

BearingPoint®

Financial planning at NEW AG Software selection process



A short list for the detailed inspection of software functionalities has been gradually generated out of 28 tools.

Reliability and flexibility of planning data are highly important, especially in the volatile market of energy suppliers. However, for many companies the process of data generation and processing is related to extensive manual work and includes different data sources and recipients.

Our customer, NEW (Niederrhein Energie und Wasser), identified this challenge and started an initiative to improve the planning processes and concept (i.e. higher quality, granularity and integration). As a first step, an adequate tool to support the planning processes and reporting has been selected and the corresponding implementation project has been planned.



BearingPoint software selection approach

Our software selection approach consists of a three-stage process that evaluates in different steps both the customer requirements and the functionalities of each tool. In the **preparation phase** general requirements are collected and respective must-have criteria developed and confronted with the service portfolio of the software suppliers. Based on this analysis, the long-list (i.e. based on the BARC evaluated planning tools) is consolidated to a short-list consisting of about three to five tools.

The **analysis phase** serves to differentiate the configuration and weighting of the available criteria catalog. BearingPoint has developed a standardized criteria catalog for planning tools and aggregated industry specific requirements concerning different functionality components (e.g. data entry and import, planning functionality, user friendliness, administration) based on already executed software evaluations.

In the course of the **evaluation phase**, the tools of the short-list are evaluated according to the criteria catalog. In the run-up to the evaluation, each criterion is categorized with regards to its necessity (from nice-to-have to must-have), together with the customer and the respective criteria groups, then weighted on the basis of their proportion to the overall result. Based on supplier presentations and reference visits, the degree of fulfillment of each criterion is evaluated and, depending on the client specific weighting, reflected in the overall assessment.

This overall assessment, as well as the transparent functionality comparison of the considered tools, result in a software recommendation. It is recommended to consider the license and hardware costs only in the course of the fulfillment level comparison, because by this approach additional costs for extended functionalities can be derived.

The software selection does not only choose the tool with the highest degree of accomplishment with regard to the specific requirements, but also facilitates a precise project and investment planning.

Conclusion

The structured software selection based on proven, dynamic and tested criteria catalogs, as well as the precise evaluation of requirements and criteria, enabled a goal-oriented planning tool selection with the highest possible coverage rate of customer requirements and tool functionalities. The respective flexibility during the selection process led to a high level of acceptance of the result and the subsequent implementation phase among all project participants.



“Due to the involvement of all affected departments and persons in charge at an early stage of the software selection process it was possible to develop a specification sheet that is jointly borne by all and taken responsibility for. The generated clear aim avoids coordination problems during the implementation phase and helps us to stick to the stringent timetable.”

Stefan Große Venhaus,
Head of Controlling, NEW AG

The constructive discussion und structuring of each requirement resulted in an idea for the future financial planning processes, responsibilities and interfaces and facilitated a transparent planning of the implementation phase before developing the detailed concept.

Why BearingPoint?

BearingPoint disposes of profound knowledge of the economic controlling processes and the functionalities of different planning tools: this qualified us as suitable partner for the software selection as well as implementation project. The solution approach with regard to software requirements in the context of a holistic planning process has been discussed together with NEW and transferred into a systematic requirements catalog.

35.6

Mio consolidated annual net profit

2.087

Current output in GWh

4,292

Gas turnover in GWh

58.7

Mio transported passenger by local traffic

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BearingPoint®

BearingPoint consultants understand that the world of business changes constantly and that the resulting complexities demand intelligent and adaptive solutions. Our clients, whether in commercial or financial industries or in government, experience real results when they work with us. We combine industry, operational and technology skills with relevant proprietary and other assets in order to tailor solutions for each client's individual challenges. This adaptive approach is at the heart of our culture and has led to long-standing relationships with many of the world's leading companies and organizations. Our 3350 people, together with our global consulting network serve clients in more than 70 countries and engage with them for measurable results and long-lasting success.

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