

where
control
meets
change



CI-JAARCONGRES 2010



YACHT

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- Grontmij NV
- Why Tagetik enabled by Microsoft SharePoint was selected
- Business Simplicity: a vision for the new way of working for the CFO-office and business controllers

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Grontmij

Mission

Grontmij's mission is to be the leading European sustainable design, engineering and management consultancy for the built and natural environment.

Founded in 1913.



The name 'Grontmij' originates from the letters in the Dutch words for soil improvement (GRondverbetering) and reclamation company (ONTginningMaatschappIJ).

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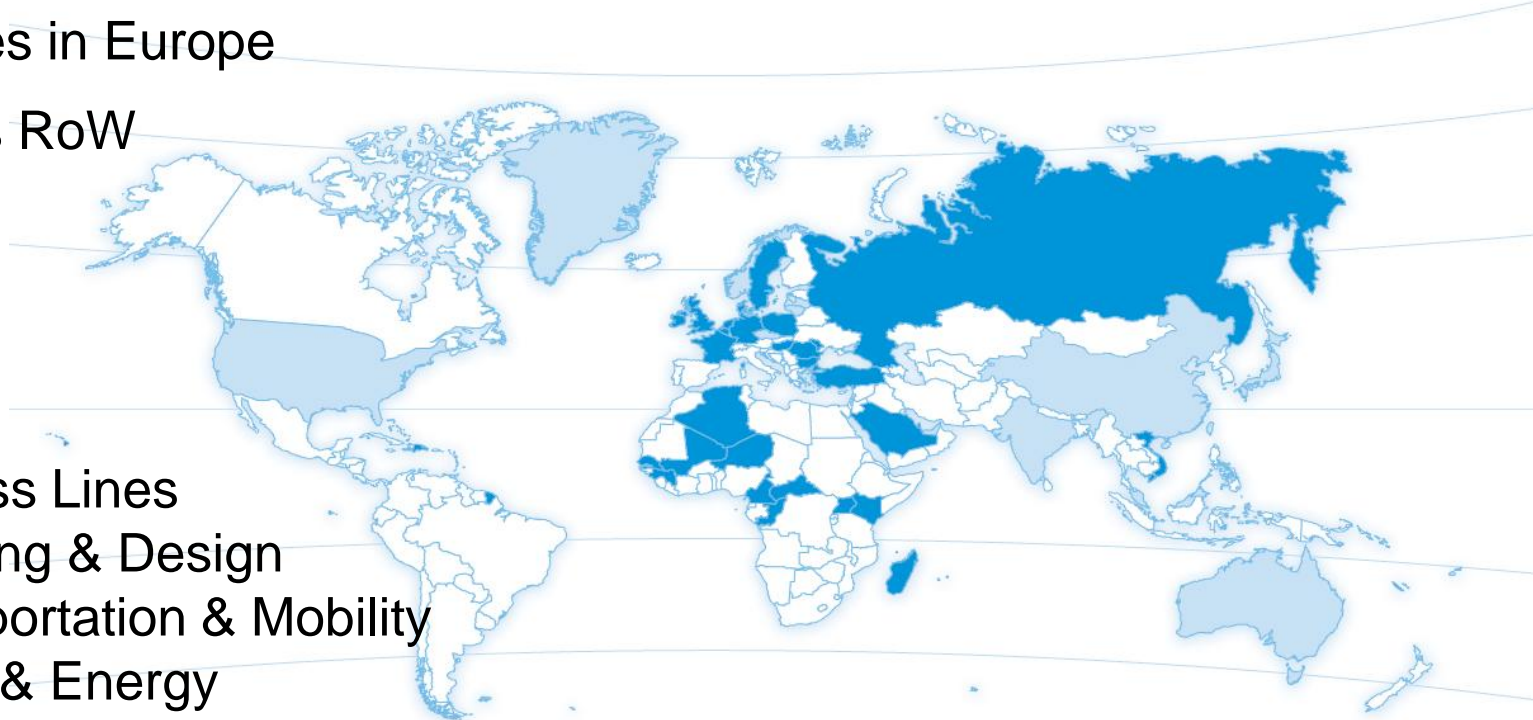
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Grontmij at a glance

