

## Customer Implementation Story

As global market leader in the field of plastic returnable packaging systems, Schoeller Arca Systems is committed to helping customers reduce their overall logistics costs and use packaging to enhance their brand. With a global presence in over 50 countries, Schoeller Arca Systems provide reliable, high quality plastic packaging systems and services to a diverse range of industries like food & beverages, automotive, agriculture, retail and postal services. Schoeller Arca Systems employs over 1100 people and realized a turnover of approximately Euro 500 million in 2008.



### Why did Schoeller Arca Systems select CXO-Cockpit?

We were introduced to the CXO-Cockpit about 1 1/2 years ago when the product was just released in the market, says Lars Valkonet the Group Business controller at Schoeller Arca Systems. We were quite satisfied with the capabilities of our Hyperion Enterprise reporting solution at that time, whereby we mainly relied on using Excel to get the management information for our various stakeholders. It has to be said that it required a lot of manual work from our finance team and that it put us under pressure at every reporting period.

The first demo of the CXO-Cockpit did open our eyes about what was possible with our key Hyperion Enterprise information. Especially the increased dimensionality of our Enterprise output via the CXO-Cockpit was of immediate interest to us. Being able to for instance split-up our sales figures into multiple dimensions in a web-based dashboard became instantly very appealing to us. Furthermore the ability to obtain a consistent and reliable application (compared to use of Excel) for our management reporting with possibilities of drilling information was of high interest for us. In combination with other benefits of the CXO-Cockpit like the 100% integration with our Hyperion database, the speed of implementation, the low costs and the best practices approach of the pre-built output, we decided to have a go at it, continuous Lars Valkonet.

### Implementing CXO-Cockpit

Because we have a small finance team at our Head Office we are always short of time, especially when it comes to thoroughly implement new solutions, says Lars Valkonet with a smile. However, in this respect the CXO-Cockpit is a nice exception to the rule. With the CXO-Cockpit we had our first web-based dashboard available in only a few days. By which the software was installed, integration was established with Hyperion Enterprise and our most critical dashboards (P&L, KPI's, etc) were produced. It took the CXO team another 3 to 4 days to finalize the initial implementation, by fine-tuning the application together with us.

Because time is still precious to us, CXO Solutions provides us with a remote update service, where they support our team on a monthly basis with the critical reporting process out of the CXO-Cockpit. This is an extremely valuable offering for us because we can rely on the fact that a critical job is executed by professionals at affordable rates.

### Seeing is believing

If you are a Hyperion Enterprise user like us, I would encourage you to have a look at what the CXO-Cockpit can do for you. It is indeed a very valuable add-on to a perfectly stable product like Hyperion Enterprise, are Lars Valkonet's final comments.