



IBM PERFORMANCE EVENTS

Smarter Decisions. Better Results.

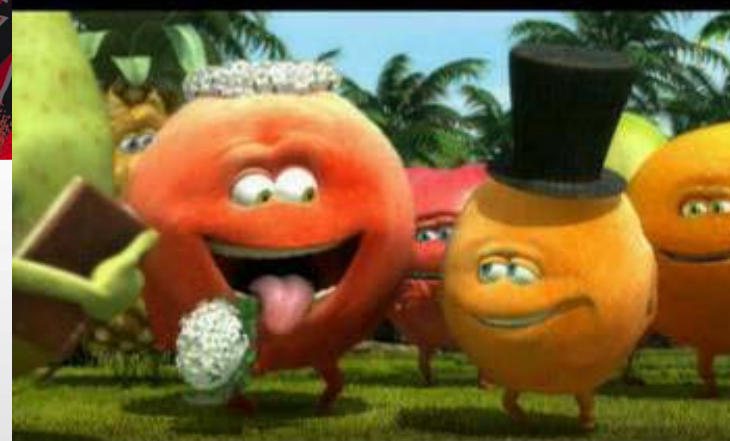
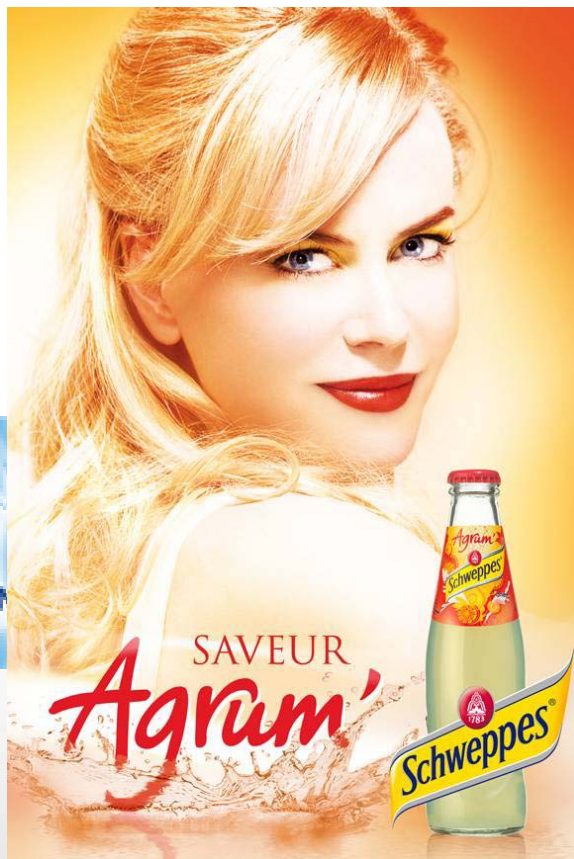


One version of the truth with Corporate Performance Management

Patrick Hennuy
Reporting and Controlling Manager
Orangina Schweppes Belgium

18 November 2010, Brussels (Forest)

Presentation Orangina Schweppes Belgium



A very young group with a surprisingly long history



1783



1936

1969

2009

- Group

- Orangina Schweppes has sales of **1 billion €** and employs almost **2,500 people**
- belongs to the Japanese Group **Suntory**
- Every **5 seconds**, somebody around the world drinks one of our beverages
- Available in **more than 80** countries
- **22 brands**

ORANGINA SCHWEPPES

SUNTORY



With a strong local presence through the Belgium business unit

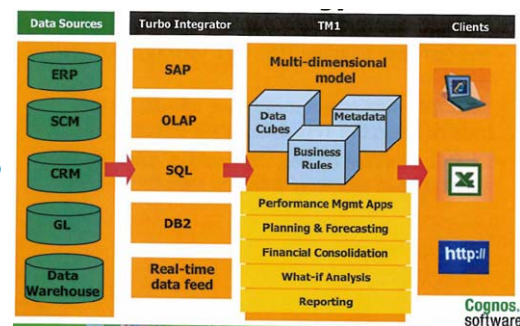
- Orangina Schweppes Belgium
 - **140 employed people**, including a factory
 - Member of **Orangina Schweppes Group**
 - **10 brands**
 - In Genval **since 1929**





