

Modern Controlling in the ECKART Group

ECKART GmbH, since 1st October 2005 a subsidiary of ALTANA AG, can look back over 130 years of successful company history. Active worldwide and nowadays co-ordinating its business from Fürth, the company was founded in 1876 by Carl ECKART when he set up a gold plating production plant. However at the production plant in Günterstal established in 1920, it was not gold but rather bronze powder which was produced.



The oldest location of the ECKART Group still in use today has meanwhile grown to cover an area of 600,000 sq m. Altogether the ECKART Group has eight locations in five countries in Europe, North America and Asia, which in turn supply over 70 countries with effect pigments used in providing special gloss to paints, printing ink and cosmetic articles.

Modern Controlling – flexible, future-oriented and networked

With this credo in mind, the company concerned itself with the requirements of effective controlling almost from the very start. In 1999, the controlling instruments, mainly developed in-house till then, had to be expanded and improved and the choice was made for a solution from MIKsolution+.

It did not take long before graphic analyses were able to be carried out in a matter of just a few seconds by constructing cost cubes. With around 500 different cost centers and 200 cost types as well as constantly changing responsibilities, the data transparency of this form and quickness far outshone everything else the company had used to that date. After the monthly closing, the existing ERP system FOSS from Ordat was taken over into the MIK System by way of the ODBC Interface. The analysis

which followed using MIK-ONE, together with the recommendations resulting from it for the management as well as the flexible and easily created reporting from and with MIK.bis.xlreport, have led to new applications for the MIK-System appearing bit by bit, still today.

The product family MIK.solution+ combines the decision-relevant information out of the various and permanently changing operating systems, thereby enabling a constant view of both current and historical data. A significant advantage was on one hand that the development could be carried out in the department itself with little IT support and on the other the close and uncomplicated co-operation with MIK.

Plannable success with MIK.bis.planner

MIK.bis was implemented by Eckart at the beginning of 2008. The expanded functionalities of the fourth product generation of MIK, especially MIK.bis.planner, offered the possibility of integrated company planning.

The aim was to make a system available worldwide to those in charge of planning, so that it was possible to plan at both product and customer level with high flexibility. In the first stage, the company-wide sales planning was implemented. The high level of detail – approx 8,000 different customer numbers and articles, which were produced and sold in different business segments and locations – combined with the currency issue and the special inter-company relationship was certainly a huge challenge for the team and above all the software.

The first planning phase was for providing the possibility for those responsible for tur-

USER REPORT

Eckart



nover to carry out detailed planning for customers/articles in-house while at the same time being able to automatically plan extra information such as company, production location and so on in the background. The following planning phases relied on all this and were analyzed and adapted firstly by those responsible for the region and key and target account managers.

Lastly, the planning results were checked for plausibility by business line managers and senior management and if necessary adapted accordingly. These different planning phases and views were realized using the MIK.bis Family and made available to the approx. 50 employees. The authorization concept of MIK.olap was used for being able to carry out the splash functionality only on authorized elements. For the sales planner, entry into the system happens via Cytrix in a planning cockpit created using MIK.bis.presentation. From the previous year's figures and current data for the past 12 months, each planner is able to read trends and developments, which then flow into coming planning. Having clearly arranged tables and integrated functionalities such as showing and hiding of 'pounds' instead of 'kg' makes planning easier and more comfortable. Any planning values entered are e.g. automatically splashed in the months (analogue in the previous year) – planned data can be noted with a comment. In each stage of the process, it becomes clear why which values are planned. Any effect on the overall result can be recognized immediately. With MIK.bis.planner, each planner has an immediate overview of their data. Due to the authorization concept, it is guaranteed that every user – although they use the same mask

– can only see and plan data relevant to them. The many different one-click viewing possibilities make planning effective and very exact in detail. So for example, it is possible per double-click to change from the article into the customer view and each customer can be planned exactly using the products purchased in the previous year – the overall view is not lost. Company-wide there are over 50 users of this application. Differences in measurement units and currency are individually taken into consideration. With MIK.bis.planner, integrated sales planning was implemented with the input of all those responsible for planning in each planning phase. The modules MIK.bis.presentation, MIK.bis.table Ultimate Edition, MIK.bis.graphics and the database MIK.olap completed this application.

Currently the application is being expanded with Long Range Planning, where the focus is mainly on the integration aspect. Changes to sales planning will then have an automatic effect on capacity and personnel planning and in turn these have an effect on the profit & loss forecast. A monthly comparison of actual data then rounds off this planning, so that business transparency of the individuals firms and the company is comprehensible at any time. Also here, by way of the authorization concept, those responsible are integrated into the planning scenarios and above all the effect.

On top of that, it is essential to realize a comprehensive signature concept using workflow, so that process control can also be visualized both comfortably and transparently. Reminders for due tasks or invariability of planned data at set points also make work easier here.



APPLICATIONS

Which areas are MIK Products used in?

- Production Controlling
- Utilization Controlling
- Quality Controlling
- Turnover/Sales Controlling
- Cost Controlling
- Personnel Controlling
- Profit & Loss according to cost-of-sales and aggregate cost methods

PRODUCTS

Which MIK Products are implemented?

- MIK.olap
- MIK.bis.xlreport
- MIK.bis.graphics
- MIK.bis.table Ultimate Edition
- MIK.bis.presentation
- MIK.bis.planner

FRONT-END SYSTEMS

Which front-end system is worked with?

- SAP
- FOSS
- Adage
- LIMS
- Access

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