



Customer Story
Royal Barenbrug Group
Implementation of IBM Cognos
Controller





Solution:

The chosen solution is based on the following product:
IBM Cognos Controller.



Royal Barenbrug Group

Stationsstraat 40
6515 AB Nijmegen
www.barenbrug.com

Industry:

Grass seed and legumes

Annual Revenue:

€ 150M

Employees:

500

Introduction

The Royal Barenbrug Group is a globally operating seed company, headquartered in the Netherlands. To this day, the Barenbrug Group remains an independent family business. After more than 100 years of experience, their international reputation is still based on our core values of Innovation, Quality, Marketing and Partnership.

An annual turnover of € 150 million positions Royal Barenbrug Group amongst the largest global companies in their field. The Group consists of 22 subsidiaries in 13 countries on 5 continents.

Research and Development in all major climatic zones around the world, together with ongoing innovation has resulted in a unique product line of high-quality speciality products. The Royal Barenbrug Group pursues long-term partnerships with its customers and seed growers and participates in research alliances with major universities and institutes.

Specialised know-how supports their extensive range of products. The brand Royal Barenbrug Group stands for top quality!

Business requirements

Due to the nature of its rapid changing research driven environment and growth ambitions, the Royal Barenbrug Group required a cost effective, scalable but flexible enough solution capable to adapt to the financial reporting environment, making use of the latest technologies.

Challenges

- Having a centralized, web based environment to enable reporting of local entities in areas with poor internet connections.
- The Royal Barenbrug Group needed a single application which combines management reporting and legal reporting with as little as possible effort in data processing, increasing time for analysis.
- Simplified Intercompany reconciliation and data delivery.



The Royal Barenbrug Group was familiar with Cognos Consolidator, the predecessor of IBM Cognos Controller, which made the transition to a new consolidation and reporting application easier to handle.

Other features of IBM Cognos Controller critical to the Royal Barenbrug Group:

- Full integration with Excel. Creating and maintaining reports and data entry forms is done in Excel.
- Online, real-time intercompany matching. At the moment of data entry, users can see counterpart's values.
- Extensive standard system reports (reconciliation, journal reports).
- Trial Balance drill down report, which enables advanced analysis.

Solution

Partake partnered with the Royal Barenbrug Group in the implementation of IBM Cognos Controller.

After a thorough intake and assessment of the current Cognos Consolidator application, the Royal Barenbrug performed an in house installation of IBM Cognos Controller out-of-the-box.

■ **The smart way to business insight.**

Partake performed the migration of Cognos Consolidator to the new consolidation engine of IBM Cognos controller, the setup of the advanced control tables, migration of forms, reports and existing Excel Link reports used in the Consolidator environment.

After two months shadow run closing, Barenbrug went live in April 2010 and performed a successful year end close in July 2010.

Benefits

- Faster consolidation process.
- Simplified maintenance because of full integration with Excel.
- Centralized environment, accessible for all entities on all continents.
- More consistent reporting, one version of the truth.
- Support for the latest technologies.



"The knowledge and experience of Partake has helped us creating a flexible and powerful tool for management and consolidation purposes, making the Barenbrug Group ready for future challenges".

**Marty van Dijk -
Group Controller**



We look forward to partake in your quest for business insight.

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