



GCM Case Study
#01-02
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Alticor finds a true web-based entity management solution in Global Corporate Manager



Datacare Software Group installed its web-based corporate entity management software at the head office of client, Alticor Inc., in October 2001. This is the first of two Case Studies that discusses why Alticor chose Datacare and how they came to the conclusion that Global Corporate Manager (GCM) was the right software for them.

Summary

Alticor Inc., parent company of Amway, Quixtar and Access Business Group

Status:
US privately-held corporation based in Ada, Michigan

Active Subsidiaries:
180 in 80 countries and territories

Number of Users:
100 in five departments

Alticor Inc., the parent company of Amway, Quixtar, and Access Business Group is a privately held company based in Ada, Michigan and is a leader in direct selling, e-commerce and business-to-business services. They currently have approximately 180 active subsidiaries as well as a number of archived subsidiaries. Tracking information relating to each subsidiary had proved daunting in the past.

Prior to using GCM, Alticor tracked their entity information using Microsoft Excel® and Lotus® spreadsheets, ring binders, stock books, minute books, and in files. "We were looking for a program that would allow us to incorporate all of these sources into one medium. We were also looking for a program that

would allow us to produce reports showing the status of our companies at a given point in time. GCM was the only web-based software that allowed us to do all this." says Marilou Wieringa, Senior Legal Secretary at Alticor. "Being able to email a report directly from the GCM browser is a huge timesaver." GCM allows Alticor to track large amounts of historical data on their subsidiaries, something that was very important to them. Another key feature was the document linking ability. With many copies of documents in a number of different locations, it was hard for them to know where to look to find a certain document. With GCM, locating a document is only a couple of mouse clicks away.

Alticor wanted a system that would be able to handle and regulate access to over 100 users in their Audit, Insurance, International Tax,



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Domestic Tax and Global Reporting Departments, with a roll-out to their Technology/Regulatory Department and Government Affairs office at a later date.

With GCM they are able to grant read-only privileges to certain or all sections of the site and offer edit capabilities to those with Administrator access. In the future, Alticor plans on sharing access with their offices in Europe, Asia and Australia.

Because GCM is stored on the client server and available through their Intranet, its customizable and scalable architecture allows for any number of users world-

wide to access the site while maintaining the highest security available. Its easy-to-navigate layout is instinctive and the Favorites feature makes complex tasks much easier and faster.

Alticor did their research before selecting GCM. Marilou reported “GCM was one of the few programs that we looked at

that allowed us to produce time-sensitive reports. At the time we were reviewing the available software programs, it was the only one that was truly web-based. Although most of the others claimed to be converting to a web-based version in the near future, we felt we would be one step ahead of the game by selecting a program that was ready to rollout its web version. GCM is also able to track a much wider range of information than some of the other systems. Something we knew we’d need in the future.”

Both Barb Newhof, Alticor’s LAN Administrator and Marilou found that their interaction with Datacare staff has been a positive experience. Barb emphasized, “We found all the Datacare staff to be very helpful and pleasant. The training was comprehensive and helpful and the implementation was quick and thorough.”

We will re-visit Alticor in a few months and let you know how their full GCM roll-out is progressing. In the interim, find out about how GCM is working for our other clients by visiting our website, or by contacting one of our sales staff by email at salesUSA@data-care.com, or by phone at 1 866 443 8426.

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