
PARTNER PROFILE

HYPERION *and* JAMES & MONROE



JAMES & MONROE: SEAMLESSLY INTEGRATING COMMERCIAL SKILLS AND VALUES
WITH INFORMATION TECHNOLOGY APPLICATION KNOWLEDGE

James & Monroe is a specialist consultancy, focused on the integration of traditional commercial skills and values, with information technology application knowledge. Its mandate is to represent the interpretation layer that exists between the commercial imperatives of any business and the role to be played by Business Performance Management in the achievement of a company's strategic objectives.

**THE J&M TEAM HAS BEEN INVOLVED
IN BUSINESS PERFORMANCE MANAGEMENT FOR
OVER 15 YEARS. WE HAVE ALWAYS HAD A CLOSE
RELATIONSHIP WITH HYPERION AND HAVE
ALWAYS HELD HYPERION'S PRODUCTS AND
SERVICES IN THE HIGHEST REGARD.
WE ALSO RECOGNISE THAT HYPERION
IS DEDICATED TO BUILDING AND SUPPORTING
A SKILLED CHANNEL.**

Scott Taylor, Sales & Marketing Director, James & Monroe

THE PARTNERSHIP

For more than fifteen years, the principals of James & Monroe (J & M) have worked with Hyperion products developing customised solutions covering Business Intelligence / Data Warehousing; Budgeting, Forecasting & Planning; Consolidation/ Reporting; Scorecards / Dashboards & KPI's; and Balanced Scorecards. The new J & M was formed in 2001 with the purpose to sell and consult solely in the Hyperion range of Business Performance Management (BPM) products.

J & M build solutions to fit clients' needs and culture. Pre-formatted templates and one size fits all methodologies are not used because it is yet to see a solution for one client work 100% for another. J & M believes that technology solutions are almost endless, so why not build the solution that fits the company—the difference is in the difference.

With extensive experience in a broad range of industries, from manufacturing to services, J & M specialise in designing, building, and implementing solutions using Hyperion's BPM solutions. The combination of Hyperion's award-winning business and financial applications and powerful business intelligence platform, together with J & M's expertise, means clients end up with the solutions they need to improve performance across all areas of the company.



ABOUT JAMES & MONROE

J & M was formed in Melbourne, Australia in 2001, with the founding principals and owners having been involved in Data Warehousing, Business Intelligence, Budgeting and Planning, Consolidation and BPM systems for over 15 years, with many client relationships spanning almost 20 years.

J & M's management and commercial skills are based on practical, hands on experience, with each of the principals having come from the business user community and designed and built BI/BPM solutions for some of the world's largest companies.

After so many years, it has learnt as much about what not to do as what to do and its continued success lies in the ability to keep pace with changing technology and grow its technology knowledge on top of its already extensive experience.

CAPABILITIES AT A GLANCE

J & M is a multi-skilled professional organisation that relies heavily on certain discrete skill sets:

COMMERCIAL/MANAGEMENT

The founding principals of J & M have served in senior executive management positions both in Australia and overseas. Their management and commercial skills are based on practical, hands on, experience at the highest level. By virtue of age and experience J & M has access to some of the most respected professionals in their field and does not hesitate to recommend such independent professionals where the situation warrants.

BUSINESS ANALYTICAL

Every client is different and there is no template methodology which fits all assignments. J & M have yet to meet a business operator or owner who does not consider some significant aspect of their operations to be unique. Each analysis assignment needs to be treated on its own merits. Coming to grips with the particular nuances of a given business and understanding that business in a short space of time is definitely an art and J & M probably take away as many good ideas from its assignments as it offers to the client.

TECHNOLOGY

Technology is vastly different from that of even a few years ago - having progressively developed into more and more of a traditional commodity business. Technology consulting is NOT about programming and the art of writing code is a thing of the past. Most clients want commercially viable, stable applications which work day in day out with as few changes or need for intervention as possible. The role of the technologist today is to (wherever possible) find a pre-existing application which meets most (if not all) of the client's needs. The reconciliation between a client's needs and what is available to satisfy that need is what J & M is all about.

SERVICES

In every project, J & M not only develop an in-depth understanding of the detailed intricacies of the specific business operations and the technology in use, but also how one supports and impacts the other in the overall goal of commercial success.

The services provided by James & Monroe cover:

- Management / process consulting
- Project Management
- Needs assessment / systems selection
- Systems analysis and design
- Implementation and technical services
- Custom application design and development

WHY JAMES & MONROE?

- The principals have all experienced the same problems as clients, so have a better understanding of where they're coming from.
- J & M operate from a pragmatic, practical perspective, rather than from a technology perspective.
- The solutions are built to fit the culture of clients – J & M don't try to change a company's culture to fit a piece of software.
- Pre-formatted templates and one size fits all methodologies are never used.
- After more than 20 years in Business Analysis and IT, J & M have learnt as much about what not to do as what to do. Its continued value lies in its specialist knowledge and the ability to continually grow this knowledge and experience.

JAMES & MONROE

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