



## CASE STUDY KRAUSS MAFFEI

KraussMaffei's fiscal year ends on September 30th. So when its project team decided to implement a new consolidation solution, it only had one summer to finish the project. Thanks to Tagetik 3.0 and the support of Alper & Schetter, a partner of pmOne AG, however, the team was able to implement a new concept, transfer the legacy data and even train users within just a few weeks. ...

› PAGE 2

“ IN ONLY TEN WEEKS WE WERE ABLE TO DEPLOY OUR NEW CONSOLIDATION SOLUTION AND IMMEDIATELY USE IT FOR OUR ANNUAL CLOSE. ”

**Johann Adler,**  
*Team Leader of Group Consolidation,  
Planning and Reporting*

## ATP INTERNATIONAL SELECTS TAGETIK 3.0 TO AUTOMATE FINANCIAL CONSOLIDATION AND MANAGEMENT REPORTING ENTERPRISE-WIDE

Tagetik, a global provider of Performance Management (PM) and Financial Governance (FG) software solutions, today announced that ATP International Group has selected Tagetik 3.0. The company, which is a lead-

ing global player in the travel management industry, will use the software to unify financial consolidation and management reporting across its international operations...

› PAGE 3

### Tagetik 3.0 Simplify the Complexity



“ THE INTEGRATION WITH TAGETIK ALLOWS US TO ENRICH OUR OFFER WITH SPECIFIC PERFORMANCE MANAGEMENT AND FINANCIAL GOVERNANCE CONTENT, CUSTOMERS WHO WANT A SOLUTION WITH A LOW TCO WILL PROFIT FROM THIS DECISION BECAUSE THEY CAN EASILY LEVERAGE SPECIALIZED PLATFORMS WHILE USING SHAREPOINT SERVER 2007 FOR EASY PORTAL ACCESS. WHILE USING SHAREPOINT SERVER 2007 FOR EASY PORTAL ACCESS. ”

## TAGETIK ANNOUNCES BI INTEGRATION WITH MICROSOFT SHAREPOINT SERVER 2007 AND MICROSOFT BUSINESS INTELLIGENCE PLATFORM

**Local agreement signed for a Global Business Intelligence, Performance Management and Financial Governance solution**

Tagetik, a global provider of Corporate Performance Management and Financial Governance software solutions, today announced its integration with

Microsoft's SharePoint Server 2007 and Microsoft's Business Intelligence Platform.

› PAGE 4

## CASE STUDY KRAUSSMAFFEI

...The company experienced a smooth transition to the new system and no holdups in the financial closing. The users are pleased to have a professional, auditproof consolidation system that is easy to use and delivers significantly higher data quality.

### Benefits

Approximately 50 employees worldwide – only six of whom are based in corporate headquarters – work with the Tagetik solution. The remaining users are divided up among 30 companies. In addition to Germany, the solution connects users from France, the UK, Italy, Belgium, Switzerland, Slovakia, USA, Mexico and China. Instead of sending their data in an Excel file to corporate headquarters where they were manually imported, they now use a Citrix Web connection as a medium for local data entry. Since Tagetik 3.0 is completely Web-based, no software needs to be installed – or maintained – locally. The subsidiaries do the intercompany matching themselves through the Web. Thanks to built-in plausibility checks and account settlements, they could significantly improve the quality of their month-end closings.

In the past, the group used separate systems and structures for its monthly and year-end closings.

Since all closings are now aligned within Tagetik 3.0, even monthly financial statements can be audited. That also means that KraussMaffei can skip every twelfth (consolidated) monthly close on account of the annual close. In addition, the numbers in financial and management reports are identical because they are created using the same data.

*"This project is a major step forward for us. We now have a professional consolidation system with periodic account settlements. We could immediately see the advantages of working with the system. In particular, the handling is so much easier for our users and the data quality is*

# KraussMaffei

*much higher,"* concluded Adler. Due to the positive experiences with Tagetik 3.0, the project director is already thinking ahead towards the next steps.

The team, for example, currently imports the SAP data manually. The next logical step would be to automatically transfer data from the source systems to accelerate the entire consolidation process. In the more distant future, the company also intends to deploy Tagetik 3.0 for enterprise planning in order to unify its CPM processes in a single solution.

