

There's No Place Like Home: Home Franchise Concepts Moves to the Cloud

For more than 30 years, Home Franchise Concepts has been a leader in home services franchises. Presently, the franchise is comprised of ten distinct, leading brands, including AdvantaClean, Aussie Pet Mobile, Bath Tune-Up, Budget Blinds, Concrete Craft, Kitchen Tune-Up, Tailored Closet, PremierGarage, Two Maids, and Lightspeed Restoration. Home Franchise Concepts is one of the largest home services franchise networks with 2,400 franchised territories.



Business Challenges

Home Franchise Concepts EPBCS system was not utilized by the business and required reconfiguration to deploy Financial Planning capabilities for P&Ls and Balance Sheets. To reduce dimensionality to the same level of detail used by their corporate planning team, the home services franchise needed hierarchies that aligned to business requirements. Peloton Consulting Group successfully implemented a best-in-class Oracle Cloud EPM solution leveraging Peloton's Breakaway Methodology, ensuring rapid learning and adoption throughout Home Franchise Concepts' Senior Leadership team.

Approach

Peloton implemented Oracle Cloud EPM to enable Revenue and Margin Planning. The initial phase involved EPM Planning, including Revenue and COGS by Subsidiary. This approach laid the foundation to drive efficiency by deploying a seamless solution for planning and reporting across the organization. With the goal of connecting people, processes, and technology, Home Franchise Concepts created a brand reporting package and consolidated their overall reporting package.

Business Impact

By leveraging Peloton's deep retail expertise and Oracle Cloud EPM, Home Franchise Concepts successfully transitioned to a standardized, automated financial planning and reporting system designed for scalability. The new solution introduced seamless planning of Revenue and COGS by Subsidiary and enabled the ability for input, trended, or driver-based activity.

Summary

Leveraging Peloton's retail expertise, Home Franchise Concepts deployed a straightforward, scalable solution for planning and reporting. Leveraging industry best practices allowed for training and adoption by developing a foundation of Oracle Cloud EPM capabilities that is highly adoptable within the organization.

