



Customer story
Kroymans
The smart way to migrate
to Hyperion System 9 FM

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

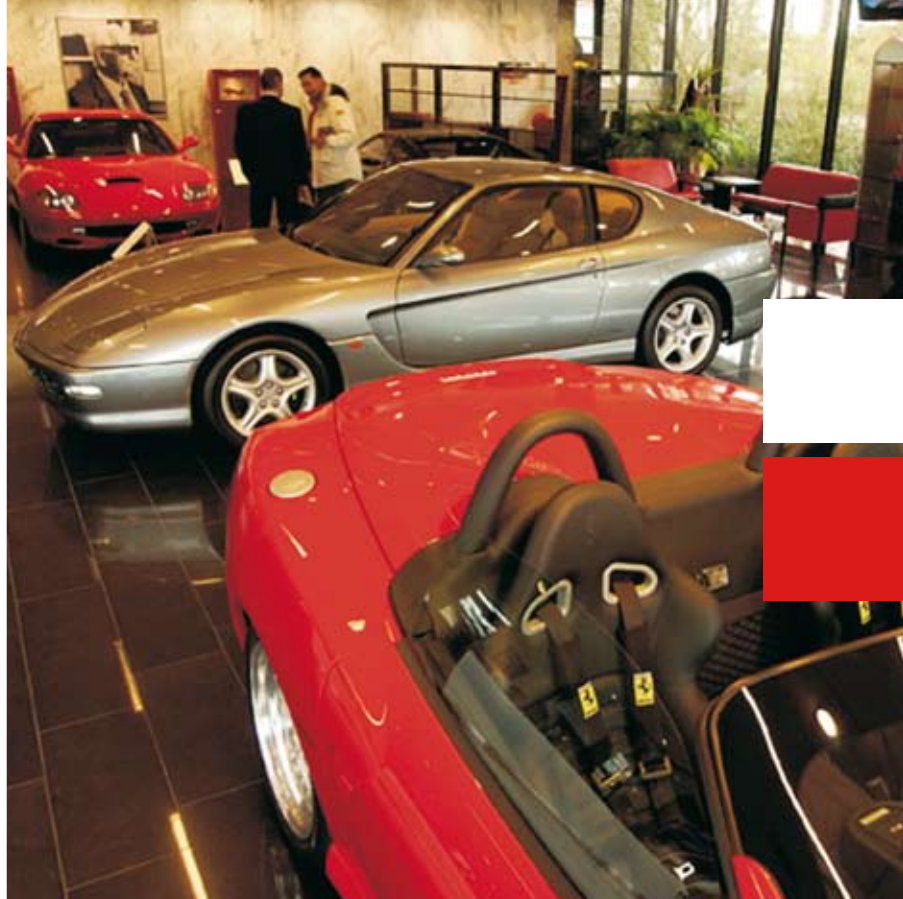
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Kroymans

**The smart way to migrate
to Hyperion System 9 FM**

“With the migration from decentralised to a web application, Kroymans Corporation is shifting its consolidation and reporting to a higher gear.”

Ton van der Steenhoven, CFO Kroymans Corporation



Kroymans' reason for migration

Business requirement:

Consolidation and group reporting at Kroymans Corporation: One version of the truth in a web-based centralised environment with automated interfaces to ERP.

Solution:

Migrating from Hyperion® Enterprise® to Hyperion® Financial Management

Kroymans has been using Hyperion Enterprise for 7 years for both consolidation and group reporting. They chose for a decentralised installation. Due to the rapid growth of the organisation, the software had to be installed at 80 locations world-wide. Upgrading to newer versions, or even updating the application with new entities, accounts or logics, became a massive recurring effort. In 2004, Kroymans decided to migrate from locally installed Hyperion Enterprise to central web-based Hyperion Financial Management (HFM).

Maximising the benefits

Willem Koens, Group Accountant of Kroymans: "We have used the momentum of the migration to



Willem Koens

significantly improve the overall consolidation process. In addition to the inherent benefits of a centralised system, we now have a better audit trail to show the differences between the ledgers and the numbers in the consolidation. We have replaced our Excel-based reports with good quality reports straight from HFM. And very important, we have implemented automatic feeds from the ledgers of our companies to HFM, so that they do not have to manually key in the numbers. All of this together makes the Kroymans consolidation process faster, more reliable and less time consuming."





Kroymans' SMART way to migrate to HFM

"I am happy with our approach to the migration", Willem Koens continues. "With my team of 4 colleagues, we are responsible for the Kroymans-wide consolidation process, from data collection up and including reporting to the board at every 4th working day of the month. We do not have a lot of time to spend on projects like this. However, we cannot skip reporting to our executive board for 6 months either. For them it is business as usual. Partake advised us a migration approach that turned out to work very well."

Willem Koens en Marco Vissers, senior consultant of Partake



Marco Vissers, senior consultant of Partake: "With a small team and such a large number of sites with different general ledgers and Charts of Accounts, the classic "Big Bang" approach is impossible. We have advised to do a site by site migration, keeping Hyperion Enterprise intact until all sites have migrated. To avoid duplication of work, we created a conversion program that converts their 'old' Enterprise output into HFM. In this way, all Enterprise based sites were able to report, in parallel to the new sites that deliver the data with automatic feeds to HFM. "This created a lot of buy in from the sites. In a test application, their automatic feed was built and data conversion was tested by the sites. This gave them a good knowledge of the HFM way to report data."