- Strong European regional network

- 300 offices in Europe

- 50 offices RoW



- 3 Business Lines
 - Planning & Design
 - Transportation & Mobility
 - Water & Energy

- 11,000 people

- 70,000 projects a year



Where control meets change



completes acquisition of



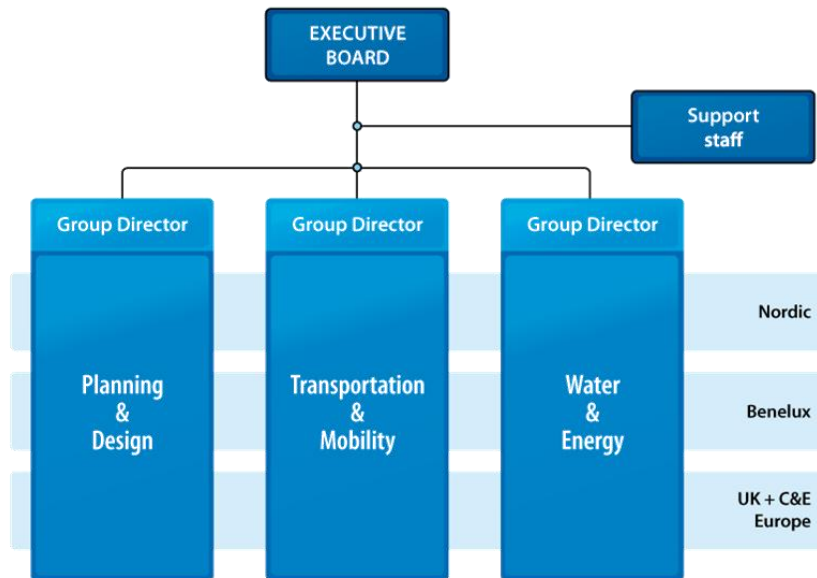
from



to



The transition from regional to Business Line focus



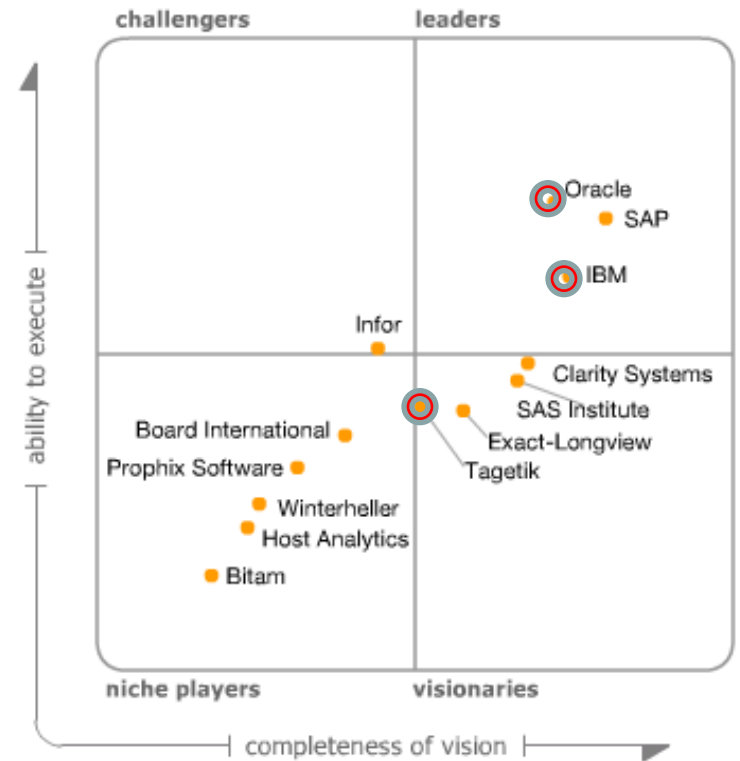
Key requirements for unified performance management solution

- Flexibility: To allow frequent changes in the organization structure, enable business-line segmentation and the collection of other statistical information (multi-dimensional)
- Allow for very different management and legal structures
- User friendliness: Intuitive for end-users and system should be 'owned-by-finance'
- Easy integration with Microsoft Excel
- Low or zero ICT footprint: Fully web-enabled and easy to implement upgrades and add-on tools
- Good price / quality

