



PROPERTY MANAGEMENT COMPANY SEES INCREASED COLLABORATION AND IMPROVED FINANCIAL PLANNING WITH ANAPLAN

Opened in 1982, Orange Lake Resorts is a vacation rental and timeshare provider that encompasses 28 resorts and 7,600 villas in the U.S., with more than 350,000 timeshare owners. The company provides amenities such as eight dining options, four golf courses, activities, seven pools, fitness centers and daily shuttles to the surrounding parks. Today, Orange Lake is a fully owned subsidiary of Holiday Inn Club Vacations that employs 5,000 employees and achieves \$1B in revenue.



INDUSTRY

Real Estate, Hospitality



USE CASE

Financial Planning, Sales Forecasting, Budgeting, Workforce Planning



TECHNOLOGY

Anaplan

CHALLENGES

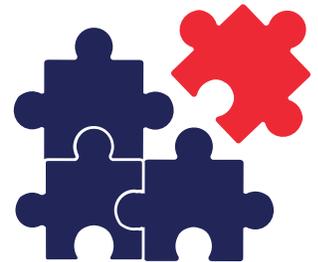
Orange Lake Resorts had no visibility with their forecasts and budgets for each property at the corporate level, as all the properties owned and managed their profit and loss (P&L) budgets independently. This created a reactive planning process at the corporate level and created disconnects in spend and revenue expectations across the organization. This led to inaccurate forecasts and spend projections across all properties and caused staffing issues internally due to inaccurate workforce plans.

SOLUTION

Accelytics built a centralized consolidated corporate budget and reporting model that is scalable and onto a single platform using Anaplan. In addition, Accelytics revamped Orange Lake's workforce planning process to a standardized process that pushed the properties to plan in a uniform manner. Anaplan was implemented to drive collaboration from the corporate office down and enable real time scenario planning.

RESULT

With the Anaplan solution, Orange Lake was able to reduce their reliance on Microsoft Excel and work within one single platform to drive collaboration across all properties as the budget needed to be created, modified and rebalanced. Orange Lake was also able to better control spend and establish revenue targets at the corporate level for its daily operations. This led to a controlled budget for workforce planning, as well as, a reduction in planning cycle time.



Accelytics stands for "accelerated analytics." Our team specializes in business process optimization and technology enablement within the scope of supply chain, sales performance management, and financial planning and analysis.

Accelytics leverages its Accelerated Approach methodology to help clients establish industry focused sustainable processes while using technology as a true enabler to the process.

Our experienced team delivers a broad range of services to help clients throughout their entire transnational journey.

We provide solutions that include business process optimization, technology enablement and support services.

Accelytics is headquartered in Houston, TX with offices in Dallas, Denver, Minneapolis and New York.

Learn more at www.accelytics.com.