



## The financial department as pioneer for Digitization: Much recognition from the ORS Group board for the integrated planning

The replacement of historically grown systems is always an act of strength. ORS Group's financial department took on the pioneering role in the company and, together with smartPM.solutions, digitizes analysis, planning, risk management, reporting and HR with a single, fully integrated system. The result: highly satisfied users and decision-makers who can concentrate on core activities, time savings through automatization, 100 % data trust and agility. The head of finance remains visionary and is aiming for the integration of artificial intelligence in the next step.



### About ORS

ORS guarantees content providers the transmission of audio and audiovisual offers via terrestrial, satellite, and cable as well as IP services and streaming solutions.

Under the 'simpliTV' brand, ORS comm itself operates a TV platform that is available to TV consumers via antenna and SAT. For more information: <http://www.ors.at>

### Facts: ORS

**Foundation:** 2005  
**Employees:** 180  
**Turnover:** € 103 Mio.  
**Head office:** Vienna, AT

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**Markus Scholler, Head of Finance & Controlling, ORS:**



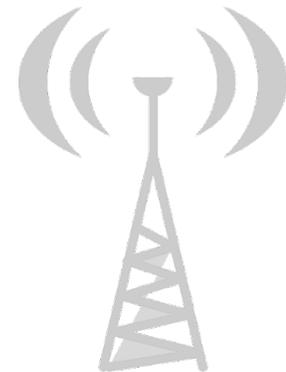
*‘Since we modernized our financial reporting system, we have received a lot of recognition from our board of directors for this*

*We are now planning fully connected in a single system, which gives us significantly more time for value-adding activities. The next step is to have AI-based planning.’*

## STATUS QUO

At the ORS Group, **all planning was done in Excel**. Excel-files were prepared and sent to the cost center managers, plans keyed in, feedback requested, sent back again and updated.

**These structures were well established, but administratively complex.** Errors could not be ruled out completely. The time spent on data preparation would be better invested in control and recommendation management.



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**Christoph Greiner, Financial Controller  
& Project Manager Finance 4.0, ORS:**



*‘Before the implementation of the integrated controlling solution, we needed around 5 to 8 person-days for each forecast and every budget to process the relevant files with the actual data and compare them with the current plans. Now we only need half a day, which is used to check the data for completeness.*

*The fully connected tool also saves us the consolidation of the data. That is, the time taken by 3 to 5 person-days in this area are also not necessary anymore. We are now spending zero person-days on this, because it is calculated automatically by the system.’*

## PROJECT GOALS

- › **Quality improvement** of the data and forecasts, more agile decisions
- › **Time savings through automation, concentration on value-adding**
- › **Improving collaboration** between departments
- › **Comprehensive management information through a financial cockpit, HR planning and reporting**
- › **Control of access rights** for cost center managers and department heads
- › **Expansion of the software solution into xP&A (extended Planning & Analysis, fully integrated planning)**

## PROJECT IMPLEMENTATION

- › **February to August 2020** – Implementation of the Management Cockpit: Extensive dashboarding & reporting functions as well as HR planning for various management levels were set up. The users were already actively working in the new system during the implementation.
- › **July to December 2020** – Implementation of risk controlling and integrated financial planning with expansion of cost centers.
- › **January to July 2021** – Cost accounting was rebuilt and simplified with the support of smartPM consultants. The old system (TM1) was replaced by a more modern controlling technology. Technology basis Unit4 FP&A (prevero, SaaS).
- › **July to November 2021** – Implementation of a comprehensive Project/Program Performance Management: Launch of new projects, time planning, resource planning, cost planning and associated reporting, portfolio reports, project reports and risk management.

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### Christoph Greiner, Financial Controller & Project Manager Finance 4.0, ORS:



‘During the entire planning process, department managers and cost center managers, but also the entire top management level, can take a look into the integrated system and see where we are headed. Every entry we make is immediately visible to everyone. We have now managed to get our cost center managers and our department heads into the tool, and you hardly believe it, but they really enjoy working with it, i.e., they understand the numbers much better. They get a lot more information than they had before, because the information in the Excel files is relatively limited. In Unit4 FP&A (prevero) they have the opportunity to immerse themselves very deeply, but also the opportunity to get a very high level view. In other words, the department management and the cost center managers really start to manage.’

## SUMMARY & LEARNINGS from this project

- › Originally skeptical **board of directors is thrilled about the new system** – great trust in data, quick and comprehensive success, reliable decision-making. The financial department serves a role model for other corporate units of the ORS Group. The finance team’s persistence with a new system paid off.
- › **A lot of time savings through the automation of processes:** a total of up to 13 person-days time savings per forecast/budget/consolidation.
- › **Working quickly and independently in the integrated system frees up resources.** So far, smartPM modules have been implemented for the areas of Project Performance Management, risk and HR planning, integrated planning and reporting.
- › New ways of thinking and structures can be established. The experienced team of Consultants at smartPM.solutions was and is very helpful.



### Christoph Greiner, Financial Controller & Project Manager Finance 4.0, ORS:



*‘In the course of the project, of course, we also had great learning effects. The planning itself has always worked well for us, but just because something works well does not necessarily mean that it is good. Before we switched to the integrated system, we were relatively little involved in the subject matter and spent a lot of time on all-round administrative issues.*

*Thanks to the smartPM.solutions consultants, we have the opportunity to familiarize ourselves with new ways of thinking and structures. New ways have been shown again and again, we have been able to break open our existing system and our existing way of thinking, have created many new things and so far, they have proven to be very good.’*

## CUSTOMER OPINION ON COOPERATION WITH smartPM

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**Markus Scholler, Head of Finance & Controlling, ORS:**



*'We are particularly satisfied with the 'everything is possible' mentality of smartPM.solutions, i.e. all of our requirements are heard and implemented appropriately for our company, the availability and professional competence of all consultants are top.'*

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**Christoph Greiner, Financial Controller & Project Manager Finance 4.0, ORS:**



*'There were two main things that excited me about working with smartPM. One is that a suitable expert was made available to us for every problem. Regardless of whether the topic was cost accounting or HR Performance Management - we always were presented the right expert for it. smartPM is very broad, we felt very comfortable everywhere and at all times. And that is the second important point, we have a good relationship with everyone on an equal footing. I have been in project management for 10 years and I have to honestly say I have rarely had such a comprehensive solution and advice and also such a pleasant feeling of wellbeing. This of course makes the daily work a lot more pleasant, you can always call, ask and get answers and solutions straight to the point. You always feel that you are in good hands and that is a very pleasant feeling.'*



**smartPM product family: grow with your needs – step by step**

Integrated Financial Planning			
<b>Go-to-Market &amp; Product</b> 	<b>Sales</b> 	<b>Marketing</b> 	<b>Capacity &amp; Demand</b> 
<ul style="list-style-type: none"> <li>✓ Go-to-market Planning</li> <li>✓ Product Performance Management</li> </ul>	<ul style="list-style-type: none"> <li>✓ Sales Performance Analysis</li> <li>✓ Sales Performance Forecasting</li> <li>✓ Presales Performance Management</li> </ul>	<ul style="list-style-type: none"> <li>✓ Marketing Performance Management</li> <li>✓ Analytical CRM</li> </ul>	<ul style="list-style-type: none"> <li>✓ Sales &amp; Operations</li> <li>✓ Procurement Performance Management</li> <li>✓ Professional Services Performance Management</li> <li>✓ Project Performance Management</li> <li>✓ HR Performance Management</li> </ul>
Risk Management			
Consolidation & Compliance			

Do you have further questions?

We are looking forward to an expert talk with you.

Simply book a meeting in our [online calendar](#)

