

# STIHL



# STIHL®

**“WE WERE LOOKING FOR A SOLUTION THAT WOULD MEET THE HIGH STANDARDS OF THE STIHL GROUP AND THAT AT THE SAME TIME WOULD BE FORWARD LOOKING, TECHNOLOGICALLY FUTURE-PROOF AND CUTTING EDGE. COGNOS CONTROLLER MEETS ALL THESE CRITERIA.”**

—FINANCIAL STATEMENTS GROUP MANAGER, ANDREAS STIHL, JÜRGEN RADECKE

## **ANDREAS STIHL LOOKS TO THE FUTURE WITH COGNOS CONTROLLER**

The Stihl and Viking brands stand for innovation, high performance, and superior quality in landscape management, construction, and forestry products. The Stihl Group, founded by Andreas Stihl in Stuttgart, Germany in 1926, has evolved from a two-person operation to become an international power saw and motorized equipment provider.

### **BACKGROUND**

In 2000, the Andreas Stihl expansion program faced new challenges that strained the company’s existing consolidation strategy. The lack of dynamic reports and insufficient resources for simulations led to inefficiency and delays. The company was depending on Excel spreadsheets as a stopgap “catch-all” for the functional deficiencies in their consolidation solution.

The large number of internal relationships resulted in time-consuming inter-company synchronization processes. Company personnel relied on individually generated Excel spreadsheet documentation for evaluations and management reporting functions. It made direct integration of subsidiaries with the company’s main information management system unfeasible. As the company grew, manual work, errors, and the risk of imprecision increased as well.

### **NEEDS ASSESSMENT**

“We undertook an exhaustive needs assessment process that extended over nearly 18 months, during which time we explored every available solution to ensure that we would obtain a maximally complete

picture,” explained Andreas Stihl Financial Statements Group Manager, Jürgen Radecke. The company was looking for a consolidation solution that was modern, flexible, and expandable.

“We even looked at solutions deployed by partner companies,” said Mr. Radecke, “because we wanted to make sure that the solution we eventually adopted would be optimal for us.”

### **THE SOLUTION**

The company listed the specifications and target functionalities that the future system should enable. This included preparation of the company’s consolidated financial statements; quarterly reports on the Group and its subgroups; the capacity to fill gaps that developed over the course of a year in synchronization and evaluation processes. Moreover, Andreas Stihl wanted the solution to integrate seamlessly into its existing system and automate as much as possible the numerous manual posting processes that had become necessary.

“The new solution had to be future-proof,” said Mr. Radecke. “We wanted to be absolutely sure from the outset that the new system’s functionality and architecture would have the wherewithal to grow with us and fully meet our complex requirements in future years. These criteria eliminated a number of products from the running right off the bat.”

**COGNOS®**

THE NEXT LEVEL OF PERFORMANCE™

The three providers that made the final cut were asked to present their solution to company managers. According to the results of Stihl's solution search, companies that use Cognos Controller solution are extremely satisfied. A number of proposals were put forward.

"What excited us about Cognos Controller was that it not only met all of our technical requirements and allowed for expansion, but also – and above all – the intelligence of the system architecture, the outstanding user friendliness and the overall impression that the product made on us," said Mr. Radecke.

Andreas Stihl redesigned its processes and structures during the six-month implementation period and rolled out the new Cognos Controller solution in mid-2005. By this time, it had made the requisite connections, established the interfaces and completed its test runs.

Cognos Controller lets Andreas Stihl seamlessly integrate Excel with their system. This will save time due to the solution's automated consolidated postings, process synchronization, and integrated evaluations.

"Cognos Controller's extremely intelligent synchronization logic, featuring a host of automatic features and functions, will save us an enormous amount of time right from the start. Many evaluations that we used to realize manually and were very time consuming are now fully integrated into the system. This will result in a considerable reduction in our team's workload," said Mr. Radecke.

The far-reaching automatic support from Cognos for the consolidation process is another distinctive feature of the product.

With the versatility of Cognos Controller, Andreas Stihl now intends to use Cognos for its monthly rapid consolidation process.

"The host of internal group relationships and the extensive inventory structure that is characteristic of a manufacturing company like ourselves can be managed much more efficiently using Cognos Controller. We are expecting the advantages of the new system to be noticeable from the day it's rolled out," said Mr. Radecke.

## WHAT THE FUTURE HOLDS IN STORE

With its growth projections, Andreas Stihl views Cognos Controller as an investment in future performance. The company sees these features as essential building blocks:

- The integrated Web front-end.
- The expandability of the Cognos consolidation solution.
- Its intelligent architecture that simplifies future integrations.
- The option for Web-based data interchange.

The Cognos|Frango merger also makes Cognos Controller a more valuable element of performance management in the coming years, with its integration into the Cognos product range. Today, Cognos delivers an integrated solution from a single source for corporate performance management with consolidation, planning, monitoring, scorecarding, analysis and reporting. Moreover, the new generation of Cognos technology, led by business intelligence but incorporating all other elements, will provide the entire spectrum of modern performance management.

## ABOUT COGNOS

Cognos is the world leader in business intelligence and enterprise planning software. Our solutions for corporate performance management let organizations drive performance with planning, budgeting and consolidation, monitor it with scorecarding, and understand it with business intelligence reporting and analysis. Cognos is the only vendor to support all of these key management activities in a complete, integrated solution. Founded in 1969, Cognos now serves more than 23,000 customers in over 135 countries.



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