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IBM Cognos TM1 CLOUD Success Project Story

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Business Connect Budapest 2014**



Sophia Solutions

- Since 2002
- More than 40 employees
- Offices in CZ and SK, active in neighbour countries as well
- **EPM – planning and performance management**
- **BI – analysis and reporting**
- **DWH – is everywhere...**

- **EPM: Main customers are controlling departments**

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➤ A member of **KBC Group**

- An integrated bancassurance group
- 10 000 000+ customers in 10 European countries
- About 36 000 employees

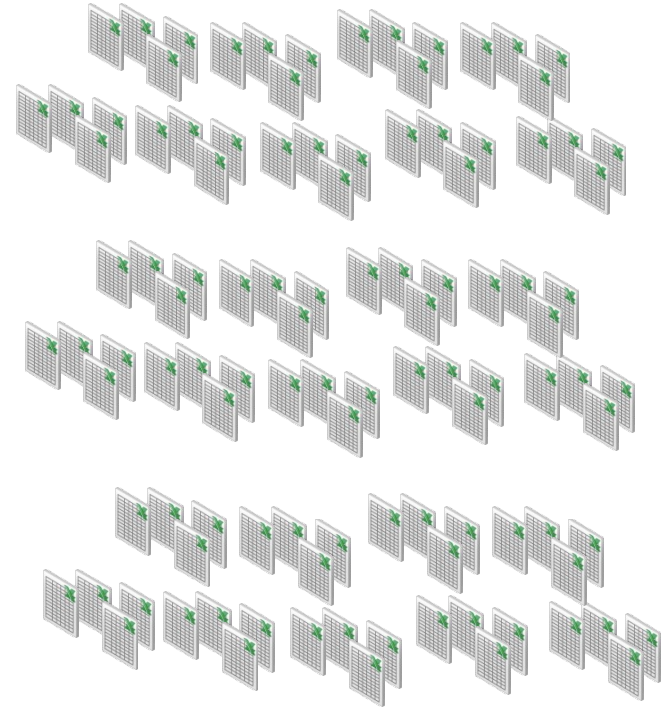
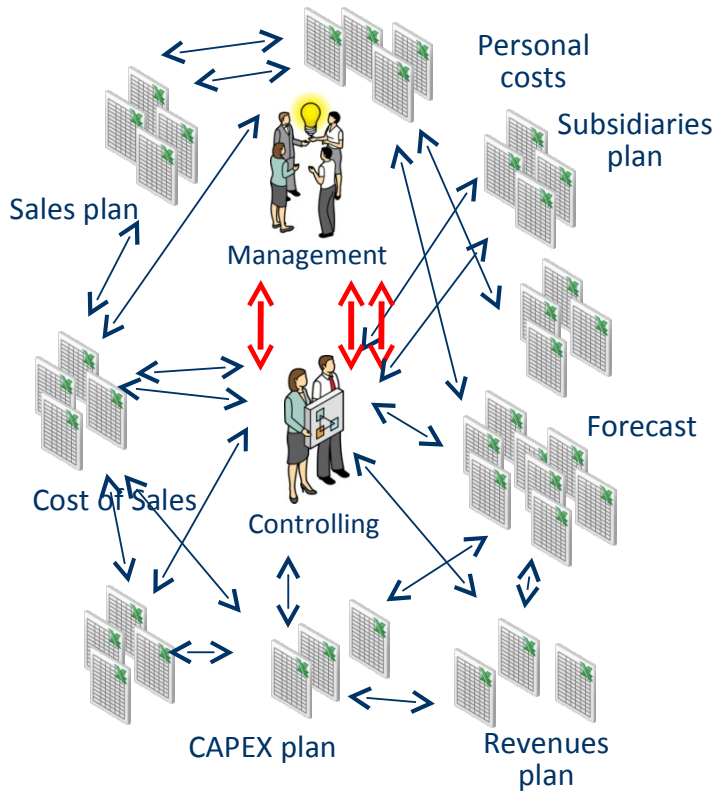


➤ **ČSOB Insurance**, member of **ČSOB Group**

- **ČSOB** is a market leader in Czech Republic
- The market share is 32%
- 7 000+ employees
- Complete portfolio of bank and insurance products
- Retail and corporate customers



The previous state



The previous state

- Previous planning “system” – multiple Excel files
 - Data model not managed
 - No versions, no scenarios
 - Limited level of detail
 - No security setting available
 - No workflow functionality available
 - Prone to human error, unreliable
 - Limited performance, not enough detail

The customer needs

- Efficiency of planning process (lower labor consumption, less of errors, work-flow validations)
- Easy creation of plan versions and forecasts
- More detailed data available
- Modelling and what-if functionalities
- Flexibility in planning methodology changes
- User access management
- **Dependence on local IT should not grow**



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Why TM1 CLOUD was selected

- Coverage of functional requirements
 - Centralized data model
 - Scenarios and versions modelling
 - Whole planning model recalculation in seconds
 - Work-flow process and user access control
- Flexibility and user friendliness
 - Dependence on local IT department will not grow
 - Administration by controlling department
 - Versions available during planning process in tens of minutes
 - MS Excel connection, if needed



Why TM1 CLOUD was selected

- IBM TM1 Cloud:
 - Guaranteed by a stable vendor
 - Continuing development of the tools
 - More functionality than competing tools
 - No IT extra staff need, very expensive item...
 - Reduced CAPEX, no HW and operating systems, memory, disks...
 - „New web pages only...“
 - On Cloud Environment operational in days
 - Possible choice between on demand and on premises solution, choice can be revisited later



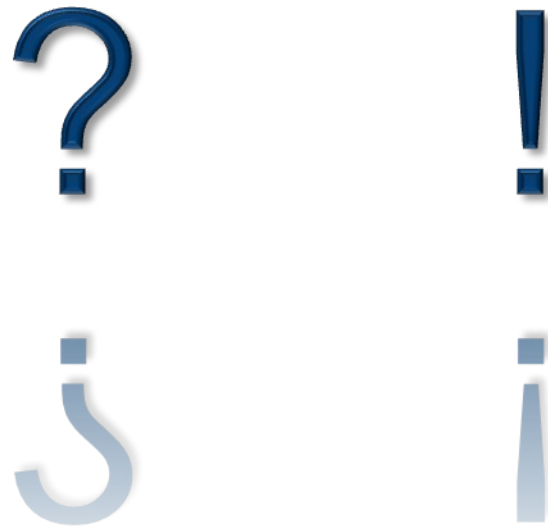
The project facts

- First implementation phase completed recently
- Project plan milestones
 - Start: February
 - End: September
- **Core part** – Revenues and Costs of Sales was **implemented in 3 months**
- **The 2015** plan is being created **in the new solution**
- Expectations materialized
 - Versions and models available
 - Controlling in charge of business functionality administration
 - IBM handles technical administration

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The project facts

- The IBM Softlayer as Cloud Service Provider is used
- The Service Requests response are in minutes largely
- Only minimal cooperation of local IT required
- The customer's messages – **AUTHORIZED by customer**
 - The implementation partner with controlling know-how is recommended for successful project
 - Positive recommendations for remaining financial departments
 - Next development steps: revenue area model, sales model detail



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Thanks for attention

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