Software short-list

- 1) Hyperion Financial Management (Oracle)
- 2) Cognos Controller (IBM)
- 3) Tagetik

The Gartner Magic Quadrant



As of January 2010

Software selection

All three suites met our requirements and here are the highlights of the evaluation:

- Data entry schedules: Tagetik Excel = Web forms
- Consolidation & IC-matching: Tagetik pre-defined consolidation rules and best IC matching cockpit
- Output reports: Impressive and flexible report generator in Excel
- Unified approach: Tagetik all-in-one suite (ETL, Consolidation, BP&F, Projects, Direct Cash Flow)
- IT footprint: Tagetik is latest technology with lowest IT-requirements
- Pricing: Tagetik lowest Total Cost of Ownership (annual maintenance, consultancy rates, per-user-price, standard functionality)

Other considerations for **Tagetik**:

- A relatively new Italian product (4 years) used by many banks and construction & engineering firms (Astaldi, Keller Group, UniCredit, Fininvest, SNS REAAL)
- Specialized in complex consolidations and the 'last mile' for external reporting requirements and disclosure management.
- Forrester quotes Tagetik consolidation suite as being "among the best we have evaluated" and rates Tagetik's "R&D and product development" the highest 5/5 score.
- Tagetik is specifically designed so that data can be shared through Microsoft SharePoint.

Immediate result: better in control

- Time savings at subsidiaries and Head Office due to less data entry and replication of data
- Improved management reporting with segmented Business Line information and flexible presentation formats
- More insight and 'one version of the truth' through a single financial repository that ensures data consistency
- Facilitate the year-end audit process

Future benefits

- Sub-consolidations provide further time savings, data consistency and greater visibility for the group
- We expect great benefits from using Microsoft SharePoint to distribute useful information to a wider audience and Microsoft SharePoint is an important part of the new Grontmij IT- strategy.
- Automatically populate figures into the annual accounts document
- Experiment with external reporting and XBRL
- Develop a standardized budgeting and forecasting methodology
- Implement project reporting and project-based cash flow calculation

A new way of working



GM UK

2009A_T

Jan

Quarterly Data Entry

1 [Flash](#)

2 **Intercompany**

2a [Input intercompany revenue by BL](#)

2b [Input intercompany other](#)

3 **Profit & Loss**

3a [P&L Revenue to Gross Margin](#)

3b [P&L Overheads to Net Income](#)

4 [Input P&L details](#)

Staff

5 [Staff \(all months across\)](#)

Business line segmentation

6 [P&L and staff segmentation](#)

7 **Other**

7a [Productivity](#)

7b [Forward Orders](#)

Data Processing

[Run Data Processing](#)

8 [Balance Sheet](#)

9 [Input Balance Sheet details](#)

10 [WIP](#)

11 [Ageing of Trade Receivables](#)

12 **Other**

12a [Variations VFAH/VFAO](#)

12b [Variations VINV](#)

12c [Variations VFFA](#)

12d [Variations VLQAN](#)

12e [Variations VEQ](#)

12f [Variations VEMPA/PROV](#)

12g [Variations VALW/VDTAX](#)

13 [Check variations](#)

14 **Cashflow**

[Run Diagnostic from Tagetik Process cockpit](#)

[Run IC matching via Tagetik IC matching cockpit](#)

[Run Data submission from Tagetik Process cockpit](#)

