis.

Handover Start Report

total assets handed over annually.

assess project delivery performance.

Inconsistent Financial Controls and Compliance Risks Lack of standardized processes led to compliance issues and cost overruns.

Static reports lacked depth and key performance indicators, delaying actionable insights.

Fragmented systems made it hard to assess overall performance and segment impacts.

- **Proposed Solutions & Implementation Process**
 - Included infrastructure, land, hard, soft, and contingency costs, phased as percentages of total costs, and used POC% to assess project progress.
 - Collection Report Tracked cash inflows from property sales, aiding in cash flow management and risk mitigation.

Detailed the first units handed over each month and

Handover Comparison with Version

Compared current and previous year handovers to

Differentiated revenue from Investment Properties and Development Properties, enabling accurate

Tracked available properties for sale or lease,

supporting sales and leasing strategies.

- Net Sales Report Tracked actual sales performance, helping adjust pricing and resource allocation.

effectiveness.

Launch Report

P&L Reporting

Cash Flow Reporting

and determine financing needs.

Balance Sheet Reporting

Provided P&L reports at property, country, and

Generated monthly and yearly cash flow reports,

Provided monthly and yearly balance sheet reports, offering a clear view of assets, liabilities, and equity

helping users anticipate surpluses and deficits

entity levels, offering detailed insights into revenue, expenses, interest, and tax liability.

Marketing Detail Tracked marketing and sales expenses, optimizing

Tracked payment schedules and amounts,

ensuring accurate future payment forecasting.

Monitored the performance of newly launched

properties, highlighting initial sales and marketing

marketing ROI.

Payment Plan

Significant reduction in budget variances, with forecasts closer to actuals by the end of each

Improved Strategic Planning

Faster Budgeting Cycle

Enhanced data integration and real-time forecasting enabled more strategic decisions, optimizing development opportunities, operational costs, and project alignment with market demand.

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.

Adoption of Budgeting and Reporting Process

Conclusion

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.



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General & Admin Expenses Tracked and managed overhead costs, identifying cost-saving opportunities.