

"We have taken our corporate management to an entirely new level."



Sebastian Oyrer, Head of Controlling
at Schachinger Logistik Holding GmbH

CASE-STUDY



Fully Integrated Planning, Flexible Scenario Analysis and Informed Decision-Making at Schachinger Logistik GmbH

Instead of time-consuming manual data consolidation, Schachinger now benefits from fully integrated multidimensional planning, real-time actual reporting, and well-informed decision-making. Additionally, processes have been significantly streamlined and improved thanks to the deep business expertise of the experienced smartPM consulting team.

Schachinger Logistik GmbH is a well-established Austrian logistics company operating across 18 locations in Central and Eastern Europe. As a family-owned business, it focuses on innovative and sustainable logistics solutions for the food, pharmaceutical/healthcare, construction, high-tech, and automotive industries.

Facts about the group of companies

Founded:	1939
Employees:	720
Revenue (2023):	375 Mio.€
Headquarter:	Hörsching, AT

INITIAL SITUATION at Schachinger Logistik Holding GmbH

- ▶ Entire planning process was managed in Excel – time-consuming and error-prone
- ▶ Multiple data sources from various business units with differing KPIs
- ▶ Limited capacity for effective control, recommendations, and measures
- ▶ No seamless integration with the P&L statement
- ▶ No automated derivation of cash flow statements
- ▶ High planning effort with limited time for value-adding analyses
- ▶ Lack of transparency on progress and costs of initiatives
- ▶ No capability for ad-hoc or scenario analyses



PROJECT OBJECTIVES

"We aimed to move away from Excel to an integrated, state-of-the-art planning solution. Schachinger's structures are relatively complex, with data from various business units.

Here, we benefited greatly from the deep business expertise of the smartPM team, who fully understood our business requirements.

The smartPM consultants were professional, well-organized, and responsive from the start -pragmatic, down-to-earth, and approachable."

Franziska Rudlstorfer, Controlling,
Schachinger Logistik Holding GmbH

- ▶ State-of-the-art System: Automated and standardized integration of all data and, especially sub-plans
 - ▶ Sales planning
 - ▶ Cost center planning
 - ▶ Project planning
 - ▶ Investment planning
 - ▶ Workforce (HR) planning
 - ▶ Internal cost allocations
 - ▶ Overhead allocations
- ▶ Automated P&L, balance sheet, and cash flow reporting at the push of a button
- ▶ Modern forecasting capabilities
- ▶ Flexible scenario analysis
- ▶ Establishment of a unified reporting system



INTEGRATED FINANCIAL PLANNING

PROJECT MILESTONES & PHASES

- ▶ **Software Selection: Spring/Summer 2022** – Decision to implement an integrated performance management and BI system. Vendor Shortlist: 40 providers narrowed down to 3 via use cases and evaluation matrix.
- ▶ **Implementation with smartPM.solutions in 3 Phases:**
- ▶ **Phase 1: 07/2022–12/2022** – Automation of source system integrations.
- ▶ **Phase 2: 10/2023–12/2023** – Implementation of integrated financial planning and reporting; system tested and actively used internally.
- ▶ **Phase 3: 07/2024–09/2024** – Expansion to include forecasting, management dashboards, and strategic planning.

PROJECT IMPLEMENTATION

phases 1 & 2

- ▶ Data connection
- ▶ Revenue & Contribution Margin 1 (CM1) planning
- ▶ Workforce planning
- ▶ Cost Allocations
- ▶ Cost center planning
- ▶ Investment planning
- ▶ Authorizations / Access Rights
- ▶ P&L, balance sheet and cash flow reporting

phase 3

- ▶ Forecasting
- ▶ Input and visualize strategic plans
- ▶ Management dashboards
- ▶ Employee planning for external locations

"The advantages provided by the new software are impressive.

With revenue planning, we can create precise forecasts and simulate scenarios to understand potential impacts on our business.

Cost center planning allows us to closely monitor and manage costs by setting budgets and tracking actuals."

Sebastian Oyrer, Head of Controlling,
Schachinger Logistik Holding GmbH

CONCLUSION & LEARNINGS

"The smartPM.solutions consulting team provided professional support, and the software fully meets our requirements. The advantage we gain from the budgeting process is significant. We can fully recommend smartPM.solutions as a reliable partner for comprehensive controlling and planning solutions."

