



Success Stories - Project Management Oversight & Delivery

RiverPoint's best-in-class IT project management solutions have enabled our clients to build high-value PMOs and deliver critical projects on time, on budget and of value. Read on to learn how we've helped clients develop enterprise-aligned project management solutions that yield measurable results.

Rosenthal Collins Group Commissions

Headquartered in Chicago, Rosenthal Collins Group (RCG) is a Futures Commission Merchant (FCM) registered with the national Futures Association. Through branches, introducing brokers and correspondents, RCG offers execution, brokerage, clearing, electronic trading, foreign exchange and managed futures services to customers around the globe.

Challenge #1

The RCG Accounting department employed Microsoft Access for 12 of their business critical applications. With their recent growth, the needs of the department surpassed the abilities of Microsoft Access which required constant maintenance and data segregation into multiple files. The amount of continual support and effort required by the IT department was also growing beyond expectations leading to nearly a full-time resource and coupled with the amount of time it took to manage the data, the systems were frequently unavailable to the accounting staff when needed.

RCG needed to implement a solution that provided for better performance, multi-user capability, reliability, data aggregation, data consistency, consolidation of redundant data and secured access. RCG also required minimal changes to the user interface, so that the solution would require minimal training or impact to the business users, continue to meet the functionality requirements and improve IT productivity.

Solution

RCG engaged RiverPoint to manage the Access to SQL Server data migration project. RiverPoint developed a migration strategy that included the rationalization of data into logical models, elimination of redundancy, migration of VBA code to stored procedures and population of data into SQL Server. A key starting point for the conversion was the use of the Access to SQL Server Migration Assistant tool.

This custom implementation utilized an internally controlled development methodology alongside with RiverPoint's project design methodology to provide a complete start to finish documented and tested application.

The solution accomplished the following:

- Minimal business process impact - user interface and process changes
- Consolidate redundant entry of data
- Implement an automated interface to avoid entry of Interest rates
- Centralized storage of accounting data rather than in multiple Access files
- Increased system performance four fold

Results

With the re-deployment of the revised applications, RCG's IT and accounting department can now better utilize staff resources rather than waiting on system availability and manual procedures. These new applications will assist the RCG's Accounting department to streamline monthly reporting and the month-end close process with out the worry or interruptions that arose from using the overtaxed systems.

Challenge #2

The RCG Accounting department ran an obsolete Microsoft Access Commissions application for 5% of their brokers while the remaining 95% of the brokers were processed manually. The manually intensive effort took more than a full-time commitment by all the accounting resources resulting in increased costs and low morale amongst the staff.

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Given the age of the software, it was not surprising, but no less frustrating for RCG employees, that it could not integrate with email, provide document storage or offer flexible reporting capabilities.

RCG was seeking a solution that would be easy to implement, supply the necessary functionality and provide the security to meet their productivity and auditing requirements. The ideal solution would meet the functionality requirements, improve productivity and have an intuitive and easy-to-use interface. The solution would need to securely protect the member and organization information.

Solution

RCG engaged RiverPoint to develop a Microsoft® ASP.NET Web-based solution using Microsoft SQL Server for data storage. This custom development process utilized an internally controlled development methodology alongside RiverPoint's project design methodology to provide a complete start to finish documented and tested application. The solution accomplished the following:

- Avoid re-keying data
- Expanded calculation capabilities
- On-line storage of monthly payouts calculations
- Integrated workflow and status tracking
- Role-based security
- Ability to export to Excel

Results

With the deployment of the new application, RCG's accounting department now enjoys a new fully integrated software system that manages the needs for all of the department's functions including contract definition, commission calculation, and document generation with improved standardized reporting capabilities. This new application will assist the RCG's accounting department to greatly accelerate report creation, to better manage their historical and future data and to provide more accurate financials.



RiverPoint *On Time. On Budget. Of Value.*

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