



**PRO14 is the organization responsible for running the Guinness PRO14 Rugby Championship. It is an annual rugby union competition involving teams from Ireland, Italy, Scotland, South Africa, and Wales. The league is one of the three major professional rugby leagues in Europe.**

**In 2020, CVC, a world leader in private equity (with over \$100B assets under management), acquired a 28% stake in PRO14. The strategic investment allows both PRO14 Rugby and the rugby unions to continue to invest in the sport, to achieve its potential over the long term.**

## The Challenge

PRO14 is a growing business and with the additional CVC investment, the finance team needed a platform to consolidate their data, provide the advanced analytics to support their growth, and deliver efficiency by streamlining the reporting procedures.

The limited reporting capability in the existing ERP was prohibiting them from analyzing performance in the way they needed, with no advanced way of visualizing that data. The process of gathering information was labor-intensive and the business wanted to free up time to analyze data and allow them to make more informed decisions.

With the CVC investment, the demands on their finance team increased and PRO14 required a more streamlined way of accessing real-time data. Also, with the growth plans, they needed a solution to match that ambition.

“

The finance team was spending 90% of our time preparing data and only 10% analyzing it, which is something that we needed to change. Also the clunky nature of reporting in SAGE was something that was holding the function back with regard to speed of reporting, intervention and understanding.

**Dermot O’Sullivan**  
**Finance Director**  
**PRO14**

## The Solution

After careful consideration of the market options, the Glantus Data Platform was chosen because of our track record, experience, and expertise in consolidating data from various ERPs including Sage.

The platform produces real-time operational and financial analysis of the data, read directly from Sage and it is also used by PRO14 to visualize data held in other sources such as spreadsheets, giving the team the ability to analyze performance in a graphical and intuitive way.

“

PRO 14 can now create complex, critical financial reports with ease. Embedded with powerful AI technology, the Glantus platform provides an easy-to-use interface, with a direct connection to our Chart of Accounts within Sage.



## BENEFITS

### More Informed Decisions

In line with their initial vision, PRO14 immediately found themselves making more informed decisions based on more accurate data. They now have clear visibility into financial performance, providing their various stakeholders with robust dashboards, reporting, and analytical tools that provide a real-time view into the business.

### A Platform for Growth

The business now has a solution that supports growth plans. All reporting is multi-currency and the platform can integrate information sourced from third-party service providers into the data store. This includes connecting to and manipulating real-time data streams.

### Professional Reporting

The readymade and automated dashboards and slick visuals in the Glantus platform means reporting to Board re PRO14 finances is instantly more streamlined, professional and user friendly for a non-finance audience.

### Efficiency Savings

PRO14 has eliminated manual processes around data preparation, the team now have the time to analyze the data and support the business operations. Month-end reporting is now much quicker and the additional overheads around board reporting are removed.

### Flexible Reporting

The business is changing and growing, and the platform allows end-users to manipulate the dashboards themselves. Furthermore, the multi-user aspect of the Glantus platform allows multiple stakeholders in the business to monitor live financial data, in lieu of the previous manual time-consuming process of requesting spreadsheets from the finance department.