

*"Host Budget & Host Consolidator have improved the accuracy of our financial consolidations and workforce budgets dramatically"*

**-- Tamara Hay, Assistant Controller**

## Overview

**Industry : Financial Services - Mortgage Banking**

**Product : Host Budget, Host Consolidator**

### Challenges

- Consolidating multiple budgets
- High-growth business needed something more robust than spreadsheets
- Top-down and bottoms up budgeting across multiple branches
- Reporting actuals with budgets

### Solution

- Web-based budgeting and planning with Host Budget
- Top-down and bottoms-up budgeting
- Financial reporting and consolidations linked to general ledger system

### Benefits

- Cut out data entry in spreadsheets for budgeting, planning and financial consolidations
- Online profit and loss reporting for 54 branches
- Ability to model different business scenarios to facilitate business growth
- Enabling branch managers to view detailed cost allocations

Host Budget is used to ease the budgeting and planning of DHI Mortgage's high-growth mortgage banking business. Before Host Budget, the 54 branch managers at DHI Mortgage did not have the means to effectively budget and plan. The P&L reports were cumbersome to prepare and not timely. There was a need to break out detailed budget information such as annual workforce fluctuations but with Excel spreadsheets, this was difficult. The time it took to consolidate budgets from multiple branches was not acceptable considering the growth pace. Branch managers' ability to model fluctuations in loan originations throughout the year was near impossible. DHI Mortgage has three levels of business drivers including branch, region, and company drivers. Corporate was wasting a lot of time reporting to each branch and reports were delayed.

### Outcome

Now, with Host Budget, DHI Mortgage has enabled its 54 branch managers to participate and provide more value in Web-based, top-down and bottoms-up budgeting which includes personnel costs and fixed costs. Each month, managers are armed with accurate profit and loss reports so they can model scenarios that facilitate business growth. Branch managers and other users across the organization have the ability to drill down to detailed personnel costs, office expenses, and all other profit and loss line items to uncover reasons for outcomes and help them make better decisions. Branch and regional level budgeting details are merged with corporate allocations in Host Consolidator. Host Consolidator is integrated with DHI's general ledger system for financial consolidation and reporting.

### About DHI Mortgage

A wholly owned subsidiary of a New York Stock Exchange company, DHI Mortgage provides its customers with outstanding mortgage financing options to purchase the home of their dreams. With over 60 locations across the United States, DHI Mortgage prides itself on excellent customer service.