



Komatsu Utility Europe (KUE)
Este, Italy
www.komatsu.com

Industry:

Industrial Manufacturing

Annual Revenue:

US\$698 million

Employees:

700

Oracle Products & Services:

Hyperion Enterprise Reporting
Hyperion Web Site Analysis
Hyperion Planning

Oracle Partner:



Iconsulting
Casalecchio di Reno (Bo), Italy
www.iconconsulting.biz

“Oracle’s Hyperion applications allowed us to offer top management detailed, high performance analysis and simulation tools, and optimize management control, freeing up resources to work on tasks of greater value.” – Lois Tosetto, Information Systems Manager, Komatsu Utility Europe (KUE)

Komatsu Utility Europe Optimizes Management Control and Planning with Reporting and Analysis Solution

Komatsu Utility Europe (KUE) is the Italian subsidiary of the Japanese multinational Komatsu, specializing in production and sale of earthmoving, construction, and mining machinery (hydraulic diggers, bulldozers, wheel loaders, etc.). The organization’s evolution and methods in response to its growth and the parent company’s policies required introduction of high performance tools.

Challenges

- Implement a Web-based system that adequately supports management control
- Implement a flexible, robust system for responding to the company’s specific needs
- Conduct a large number of analyses at different levels of detail
- Guarantee consistent data and accurate monthly reporting

Solution

- Worked with Iconsulting to implement a system based on Oracle’s Hyperion solutions to recreate an environment for simulating and projecting general expenses and personnel costs
- Optimized management control
- Improved medium and long-term planning of both product margins and the company’s economic results
- Introduced complete data traceability
- Accelerated data processing and report generation
- Provided management with clearer, more complete new functions such as the creation of different scenarios, the comparison among them and the choice of the right one as the certified budget
- Provided cost center managers with a detailed reporting and with the actual/budget variances
- Freed up resources to work on tasks of greater value