This project: an opportunity to gather only one truth

- Hyperion
- Essbase
- ERP MFG Pro



Objectives of the project

One Version of
the truth



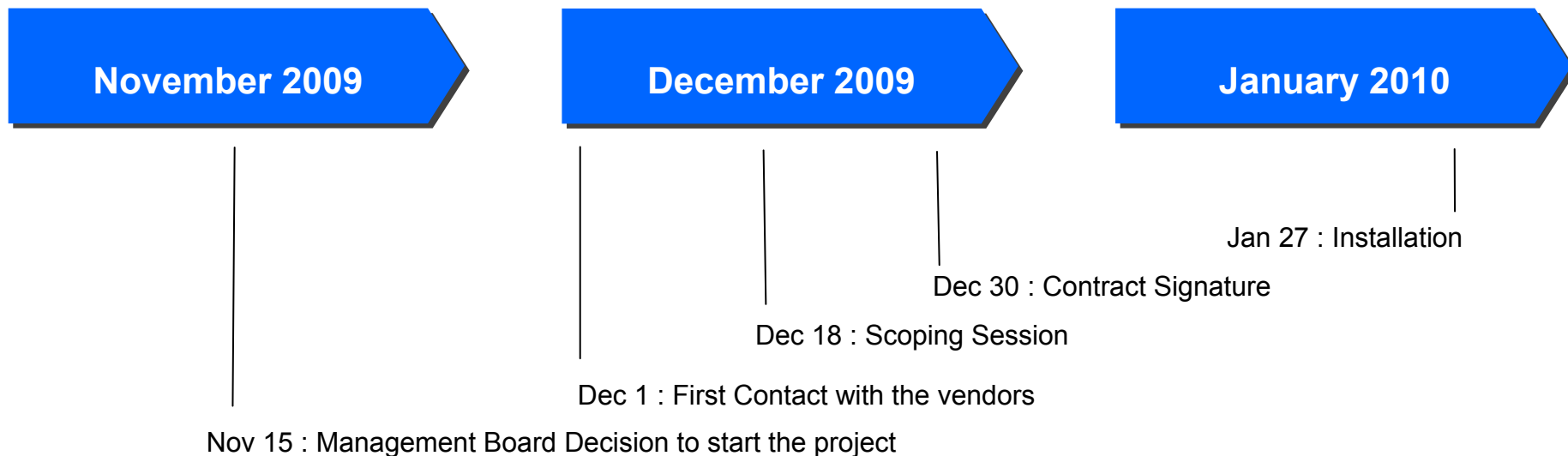
Reduce Time to Market

Improved
Simulations
Capabilities



**Anticipate Financial
Impact of decisions**

Fast project initialisation

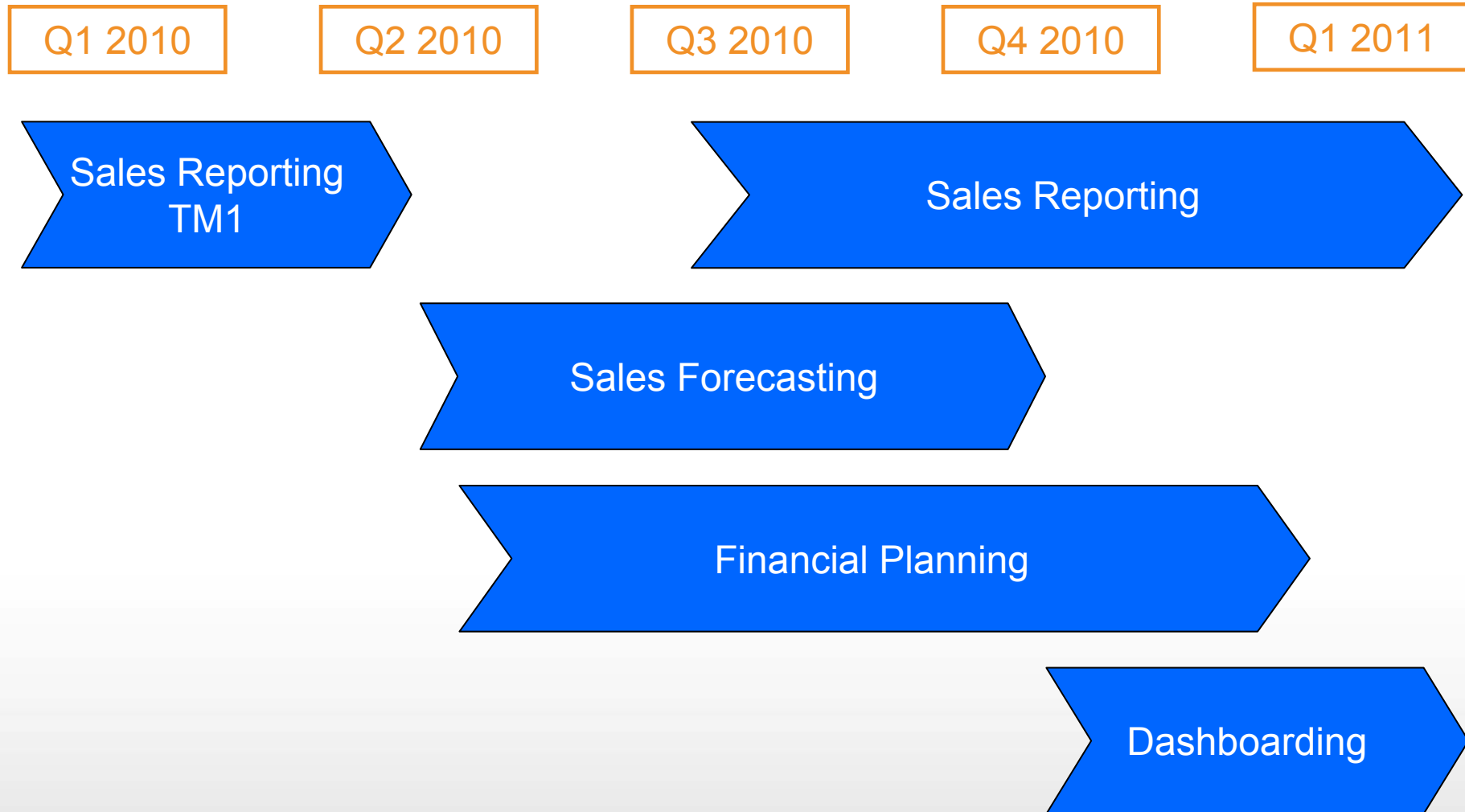


➤ Project Approach

➤ Selection Criterias



Modular design to maximise user adoption and fast business benefits





Where are we now ?

- The project is still **ongoing**
- **Central Repository** of data being built
- Process **Simplification**
 - ✓ S&OP → weekly sales logistics coordination meeting
 - ✓ Monthly Forecast Meeting
- **Delays** vs. Original planning
 - ✓ Available resources for project



Where are we now? (cont'd)

- Business Users **Self Service**. Less calls to finance to supply data
- Simulations capabilities **marginally** improved
- **Better Coordination** between departments (silos)
- **Curiosity** towards the numbers





Future...

Looking back at the project:

- Are you confident in your processes ?
- The technical part is easy ! Change Management is difficult
- Planning in Contributor – Ownership of Forecast
- Access to information

Summary and conclusions

**Don't underestimate change management
Plan realistically your internal resources**

You enter a new world

Once you get started, the ideas start to flow