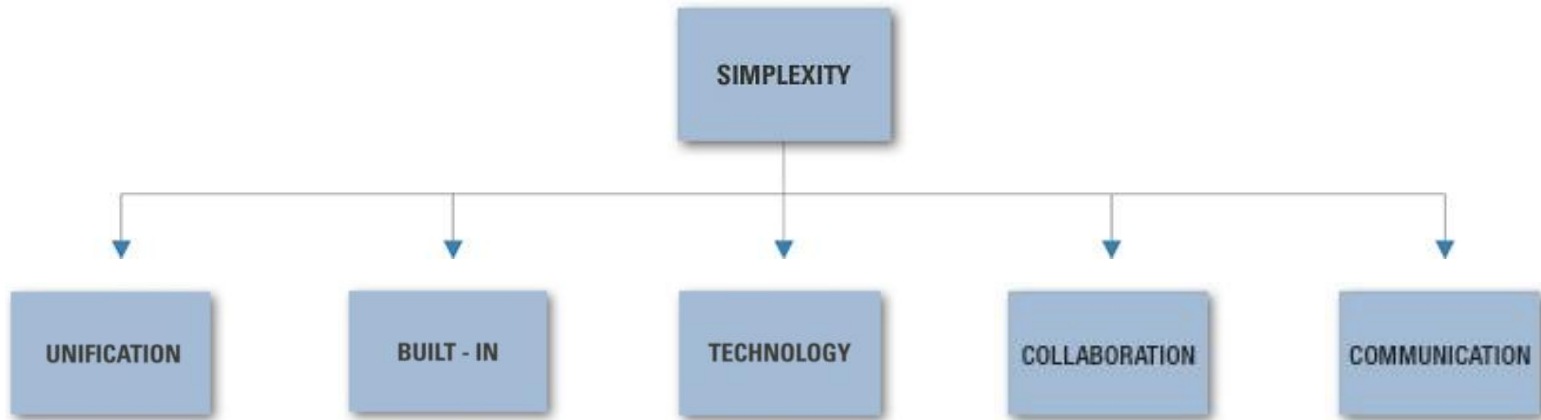


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Simplify the complexity



Business Simplicity

PERFORMANCE MANAGEMENT

- **Budgeting, Planning & Forecasting** (corporate and operational budget)
- **Statutory and Management Consolidation** (including IC Reconciliation)
- **Reporting & Disclosures:**
 - Multi-GAAP Reporting (IAS, IFRS, US GAAP)
 - Disclosure Management (10Q-10K, XBRL, Narrative, Sustainability)
 - Management reporting
 - Regulatory reporting
- **Cost Allocation and Profitability Analysis**
- **Financial Close & Fast Closing**
- **Dashboard and Scorecarding**



BUSINESS INTELLIGENCE

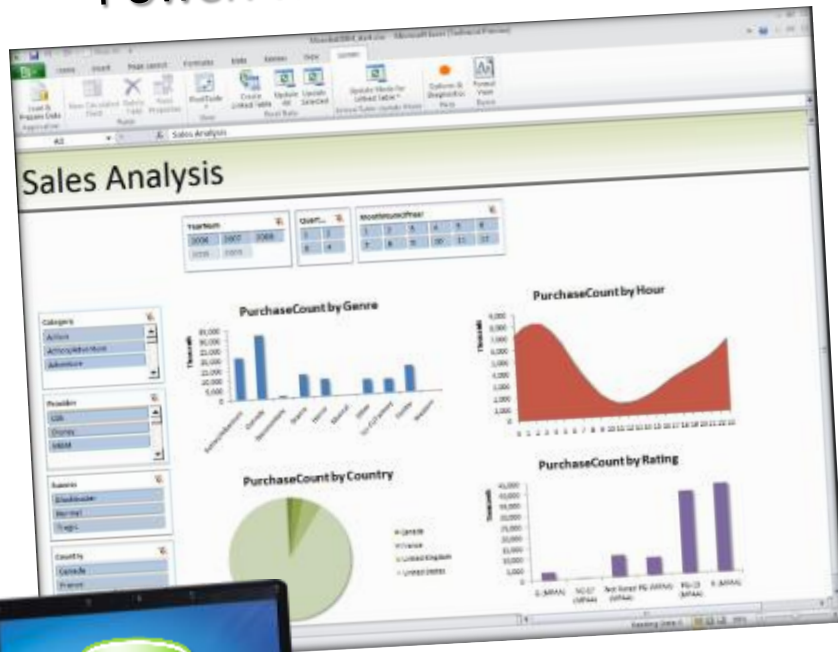
- **Tagetik 3.0 Enabled by Microsoft SharePoint (2010):**
 - OLAP
 - Dashboard
 - **Excel PowerPivot**

ENTERPRISE GOVERNANCE, RISK & COMPLIANCE (GRC):

- SOX
- Law 262/2005
- Law 231/2001
- Internal Audit
- Enterprise Risk Management

