

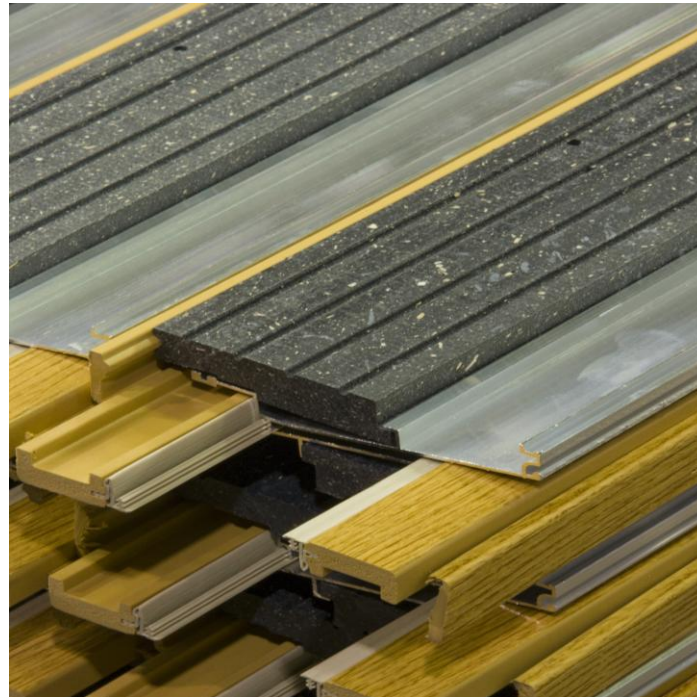
## Customer Implementation Story

Quanex Building Products Corporation is a US based technological leader in the production of aluminum flat-rolled products, flexible insulating glass spacer systems, extruded plastic profiles, and precision-formed metal and wood products which primarily serve the North American building products markets. Quanex operates in two reportable business segments namely Engineered Products and Aluminum Sheet Products. Quanex is listed at NYSE and reported net sales of 585 million US Dollars in 2009 with just under 2000 employees.

### Why did Quanex select CXO-Cockpit?

Quanex is using Hyperion Enterprise for a relatively long time and recently upgraded to the latest (6.5) release. Even though the reporting capabilities of Hyperion Enterprise have improved with the introduction of SmartView, there is still no simple way for managers and executives to browse through the data with graphical drill down capabilities. "We were looking for something much easier to use to use and quick to implement", says Elizabeth Alvarez, Financial Reporting Manager.

"We have a 'lean and mean' HQ team and were looking for something that does not take up much of our time. We heard positive things about the CXO-Cockpit in the market space and after an initial web-demo, we decided to give it a shot. In only a couple of days the CXO Team proved that they could create a very impressive and easy to use management reporting tool on our Enterprise application" says Debbi Gadin, VP Corporate Control. "That is what made us confident that this is the type of solution that we need in our business".



### Implementing CXO-Cockpit

"The implementation of this Hyperion Management Information environment was faster than I expected. Maybe it was even a bit too fast, because after the first week all of our requirements were completely built into the CXO-Cockpit, but I was still not comfortable with creating reports myself. In the weeks after, I have done some more hands-on practice and found out that the set-up was very clear and I could update the reports myself". That is important for me, because I do not want to be dependent on third party consultants. When our management asks me for information, they typically want it straight away." continues Elizabeth Alvarez.

### Seeing is believing

"My team can manage the CXO-Cockpit with limited assistance from or reliance on our IT department. I feel quite comfortable with this system, also I know that the CXO-Cockpit support team is extremely responsive to my questions. That makes quite a difference". Debbi Gadin continues: "Professional support is a prerequisite for any systems that play a critical role in our reporting process. We are very happy with the support from CXO-Cockpit and with the high quality of the solution that they have delivered to us"

### Immediate benefits for Quanex

- ✓ Easy access to our Hyperion Enterprise data via a web browser
- ✓ Rich drill down capabilities for quick and easy online analysis
- ✓ High quality printing capabilities
- ✓ Flexibility to meet our specific requirements regarding safety statistics
- ✓ Limited maintenance efforts
- ✓ Quick learning curve
- ✓ Low project cost due to fast turnaround time