

Reporting & Data

Realize Digital Visions

PLIXXENT

Successful carve-out with Qlik and Board

PLIXXENT.

Overview

The success

Key figure-based
management consulting,
Short TSA phase

Client name

PLIXXENT GmbH & Co. KG

Sector

Chemistry

Region

Germany, Oldenburg

Function

Finance

Business-Value-Driver

Redesigned processes

CUSTOMER SUCCESS STORY

"By using Qlik and Board, we were able to quickly implement the transformation process into a new organization and manage it independently based on key figures within a very short time."

Oliver Fausten, CFO, PLIXXENT GmbH

Challenge of the Carve-out

The carve-out, i.e., the sale of individual parts or assets from a company or a group of companies, is considered one of the most challenging M&A transactions. The operational carve-out involves demanding organizational requirements, above all the operational takeover of the business and the simultaneous establishment of the new organization as well as the decoupling of existing IT systems.

The financial investor H.I.G. Capital was also faced with these tasks: four European system houses had to be separated from their former parent company Covestro and bundled under a new holding company, the current PLIXXENT group of companies based in Hamburg, which specializes in polyurethane systems (PU). A separate shared service center was also to be set up. As the investor is pursuing a buy-and-build strategy, it had to be ensured that future acquisitions of companies or parts of companies could also be easily linked to the infrastructure and the shared service center.

At a glance

The challenges

- Generating management-relevant key figures for a newly formed organization
- Provision of in-depth financial information
- Budgeting during the year

Solution

Implementation of Qlik as a BI solution and Board as a planning tool; provision for 50 employees at all six locations of the company

Results

- Enabling the specialist departments to independently retrieve the required data and analyses
- Availability of management-relevant key figures
- Uncomplicated budgeting during the year
- Reporting obligations to investors and banks can be easily met

Business intelligence ensures transparency

As part of the carve-out, a business intelligence solution was to be introduced that would act as a central data hub and provide all the necessary data, analyses and reports. "On the one hand, we were working under transitional service agreements, i.e. there was a side agreement with the former parent company for the provision of IT and other services, but this had a very limited term and was also cost-intensive. We therefore had to ensure that we could become independent of the parent company as quickly as possible and also gain access to relevant key figures for managing the new company," explains Oliver Fausten, CFO of the PLIXXENT Group.

"On the other hand, the management and the financial investor needed in-depth financial information that was not yet available at the time."

In particular, profitability analyses were required at various levels such as product, industry and customer. It was important to Oliver Fausten and his team to use BI software that could be implemented quickly, was scalable and had high performance. In addition, the solution needed to have comprehensive self-service functionalities so that employees at the individual production sites in Germany, the Netherlands, Denmark, Spain and later also the acquisitions in the UK and Italy could independently retrieve and analyze the data they needed.

Oliver Fausten brought the transformation specialist and Qlik Elite Solution Provider H&Z.digital on board

to select suitable software and implement the BI project: "We needed a partner who was not only at home with the technologies, but above all had specialist knowledge and experience of M&A and private equity. As H&Z.digital's roots lie in the 'Big Four' international consulting firms, it was clear to me that this expertise would be available. At the same time, H&Z.digital is in a position to act very flexibly due to the size of the company."

The CFO's trust in H&Z.digital paid off: The decision to use Qlik as a business intelligence platform was already made during the two-day kick-off workshop. The flexible connectivity of source systems, the self-service approach and the high level of user-friendliness, which makes it possible to operate and expand the solution internally, were convincing. Around 50 employees at all six locations work with the solution. Data access is regulated by an authorization concept.

Integrate flexible planning

New requirements already emerged during the workshop: "The financial investor expected a rolling forecast," explains Oliver Fausten. "In addition, due to the buy-and-build strategy, we saw the need to become more agile in corporate management and therefore more flexible in planning. Accordingly, we also needed the ability to create budgets and forecasts during the year."

Ease of use was important to PLIXXENT for this tool, as the employees of the acquired business unit had little experience in budgeting and planning.

PLIXXENT opted for the Board platform. In addition to its high level of user-friendliness, the solution also

offered the option of storing approval processes that could be used for more complex planning requirements in the future.

Budgeting takes place in a multi-stage process. "The sales targets are set by the Chief Sales Officer. These are then broken down by country. On this basis, the Chief Operating Officer determines the targets for the individual locations and passes them on to the responsible employees," explains Oliver Fausten. The planning data is entered via the Board interface. Relevant figures from the previous year and previous quarter are transferred directly from SAP S/4HANA to Board via Xtract Universal.

Thanks to integrated planning, the Group has gained on several levels. This applies to the purchase of raw materials as well as to resource planning for production.

Budgeting during the year now plays a central role: as a company that was acquired via a leveraged buyout, PLIXXENT has special reporting obligations towards the investor and the banks. For example, the solution enabled the group of companies to calculate key figures relating to equity, debt, earnings and liquidity, known as financial covenants, for future quarters and provide them to the various stakeholders.

"A carve-out is a very complex process in which continuous monitoring of key figures plays an essential role. Qlik provided us with the right tool to generate and visualize these key figures quickly and easily. At the same time, we were able to easily fulfill our reporting obligations to investors and banks."

Roll-out into other departments

The provision of business intelligence applications for other specialist areas is planned for the future.

The success

"Thanks to the transparency gained through Qlik and Board in terms of key figures and the possibility of rolling planning, we were able to keep the transitional service agreement phase very short and quickly switch to the driver seat in order to steer PLIXXENT into the future in a data-driven manner."

Oliver Fausten, CFO, PLIXXENT GmbH



About Qlik

Qlik® has a vision: a data-literate world where anyone can use data and analytics to optimize decision-making and solve complex problems. As a privately held SaaS company, Qlik provides a cloud-based end-to-end platform for real-time data integration and analytics. It bridges the gaps between data, insights and action. By transforming data into active intelligence, organizations are able to make informed decisions, increase revenue and profitability, and improve customer relationships. Qlik operates in over 100 countries for more than 50,000 customers worldwide.

www.qlik.com



About H&Z.digital

H&Z.digital GmbH is a specialized consultancy and solution provider for digital transformation in the BI environment. With technical and professional expertise as well as many years of experience, H&Z.digital supports its customers in making the modern working world simpler, more flexible and more transparent. The experts at H&Z.digital achieve this by providing their customers with holistic support as a sparring partner from concept to implementation.

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