

*“The speed of implementation and the results achieved with the HR planning solution reconfirm our decision to select Tagetik as our future performance management tool.”*

**Harm Verhagen**, Financial Director, BAS Trucks

## Company

BAS Trucks

## Industry

Automotive and Services

## Corporate Performance Management

- Financial and operational planning
- Consolidation
- Financial reporting
- Data upload & reporting on a daily basis

## Key Facts

- 10 entities
- 180 departments
- 700 employees
- Various source systems

## Technology Integrations

- Enterprise solution for HR planning
- Rolling forecasts throughout the year
- Version management
- Security concept for sensitive information

## Benefits

- Efficient and effective budgeting & forecasting process
- Faster close processes
- Budgets on the lowest level
- Operational plan linked to financial planning
- Cost/price analysis on employee level (workshop personnel)
- Capacity planning in workshops
- Determine optimal mix of resources needed per workshop

## The Challenge

Bas Trucks is a fast-growing, international group of companies that sells new and used transportation vehicles as well as leasing, financing and after-sales services. Due to the group's business model, personnel expenses previously accounted for 70% of its total operating expenses. Therefore, in order to further improve its profit margin, the company needed a more effective way to plan and manage these costs.

In the past, Bas Trucks conducted a detailed personnel planning based on Excel spreadsheets once a year. Due to its strict security requirements, only one user could work in each budget file. This also meant, however, that many different budget drafts existed within the organization and it was difficult to ensure that the individual budget owners were using the latest version.

To further complicate matters, the group only ran forecasts at aggregated levels throughout the year. Since comparing budget and actual data for reporting and analysis was a very time-consuming, manual process, it was also difficult to apply past lessons to improve future business performance.

## The Objectives

To gain more insight on the origins and development of its personnel expenses, Bas Trucks decided to deploy a new solution for HR planning. In addition to measuring variances and running detailed analyses on individual types of expenses, the group also wanted to manage more complex scenarios such as full-time equivalents (FTEs). By making the planning process more flexible and transparent, it also hoped to accelerate the budgeting cycle as a whole.

After a careful evaluation of two planning solutions, Bas Trucks chose Tagetik over IBM Cognos. Since the group also needed to tackle its consolidation and financial reporting processes in the near future, it chose Tagetik because it unifies multiple business performance management processes in a single, unified solution.

## The Solution

Using Tagetik, Bas Trucks was able to implement a new HR planning solution in time for its 2012 budgeting process. The three-month project covered multiple phases from identifying requirements, designing the project and building the application to loading and testing data, training users and providing go-live support.

To benefit from the power of Tagetik, Bas Trucks didn't merely replace the existing application. Working closely with the experts from Tagetik Netherlands, the group added new functionality to the solution in a step by step approach.

## The Results and Benefits

By gaining easy access to highly detailed budget information, Bas Trucks can now

easily create benchmarks such as 'Cost price per workshop hour' for direct personnel at its various locations. This KPI clearly shows the performance of each location and indicates how well its workforce is aligned with the group's targets.

Thanks to the built-in functionality of the Tagetik solution, Bas Trucks can define top-down business targets and compare these with bottom-up budgets from the individual companies in the group. This allows the group to measure its planned workforce and business demand as well as "match" it by altering the type or number of employees, salaries and other factors such as sick-leave, efficiency or the billable rate.

With Tagetik's solution for performance and financial management in place, BAS Trucks has a single point of truth for all reporting & analysis.

### Excellent CFO relies on Tagetik & pmOne

Multiplication of sales, acquisition of major corporations and establishment of subsidiaries in different continents – things the finance department at Kistler Group has done in recent years - deserves recognition. This was also the opinion of around 440 Chief Financial Officers at the CFO Forum Switzerland.

Roger Willi, CFO of the Kistler Group, was named "CFO of the Year" at the annual CFO Day in Autumn 2012. The recipe for the success of Roger Willi, who has had a decisive influence on the expansion of his company, includes: a great team, a successful company, and last but not least, a good BI/CPM consultant.

The freshly crowned Chief Financial Officer did not neglect his Tagetik & pmOne contacts, delivering a thank you letter that said: "I want to thank you and your team for working with us so successfully." And now with Tagetik/pmOne, and the uniform and flexible software platform that Kistler Group has, nothing stands in the way of the continuation of the Kistler Group financial success story.

### About BAS Trucks



Bas Trucks offers complete solutions in the field of trucks and trailers. Its Global Truck Concept unifies the disciplines of buying and selling new or used transportation vehicles with leasing, financing

and after sales services. The fast-growing, internationally operating company is based in Veghel, the Netherlands.

[www.bastrucks.com](http://www.bastrucks.com)

### About Tagetik

At Tagetik our mission is understanding the complex challenges that face The Office of Finance and translating that knowledge into intuitive, enterprise-scale performance management software solutions that drive business results. With Tagetik Cloud, or on-premise, you can unify financial and operational planning; shorten your consolidation and close process; immediately analyze results, model and compare full financial statement impact of business scenarios; adjust your strategic plan; seamlessly update rolling forecasts; produce formatted and auditable financial statements and management reports; collaborate on business reviews, and automate disclosure and board reporting. We've built-in the financial intelligence so you can orchestrate some or all of this in one place. Find out why more than 750 customers in more than 35 countries count on Tagetik to improve efficiency, reduce risk, save money and delivers results, visit [www.tagetik.com](http://www.tagetik.com).

We get Finance. You get results.