**“ THANKS TO THE HIGH LEVEL OF STANDARDIZATION OF TAGETIK 3.0 AND THE PROFESSIONAL SUPPORT OF ALPER & SCHETTER AND PMONE, WE WERE ABLE TO REACH OUR PROJECT OBJECTIVES.**

**IN ONLY TEN WEEKS WE WERE ABLE TO IMPLEMENT – AND IMMEDIATELY USE – OUR NEW CONSOLIDATION SOLUTION...**

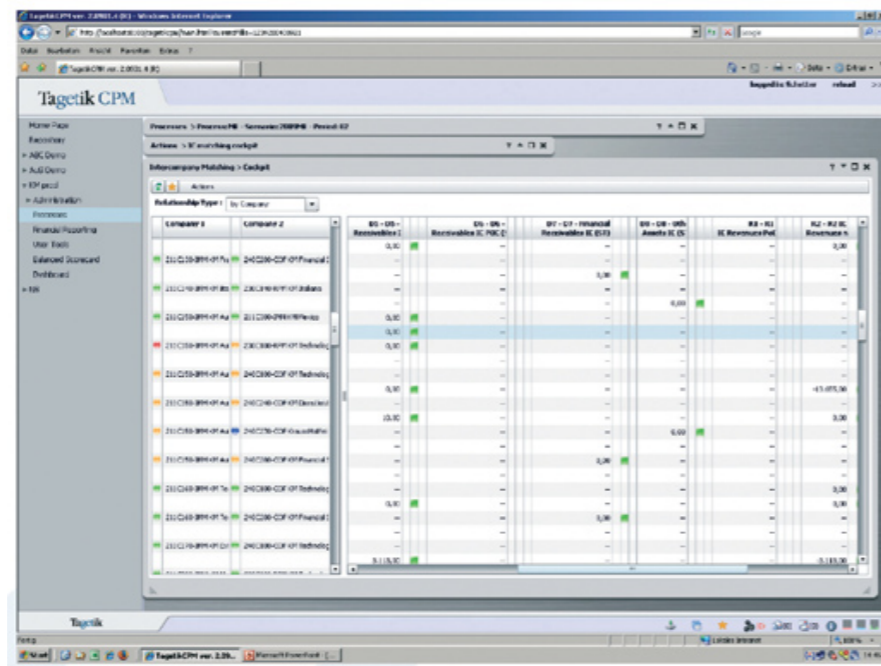
**Johann Adler**  
Team Leader of Group Consolidation,  
Planning and Reporting



### KraussMaffei

KraussMaffei is one of the world's leading manufacturers of machinery for processing plastics. With roots dating back to 1838, it is the only company today that supplies machinery covering three key technologies – injection molding technology, reaction process machinery and extrusion technology – for the international plastics and rubber processing industries.

The company, is still based in Munich, Germany. Today, KraussMaffei employs 4,300 staff worldwide with revenues exceeding 1 billion in 2008. The company maintains a tightly knit network of over 140 sales and service agencies as well as subsidiaries close to its customers worldwide.



Intercompany matching was previously very time-consuming. Thanks to Tagetik's Web-based interface, this process is much faster and requires no separate software installation at the individual subsidiaries

## ATP INTERNATIONAL SELECTS TAGETIK 3.0 TO AUTOMATE FINANCIAL CONSOLIDATION AND MANAGEMENT REPORTING ENTERPRISE-WIDE

*...“We selected Tagetik after a detailed evaluation of all market-leading solutions,”* explains Ian Sinderson, Finance Director at ATP. *“We were convinced by Tagetik's unified approach to budgeting and forecasting as well as its unparalleled functionality in consolidation and long-term cash flow planning. These are all very important factors for ATP as our rapid multinational expansion has created multiple operations and complex multi-currency needs. In addition, we were highly impressed with Tagetik's deep knowledge of the subject matter and strong commitment to its customers.”*

ATP International Group recently announced the purchase of Instone International, increasing its international presence to 19 countries. In order to simplify the complexity involved in its consolidation and reporting processes, the company decided to implement an enterprise solution for Performance Management and Financial Governance. The travel expert wanted the software to consolidate actual, budget and forecast data in multiple currencies from various organizational levels for reporting, financial control and a faster, more accurate financial close. Moreover, the solution had to ensure consistency across statutory and management reporting as well as automate the closing process on entity, division and group levels.

*“We are very pleased to welcome ATP International Group to our growing list of customers,”* explains Shak Akhtar, Managing Director at Tagetik UK & Ireland. *“Tagetik 3.0 is ideal for multinational enterprises because it truly unifies reporting, planning and other related processes in multi-company, multicurrency environments. This drastically simplifies complexity and reduces*



*the Total Cost of Ownership (TCO) by as much as 50%.”*

*“During their highly in-depth software selection process, ATP also asked their auditors to review Tagetik 3.0,”* adds Manuel Vellutini, Chief Operating Officer at Tagetik. *“Not only did they verify that the data traceability and security is adequate, they also found that our software sets the highest standards on the market! This shows that companies should look beyond the big brands during their selection processes and carefully evaluate the true capabilities of both the software and vendor.*

*We are convinced that they will quickly realise the value of Tagetik 3.0's unified platform and sophisticated built-in functionalities – especially in financial and cash planning.”*

### About ATP

ATP International Group is one of the fastest growing brands in the business travel world. Following the successful acquisition of Instone International in July 2009 the company has a presence in 19 countries and worldwide revenues in excess of €50 million. The company has successful operations in business travel, corporate event management and online travel technology, building specific industry relevant solutions for vertical sectors. Key sectors served range from the Oil and Gas Industry through to Government travel, sports event management and global crew travel solutions.

