

# ENEAA

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## Overview

### The need

To keep its business on top of a competitive market, communications software specialist Enea wanted to enhance its ability to plan, predict and manage its financial performance.

### The solution

Using IBM analytics technologies, Enea has developed a sophisticated financial consolidation and planning process. Detailed quarterly rolling forecasts provide greater insight into the entire business.

### The benefit

The solution makes planning and forecasting more efficient and reliable, frees up time to analyze data more thoroughly, and reduces external consultancy costs.

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## Enea

*Gaining deeper insights into business performance with streamlined financial planning and forecasting*

Every day, more than three billion people around the globe rely on Enea's technologies in a wide range of applications – from telecom and automotive, to medical and avionics. In particular, the world's leading telecom companies turn to Enea when building global communications infrastructures.

As a significant global player in the market for operating systems solutions, Enea's vision is to, with its software and expertise, help customers develop amazing functions in a connected society. To realize this vision, its internal financial and operational processes need to be just as efficient and seamless as the software it designs and the services it delivers.

To identify and drive new efficiencies, Enea's finance team decided it needed a more accurate overview of costs and revenues – not just at the group level, but also in each of its local operations.

However, the company's existing methods and tools for planning and forecasting – based on an annual budget cycle – proved too rigid to rise to the challenge. When organizational changes occurred – such as the creation of new departments or the launch of new products, it was difficult to integrate them into the financial consolidation process and budgeting models. This led to high annual costs, as the company relied on external consultants to develop and update the budgeting system.

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*“Our initial aim was to cut the cost of maintaining our planning and reporting systems – and we certainly accomplished that,” says Håkan Rippe, CFO of Enea. “But an even more important achievement is that we have enhanced our ability to analyze and present our financial performance to our management and shareholders, giving them greater confidence in Enea.”*

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## Solution components

### Software

- IBM® Cognos® Express
- IBM Cognos Controller

### IBM Business Partner

- Addedo
  - Enfo Pointer
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“To get a better understanding of our business we needed to make our finance department more efficient, and make our systems more flexible,” explains Håkan Rippe, CFO at Enea. “Our old financial consolidation and budgeting processes were laborious and time-consuming. Frequency was also an issue: we budgeted once a year, and infrequent ad hoc updates didn’t give us the level of clarity and manageability we needed.”

Enea decided to move to a 15-month rolling forecast process, which would provide better cost control and insight into financial performance, enabling Enea to react quickly to trends and developments in a dynamic market. However, its existing systems landscape struggled to support the rolling forecast process in an efficient way.

## Trusted partnership of skill and know-how

To gain a comprehensive consolidated view of its entire business and take advantage of a highly scalable, flexible forecasting model, Enea decided to replace its planning system with an IBM® Cognos® Express solution. To enrich the new budgeting model with actuals data in a timely way, it also needed to enable faster and simpler consolidation of financial data from the different companies within the Enea group – which meant it needed to restructure its existing IBM Cognos Controller environment.

In implementing the new solution, Enea was supported by IBM Business Partners Addedo and Enfo Pointer. While Addedo installed the Cognos Express software and upgraded and restructured the Cognos Controller environment, Enfo Pointer was entrusted with developing and deploying the new forecasting model.

“Working with Addedo and Enfo Pointer was just like working with a single business partner,” remembers Håkan Rippe. “We chose this approach because it brought the best combination of skills and knowledge to the project – and the relationship has really paid off.”

## Easy visibility of actuals facilitates planning

With its new consolidation and planning solution, Enea can now easily view and analyze the actuals data from all its global operations centrally, and is able to generate detailed plans and forecasts, faster than ever before.

“In the past annual planning was extremely time-consuming and required laborious manual inputs,” remembers Håkan Rippe. “It used to be a very finance-driven process, and contributors from the business sometimes lacked confidence in the results.”

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*“With our IBM analytics solutions, forecasting accuracy has improved each quarter for quite some time now, and our projections better reflect the day-to-day reality of our business.”*

— Håkan Rippe, CFO, Enea

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“Now, the business is more closely involved. They can view the actuals data from past quarters side-by-side with the planning data that they need to input into the forecast – which helps them make more accurate contributions. The feedback loop between planning and actuals acts as an excellent learning tool, helping contributors get a better understanding of cost and business drivers. As a result, we are in a better position to build a financial plan that business stakeholders can trust, and that we can deliver on.”

### **Fast, automated consolidation and easy currency analysis**

Håkan Rippe adds: “The consolidation process is also faster and more automated, so we can spend more time analyzing the figures instead of manually creating reports. The software also supports analysis of currency effects with ease, which is crucial for us.

“We can look line-by-line versus last year, or last quarter, and understand the impact of currency movements in different business areas during different periods of time. This gives us a clean picture of the local business and improves our ability to explain it internally and externally.”

He concludes: “With our IBM analytics solutions, forecasting accuracy has improved each quarter for quite some time now, and our projections better reflect the day-to-day reality of our business. We now have a solution that we can manage and maintain, and we are making savings by reducing our reliance on external consultants for support.”

### **About Enea**

Enea is a global supplier of Linux and real-time operating system solutions, including middleware, tools, databases, and world class services, with a vision of helping customers develop amazing functions in a connected society. As a trusted and respected player in the embedded software ecosystem, Enea has for more than four decades delivered value and helped customers develop and maintain ground-breaking products. Every day, more than three billion people around the globe rely on Enea’s technologies in a wide range of applications in multiple verticals – from Telecom and Automotive, to Medical and Avionics. Enea has offices in Europe, North America and Asia, and is listed on NASDAQ OMX Nordic Exchange Stockholm AB. For more information please visit [www.enea.com](http://www.enea.com) or contact us at [info@enea.com](mailto:info@enea.com).

## About Addedo

Addedo helps its clients' CFOs and group finance departments with challenges around financial reporting and planning. To learn more about products, services and solutions from Addedo, please visit [www.addedo.com](http://www.addedo.com)

## About Enfo Pointer

Enfo Pointer is a leading consultancy within business intelligence, budget and planning, and analytics advisory services. Enfo Pointer, with offices in Stockholm, Gothenburg and Malmö, is a part of the Enfo Group. To read more about products, services and solutions from Enfo, please visit [www.enfo.se](http://www.enfo.se)

## About IBM Analytics

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Produced in the United States of America  
June 2015

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