Sebastian Oyrer, Head of Controlling,
Schachinger Logistik Holding GmbH

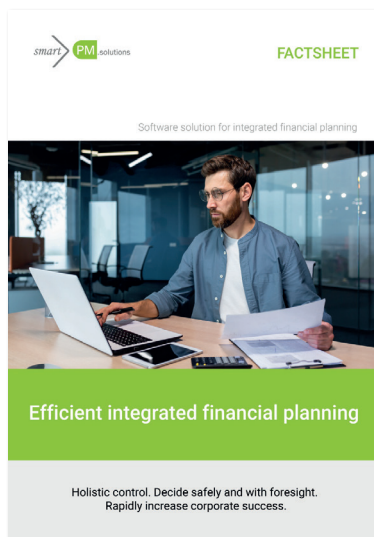
- ▶ Highly user-friendly, intuitive, and flexible system with advanced visualization capabilities
- ▶ Significant time savings by eliminating manual Excel processes
- ▶ Standardized planning processes with increased granularity in sub-plans
- ▶ Accurate revenue forecasts and real-time reporting
- ▶ Enhanced cost awareness and control
- ▶ Improved scenario analysis and strategic decision-making

"The software implementation went smoothly and stayed within the planned timeline. The consultants helped us integrate our data sources and build a multidimensional model covering our entire budgeting process. We connected various aspects of our business and performed comprehensive budget planning."

Sebastian Oyrer, Head of Controlling, Schachinger Logistik Holding GmbH

Next steps at Schachinger Logistik:

Expand holistic reporting: Develop a flexible reporting framework for all business levels and units to support agile, data-driven corporate management.

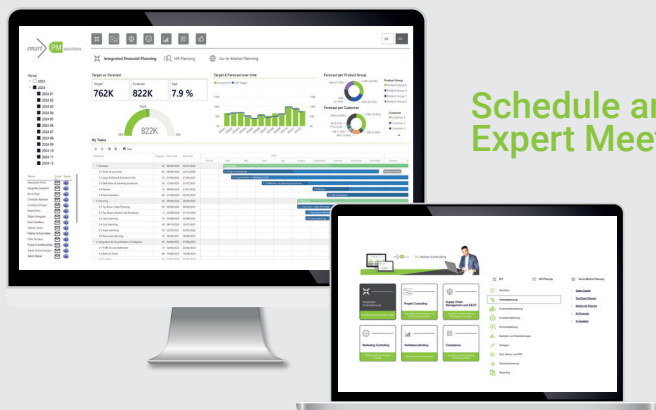


Everything you need to know about efficient integrated financial planning on the market can be found in the new factsheet.

Download the FP&A Factsheet: ↓



Our experts are happy to offer you a free and non-binding consultation.



Schedule an Expert Meeting →

Expert talk with our specialists

< 2025 >

MO.	DI.	MI.	DO.	FR.	SA.	SO.
27	28	29	30	31	1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
1	2	3	4	5	6	7

Book Appointment →

<https://smartpm.solutions/request-live-demo>

The Specialists for Integrated Planning



What we Offer Our Customers

Modern technology for integrated planning, analysis, budgeting, forecasting, reporting, and consolidation, combined with business-oriented consulting and excellent service.

25 years of Business Expertise

"Our experienced consulting team not only adapts planning solutions to the company's requirements but also assists in establishing smart workflows and optimizing processes."

Our advantage: Extensive know-how and proven solutions based on over 25 years of market experience."

Alexander Hein, CEO smartPM.solutions

What customers say about us

"With smartPM.solutions, our company saves € 450,000 per projects per year. We no longer need to discuss the ROI (return on investment)!"

Arbi Araks - LIST GC
Head of Controlling



Business Expertise Included

smartPM planning solutions embed knowledge from hundreds of projects and 25 years of project experience. Whether you're planning for entire departments or cross-departmental structures, you'll receive reliable support from experienced business and technical consultants – before, during, and after the project.



smartPM – More Than Software

As a market-leading technology provider, smartPM specializes in integrated planning. The optimal combination of software and business planning expertise. smartPM solutions are available for: **IBM Planning Analytics (TM1), SAP Analytics Cloud (SAC), Microsoft Power BI / Acterys, Jedox, Unit4 FP&A**



High Customer Satisfaction

Top Customer Ratings:

4,9/5 ★ Project Satisfaction
6,8/7 ★ Support Satisfaction



Support That Convinces

Ensure first-class support and guaranteed reaction times for uninterrupted operation of your controlling solution.

Learn more about SLAs: ↓

<https://smartpm.solutions/service-level-agreement>

We're Happy to Advise You in a Consultation



Not sure which of the leading performance management technologies is the right fit for your business?

No problem! Our experts will analyze your specific use case and gladly recommend the best solution tailored to your needs.

<https://smartpm.solutions/request-live-demo>



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We look forward to talking with you!

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