

rimo •

Integrated Group Planning and Control.



SPL TELE Group

Gives Control.

Double benefit: Integrated, workflow-based group planning for greater efficiency plus expansion of the company's own software product Rimo for better marketing.

With Board, SPL TELE replaced its Excel solution with an integrated, workflow-based corporate planning system in just 3 months, making reporting, analysis and planning significantly more efficient. At the same time, the company is using the Board platform to enhance its own software "Rimo" with analysis options and process support, and to offer it to its customers as an additional solution to its customers. This has provided the service expert in the telecommunications sector a flexible solution for controlling its own business and, in addition, a product that can be offered both to its own customers and to external customers as well as to external interested parties.

Company

A family business as a total provider for telecommunications infrastructure

SPL TELE is a family business with 450 employees and has developed steadily since it was spun off from Siemens AG. further development. SPL TELE is a full-service provider for telecommunications infrastructure in the field of mobile and fixed networks. The company is a respected and reliable partner of the network is a respected and reliable partner for network operators. operators. SPL TELE is already the market leader in Austria and is expanding in Germany. The portfolio also includes services in the non-telecom sector, logistics and transport solutions, e-mobility and customized products and tools. SPL TELE also develops and markets the "Rimo" software. This supports the planning, control and monitoring of projects

Industry
Telecommunications/
Infrastructure

Department
Company-wide

Employees
450

Projects per year
About 800

as a fully integrated solution across all corporate processes with its Projectplus solution, and the management, planning and expansion of passive networks with Cableplus.

Challenges

Growing data volumes, too much effort and too little flexibility

SPL TELE was looking for a solution that would make reporting, planning and analysis within the company much easier, more flexible and faster. Until now, the company had been using Excel and reports with Excel. The volume of data to be evaluated was huge:

- Approx. 400,000 time entries p.a.
- 800 projects
- 100,000 individual orders
- 500,000 goods movements p.a.

The complexity also increased due to the large number of projects, about 60 employees involved, six dimensions and two dimensions and two planning versions, as well as two systems (ERP + planning environment). Already the data acquisition and consolidation were challenging and error-prone. "The preparation of the data was extremely time-consuming for us and the and the performance of the evaluations left much to be desired. Joint evaluations of technical data from our Rimo system and commercial data from the ERP were not possible at all," Florian Schütz, CEO of SPL TELE, explains. A similar picture emerged when it came to reporting. In addition, an outdated tool was being used for planning, which was increasingly proving to be inflexible and no longer met modern requirements.



*We had to deal
deal with a
high expenditure
of time and
correspondingly
high costs
ending up with rather
rigid reports.*

Florian Schütz
CEO SPL TELE

The goal was therefore to find a solution that would enable a high level of agility in planning and analysis, and in which employees would work together on a uniform system based on workflow. This should make the flow of information faster and the processes more transparent. "We had in mind a tool that would significantly reduce the time required for planning and reporting by directing processes in a targeted manner. We wanted to use the time thus gained for things for which there was no time before. This is an important point, especially for fast-growing companies such as ours, in order to be able to carry on with the strategic development of the company. In addition we want to change our planning to rolling forecasts," explains Florian Schütz. Furthermore, a very special aspect was added for SPL TELE: Its own software "Rimo" supports processes for project management as well as for the operation of passive networks and offers, among other things, network planning, ticket and incident management, dispatching, ordering and order processing. This product should be supplemented by appropriate BI software to provide our customers process support and analysis functions all in one package.

Solution

One platform for integrated planning, control and efficient reporting as well as a smooth partnership

Given the given requirements, the selection of the appropriate solution was challenging. "It was not just a matter of selecting a system that would cover the complex requirements at our company. Our goal was also to enter into a partnership with the supplier and to further market the solution. Therefore, not only the product was important, but also modalities of the partnership," explains Gunter Leher, Head of Rimo Systems, and continues, "As a customer, it is crucial for us to have a flexible product where we do not



We have hereby noticed that not only the product fit, but also the form of cooperation.

Gunter Leher
Head of Rimo Systems

always have to rely on external consultants when we want to make a small change. As a partner, we put a lot of emphasis on the design of the partnership, with training, support, and a shared concept for the future." After a convincing proof of concept, Board was chosen.

SPL TELE had set itself a tight schedule for the implementation of the projects. Right at the beginning, the project team implemented the interaction with its own Rimo software and was able to perform initial analysis that had not been possible before. The next step was the integration with the ERP, so that the finance department could carry out new and detailed commercial evaluations. At the same time, this was the foundation for the integrated group planning and control, which represents a huge milestone for SPL TELE Group.

"In the area of finance and controlling, we can now complete actual reporting, including variance analyses for individual projects as well as analysis for individual projects and cost centers. This enables us to provide our executives with important information for the management of the company," explains David Planner, CDO at SPL TELE. Another important area was project reporting with bottom-up planning. "This is really a broad field", Andreas Sauer, senior board consultant at SPL TELE, explains. "It starts with time management and hourly evaluations on projects and employees and ends with complex project reporting evaluating and presenting important KPIs such as booked times, material, external services, milestone progress or revenue monitoring." The preliminary highlight was then the development of the 'commercial project closing'. "Here, we consolidate and evaluate our approximately 800 projects from a commercial perspective on a monthly basis. In doing so, we bring together data from the various data sources on the board platform to analyze it. There's a very complex logic behind it. In addition, these values are



*We can offer
in the area of
Finance and
Controlling now
a complete actual
reporting map.*

David Planner
CDO SPL TELE

generated in closing entries, which are then transferred fully automatically from Board to our financial accounting system BMD. This application offers really great leverage and brings us so much added value and time savings," Sandra Stoll, Head of Finance and Accounting at SPL TELE, explains satisfied. But SPL TELE is not only using Board to develop solutions to cope with its own internal challenges. "What could be better than offering your customers a product that you use yourself and that you are convinced of? Our existing customers who already use the Rimo software often ask about possibilities to extend the use with BI functions. Board is the perfect add-on for Rimo," explains Gunter Leher. Due to the great demand for BI solutions that support the digitalization and agility of companies, SPL TELE has even decided to offer Board as a stand-alone solution, independent of Rimo, which means that the company is now also able to target new customer groups.

Customer benefit

More time and resources for important tasks & to optimize product range

Integrating BI and CPM in one platform saves costs that would have been incurred for separate products and projects and at the same time avoids isolated solutions. "We now have a platform that is available to employees and allows extensive evaluations without performance difficulties," says a pleased Florian Schütz. "Each department gets the information that is important to them at the right time. This gives employees an overview of the current situation and enables them to make better decisions. The comprehensive authorization concept in Board ensures that each person or department only sees the information that is of interest to them." Board consolidates all data in one place. This single point of truth (SPoT) solves many of the problems SPL TELE has faced in the past. The complex data preparation only had to be defined once, rather than periodically set up over again. All departments now work on a



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common, valid database. "Activities, especially for the daily report preparation, are now automated. Manual intervention in the the daily preparation is no longer necessary. "We now use this time for more important things," explains David Planner. "Through concrete definition of KPIs and targeted analysis, we can now better monitor and steer them. In addition, the company's management receives important data as a basis for the further development of the company. "We are currently introducing a rolling forecasting. Board is creating the conditions for this, to implement this quickly and to accelerate the forecasting massively faster," adds Florian Schütz. "Board has a very positive influence on the daily work. We save ourselves a lot of time that we would have to spend on routine work and which we can now use much more strategically and profitably."



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