Managed self service BI: Power Pivot

PowerPivot for Excel 2010



PowerPivot for SharePoint



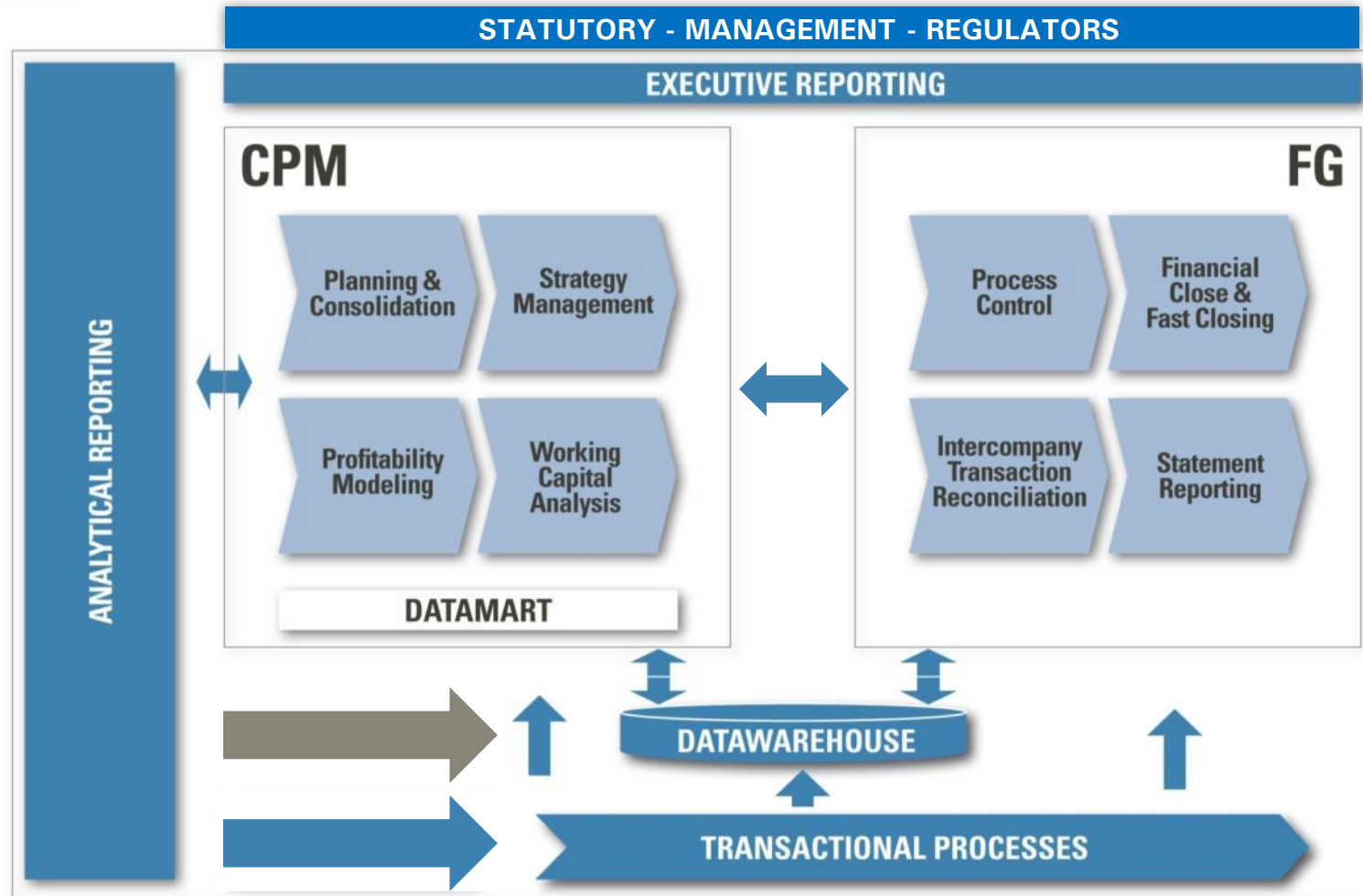
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TAGETIK 3.0 – APPLICATION LAYER

CDM



TAGETIK 3.0 – APPLICATION LAYER

