

Tepe Home, Ankara, Turkey

# ANALYZING FINANCES WITH SAP® BUSINESSOBJECTS™ PLANNING AND CONSOLIDATION



SAP BusinessObjects Planning and Consolidation helped us simplify, streamline, and automate the whole budgeting process. itelligence\*'s expertise and discipline made this possible within six months; we really admire their commitment.

Ayça Coşar, Budget Manager, Tepe Home



## Challenges

- Replace time-consuming and error-prone spreadsheets with an integrated planning and consolidation solution
- Generate more detailed budget analysis and profit and loss statements
- Predict product costs more accurately
- Automate financial consolidation processes



## Solution

- SAP BusinessObjects Planning and Consolidation



## Benefits

- Fast and accurate budget analysis
- Ability to view profitability of each store and product
- What-if scenarios to support decision making and budget planning
- Detailed cash flow can be viewed and adapted quickly and easily



## Why NTT DATA Business Solutions?

- Recommendation from parent company Bilkent Holding after previous successful implementation projects
- Experienced consultant with strong customer references



**Company:** Tepe Home

**Industry:** Furniture manufacturing

**Products:** Home and outdoor furniture, bathroom and kitchen cabinets, carpets and home textiles, lighting, and accessories

**Number of employees:** 800

**Headquarters:** Ankara, Turkey

**Website:** en.tepehome.com

\* Since April 1, 2021 itelligence is operating as NTT DATA Business Solutions

NTT DATA Business Solutions



**NTT DATA**  
Trusted Global Innovator

**8x** faster budget analysis



### Finding a Reliable Implementation Partner

With 38 stores across Turkey and over 40,000 unique products, Tepe Home stocks everything a person needs to make a house a home. From sofas and beds, to bathroom and kitchen fittings, to lighting and accessories, its broad range appeals to a wide variety of tastes and budgets.

In the past, Tepe Home used Excel spreadsheets for its financial planning and consolidation tasks. However, the company recognized that there was much room for improvement: "Manually entering and analyzing all financial figures took considerable time and was prone to errors," explains Sertay Sargin, CEO Advisor at Tepe Home. "We wanted a solution that would not only accelerate our consolidation, but also provide us with a more detailed and forward-looking analysis of our finances."

Following a recommendation from its parent company Bilkent Holding, Tepe Home identified SAP BusinessObjects Planning and Consolidation and NTT DATA Business Solutions as the right combination to achieve this aim. Since other organizations within the group had already successfully collaborated with NTT DATA Business Solutions on SAP implementation projects, Tepe Home knew it had found a partner it could rely on.

### Delving Deeper into the Details

With support from NTT DATA Business Solutions throughout the entire project cycle, Tepe Home went live with SAP BusinessObjects Planning and Consolidation after just six months. Thanks to automated aggregations and consolidation, the company now has access to the figures it needs in significantly less time. "It used to take us around four days to complete our budget analysis," says Sargin. "But with the new solution, we can perform this task in half a day. This gives our staff the time to focus on activities that will add value to our business."

The solution has also increased the level of detail and accuracy of analyses. For example, users can drill down to obtain a more in-depth view of manufacturing costs. Profit and loss statements can be generated on a site-by-site basis, providing an overview of the profitability of all stores and products. Furthermore, finance staff can instantly pinpoint cash flow and adapt it to meet strategic plans.

### Looking to the Future

The solution's predictive capabilities have strengthened decision making at Tepe Home. Managers can run what-if scenarios to explore their options and support budget planning processes. Moreover, using rolling forecasts, the organization can now anticipate its operating expenses and profit for the coming year and proactively plan for any changes in business conditions.

Tepe Home's project was the first step in a larger initiative at Bilkent Holding. Other affiliates in the group are planning to follow in the furniture manufacturer's footsteps and are already working with NTT DATA Business Solutions to implement SAP BusinessObjects Planning and Consolidation. Tepe Home itself also has a new project in the pipeline: "Work is underway to roll out the SAP ERP application next year," says Sargin. "We're very excited for what the future holds."

**With SAP BusinessObjects Planning and Consolidation, our financial department can deliver detailed budget reports anytime, anywhere. Now we are able to create sales and production plans for 940 products and procurement plans for 2,500.**

Sertay Sargin, CEO Advisor, Tepe Home

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