The company underwent a Management Buyout (MBO) in 2006 and was refinanced in 2008 by the management team and Barclays Private Equity (BPE).

For further information contact [www.atpi.com](http://www.atpi.com)



Total cost of ownership reduction

**LOCAL AGREEMENT SIGNED FOR A GLOBAL BUSINESS INTELLIGENCE, PERFORMANCE MANAGEMENT AND FINANCIAL GOVERNANCE SOLUTION**

...The announcement follows a comprehensive review of Microsoft's Business Intelligence roadmap, aiming to provide companies with well-known application tools such as SharePoint technologies, SQL Server and Office 2007 to support their decision making.

"The integration with Tagetik allows us to enrich our offer with specific Performance Management and Financial Governance content," explains Enrico Bonatti, Director of Information Worker Microsoft Italia. "Customers who want a solution with a low TCO will profit from this decision because they can easily leverage specialized platforms while using SharePoint Server 2007 for easy portal access."



**Enrico Bonatti**  
Director of Information Worker Microsoft Italia



*"I believe that the CPM market is comprised of processes and applications – not just technology," adds Manuel Vellutini, Chief Operating Officer at Tagetik. "CPM solutions, therefore, must have built-in features to support the underlying processes such creating budgets, consolidating financial data and managing business performance. Tagetik specializes in Performance Management and Financial Governance solutions which offer this type of functionality and can easily integrate with existing IT investments. Following Microsoft's announcement, we have decided to remain a multi-platform product and better utilize Microsoft technology – which is now SharePoint – to access and report information".*

Thanks to Tagetik's flexible multi-platform and Microsoft's sophisticated technology, the seamless integration between the two solutions preserves valuable data and IT resources. In particular, Tagetik offers optimal integration between the CPM information present within the actual database and Microsoft technologies for Business Intelligence, such as SQL Server Analysis Services, SharePoint Server and Excel. SQL Server Analysis Services allows users to create Online Analytical Pro

cessing (OLAP) cubes directly on their Tagetik 3.0 data. In addition, they can quickly access the information in Tagetik 3.0 via Microsoft SharePoint, which is easy to navigate and offers sophisticated graphic features. Through SharePoint Server Every level of users can share reporting and analysis easily and accurately via excel.



**Manuel Vellutini**  
Chief Operating Officer at Tagetik

In a market that has experienced a long period of mergers and consolidations, the benefits are huge for both Microsoft and Tagetik customers. Thanks to this close partnership, Microsoft and Tagetik are able to support a wide range of markets and deliver a complete solution for Business Intelligence, Performance Management and Financial Governance – most importantly, with a low cost of ownership and without major investments. Companies, therefore, can count on Tagetik 3.0 as a solution that supports all key financial processes & financial communication and fully utilizes the power of Microsoft Business Intelligence. This global initiative will be first deployed in countries directly supported by Tagetik offices as well as through its international network of distributors.

### About Tagetik

Tagetik is a global software vendor of the first unified Performance Management & Financial Governance solution to help CFOs and CIOs simplify complex business processes. A complete financial closed-loop software, Tagetik 3.0 unifies key processes and applications - such as budgeting & forecasting, cash flow planning, working capital analysis, financial consolidation, financial governance, strategy management, profitability modeling, financial & statement reporting - to manage and control overall performance, support compliance initiatives, harmonize different views of critical financial data, enable maximum visibility down to business transactions. In this way, the CFO can support the CEO in monitoring the implementation of strategies, ensure their sustainability and control corporate performance. Since the software leverages "built-in" processes and cross-platform technology - fully web-based and integrated with any ERP, our customers can profit by up to 50% reduction of the total cost of ownership (TCO). Tagetik employs over 300 market experts in 11 countries (Italy, North America, UK, France, Austria, Germany, Portugal, Spain, South East Asia, Switzerland, The Netherlands) and shares its successful strategy with 350 worldwide satisfied customers representing all industries.

Visit the Tagetik booth and discover how Unicredit Group, Astaldi, Juventus, Milan, Costa Crociere, Altair Engineering, Houghton Mifflin Harcourt, Artemide, Banco Privado Portugues, Talanx AG, Nationale Suisse, Krauss Maffei, Volex Group, M+W Zander and other clients simplified their complex CPM processes.