AteaFinland streamlined its budgeting and forecasting process

For three decades, Atea Finland Ltd has offered business-enhancing and developing IT solutions to its customers. Today, with its approximately 6 500 employees, Atea Finland belongs to the Nordic-Baltic Atea Group and is Scandinavia's biggest company in its field. In Finland it employs more than 400 IT professionals at 12 various locations.

With new IT technology Atea helps its customer companies to utilize their IT investments as well as develop their corporate management and working life culture.

Competition in our industry is fierce. Our target is to be the most desired partner to our customers, employees as well as to our partners, says Jarno Oksanen, the CFO of Atea Finland.

Cox is a relatively new partner to Atea. The cooperation of the two started after a competitive bid in spring 2014.

The biggest challenges in our financial management arose from reporting requirements and tough cost control set by the current economic situation. For this reason we started to search for a well-functioning overall solution for budgeting, planning and forecasting. After thoroughly comparing the forecasting systems that various companies offered us in the competitive bid, we chose Cox, Oksanen elaborates.

As the Atea team was convinced both with QlikView-technology based KliqPlan tool and Cox's expertise, the reform project got a brisk start in the beginning of May 2014. Over the spring and summer Cox designed and implemented a KliqPlan-based budgeting and forecasting system for Atea. The project was completed on schedule in September 2014.

The forecasting process makes management easier

Decent forecast data facilitates the work of Oksanen – as Head of financial management – and other managers at Atea Finland. The forecast figures from the KliqPlan-based system are reliable and available faster, which facilitates the development of the forecasting process.

The technical maintenance of our previous forecasting system we had built ourselves was completely dependent on one person's expertise, which consequently increased the forecasting tool related risk. Also the possibility of error was constantly present since the system was based on Excel's PowerPivot technology and on an Access database, says Oksanen and continues:

This new KliqPlan-based system by Cox has turned out to be great: it is professionally implemented and documented while it responds very well to our needs. A well-structured, stable system facilitates management by numbers and this way immediately benefits our business.

It has been easy to build an efficient and user-friendly budgeting and forecasting system on the KliqPlan base since it is seamlessly integrated into QlikView. Thanks to this complementary system architecture Atea has been able to avoid additional investments on servers.

KliqPlan is a guaranteed business planning system that allows us to produce our company's profit forecasts and budgets on a regular basis. With KliqPlan we have been able to develop our forecasting process even further, Oksanen says.