About Kroymans Corporation

Operating from a position of strength in its home markets in the Benelux and Germany, Kroymans seeks to expand its core operations in the automotive industry - car and parts import, retail and leasing - so as to develop the group into a leading European business. Kroymans Corporation aims at creating optimum added value for its customers, principles, staff, strategic partners and shareholder alike. Kroymans Corporation in 2005 reported net sales of € 1.8 billion with an average number of employees of almost 3.900.





Kroymans' experience

Natascha van Nieuwenburg, Manager Reporting and Consolidation: "The new HFM system is set-up well and is easy to maintain. Partake has proven to be an experienced partner in this process. For the reports for example, we have hardly any maintenance if we add accounts, rules or entities. And for our operating companies, we now have automatic interfaces that load our data from our ERP system with one push on the button.

Where we used to spend masses of time in the month-end consolidation on the system, we can now focus on the analysis of the data and the communication with our sites."

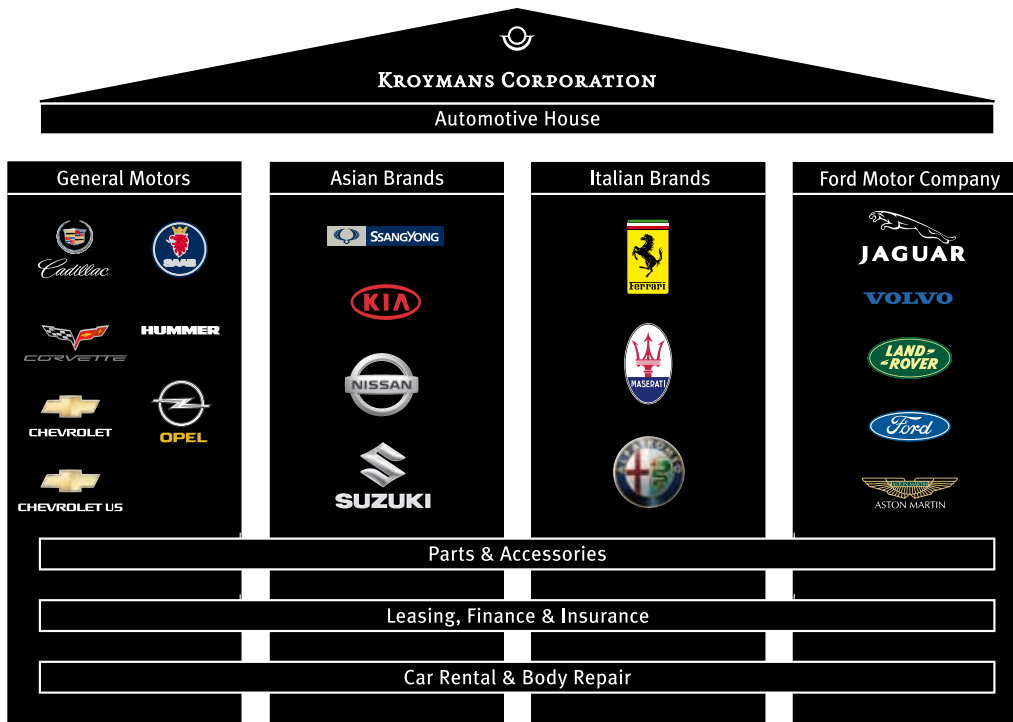


Kroymans and Partake

Willem Koens: "I enjoyed doing this project with Partake and am pleased to see that they have transferred their knowledge to Natascha's team, so that we can truly say that we are completely autonomous in the maintenance. Natascha van Nieuwenburg continues: "I do not want to reinvent the wheel, so I will continue to use Partake as my advisor for further improvements, like for the equity pick-up and user and security management. And for our plan to include more KPI's, to make the system more valuable for the Business Units. But this year, we will not change much and enjoy the benefits of a successful project."

Willem Koens, Natascha van Nieuwenburg and Marco Vissers





Kroymans Corporation - Automotive house

Partake's role in the quest for business insight

Over 200 large companies rely on Partake to guide them in the implementation of reporting systems that offer support in their quest for business insight. Operating in the domain of financial reporting and performance analysis, Partake can help you turn your strategy into systems and information flows, as well as modeling systems that allow you to meet your legal reporting requirements.



Our complete offer:

The testimony to our success lies in the long-term partnerships we forge with our clients. The completeness of our offer ensures we can sustain such partnerships and means that Partake can take away your reporting system concerns, leaving you to concentrate on the business of running your business.

- Consulting - guaranteed quality in your implementation projects
- Support - peace of mind in the ongoing operation of your reporting applications
- Infrastructure - performance, reliability and stability for your chosen applications
- Training - empowering your staff to leverage the collected and collated information
- Software - more complete or tailored solutions

Our mission

We make it our mission to make sure you do not waste time and money on high volumes of inexperienced consultants. Instead we work with small teams of experienced consultants with complementary business, technology and infrastructure skills, so that you benefit from better solutions delivered faster. Partake has premium partnerships with leading software suppliers in the Corporate Performance Management market.

Partake Consulting

■ The smart way to business insight.

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

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