



Customer Success Story

ESE World BV, formerly known as OTTO, was founded in 1934 and has since then become European market leaders in waste storage systems and provides sustainable innovative solutions and alternative concepts for managing residual waste and recycling. ESE World BV offers a broad range of products and services to support its customers in optimizing waste management and achieving their sustainability targets. ESE World BV is a privately held company based in Maastricht, The Netherlands.

Selecting and Implementing CXO-Cockpit

"It all started when Schoeller Arca Systems, who had been using CXO-Cockpit for quite a while, shared their positive feedback with our Board of Directors", says Joop Visscher, Controller at ESE.

"We already knew that we needed a better and faster reporting solution than that offered by the HFM reporting tools. We were looking for less maintenance and to be able to deliver our HFM information to our Management Board much faster. The positive feedback from Schoeller Arca was impressive so we entered into a short Proof of Concept with CXO Solutions. The PoC was successful and we signed contracts soon after", says Joop Visscher.

iPad delivery of our HFM data is key

CEO of ESE World René Wolfkamp: "With this iPad App I have access to all the important Hyperion financial data, anywhere and at any time. Knowing that the information is always available and correct adds incredible value to my day to day business, especially when I am travelling and during my meetings with fellow board members, shareholders and other stakeholders."

Delivering mobile reporting via the iPad is all part of the same CXO offering and did not require further investment from ESE World. No additional software was required and the maintenance of the iPad output is zero. This is because it uses the same central repository as all the other web-based reports delivered via CXO-Cockpit.

Quicker delivery also key information

"Besides the value of the iPad App for our board members, CXO-Cockpit has helped us shorten our reporting time drastically, saving time and money whilst producing our key periodic financial data much quicker. The fact that our entities submit commentary within CXO-Cockpit and not in separate reports has considerably shorted the time to prepare our monthly overviews", continues Joop Visscher.



Value and Benefits for ESE

"With CXO-Cockpit we have a single reporting environment for our entire HFM database. It eliminated our heavy maintenance burden with the native HFM reporting tools, and at the same time CXO-Cockpit delivers our crucial HFM information much quicker and in a more intuitive fashion to the Management Board. Due to the very tight integration with HFM our reporting process is fully automated, which makes it much quicker and less error prone. Furthermore, the delivery of our HFM data via the iPad has been of huge benefit to our CEO. All the valuable information he needs is now at his fingertips, greatly helping him in his decision making process" concludes Joop Visscher.

Immediate benefits for ESE

- ✓ Shorten our management reporting cycle
- ✓ Easy access to our Hyperion Financial Management data via a web browser and the iPad
- ✓ Accurate delivery of crucial management information to senior executives
- ✓ Rich drill down capabilities for quick online analysis
- ✓ Finance owned environment with seamless integration with HFM
- ✓ One single point of maintenance, meaning less work and more accuracy