ASCOPIAVE

THE ENERGY TO GROW AND THE SOFTWARE TO COMPLY

QUICK FACTS

Industry
Utilities – transmission and distribution

Revenue
€764 million

Employees
450

Headquarters
Pieve di Soligo, Italy

Web Site
www.ascopiave.it

SAP® Solutions and Services
SAP® BusinessObjects™ Planning and Consolidation application, version for the Microsoft platform

Implementation Partner
PwC

Ascopiave S.p.A. sells and distributes natural gas, electricity, and alternative energy in northern Italy. Jointly owned by 93 municipalities and running more than 20 subsidiaries, it pursues growth through mergers and acquisitions. To streamline financial reporting and compliance, it uses the SAP® BusinessObjects™ Planning and Consolidation application, available in versions for the Microsoft platform and the SAP NetWeaver® technology platform.

Key Challenges

- Execute growth strategy based on mergers and acquisitions
- Support smooth daily operations by ensuring data quality and timeliness
- Increase efficiency for generating quarterly closing reports
- Comply with laws like L262/2005 (Italian equivalent of the Sarbanes-Oxley Act)

Why SAP Was Selected

- Superior data management functionality for streamlining the planning, budgeting, and forecasting process
- Support for multiuser access
- Strong preexisting relationship with SAP
- Long-term strategic commitment to have an integrated business technology environment based on SAP software

Implementation Best Practices

- Designed project as part of larger effort to manage all company data with SAP® software
- Used flexible configuration options to automate existing processes and realize original vision of chief financial officer
- Maintained existing Microsoft Excel interface to minimize training and maximize end-user adoption

Low Total Cost of Ownership

- Ability to manage more subsidiaries with the same number of employees
- Elimination of manual legacy processes
- Scalability to grow with the company
- Improved abilities to incorporate new acquisitions more efficiently
- Less burden on IT and lines of business
- Freedom to refocus employee energies on more value-added activities

Financial and Strategic Benefits

- Greater visibility into all data types
- Faster, more accurate, less costly consolidations
- Improved reporting with abilities to certify data quality from multiple sources
- Greater compliance with improved controls
- Improved relationship of trust with regulators of Italian stock exchange
- New abilities to quickly run accurate forecast scenarios
- Better management oversight with dashboard showing key performance indicators

Operational Benefits

Key Performance Indicator	Impact
Report consolidation time	-50%
Internal customer satisfaction	+80%
Risk of noncompliance penalties	-90%
Overtime	-50%

ASCOPIAVE®

"SAP BusinessObjects Planning and Consolidation helps us grow. We're now able to manage data across subsidiaries and incorporate new acquisitions with greater ease and in full compliance with financial regulations."

Dr. Cristiano Belliato, Senior Accounting Manager, Ascopiave S.p.A.

www.sap.com/contactsap

For Ascopiave S.p.A., fast growth has become a way of life. Since the Italian utilities market was deregulated more than a decade ago, the company has pursued an aggressive strategy of growth through mergers and acquisitions. This has helped the company maintain the critical mass of customers required to remain competitive. But because Italian regulations enforce public/private partnerships for the utilities industry, Ascopiave is jointly owned by 93 municipalities and operates more than 20 different subsidiaries.

This makes for some unique challenges. As a company listed on the Italian stock exchange, Ascopiave is subject to financial reporting laws such as L262/2005. With its subsidiaries managing financial data in different ways, the company spent too much time consolidating data and generating reports to remain in compliance.

A Perfect Fit

To address this challenge, Ascopiave implemented the SAP® BusinessObjects™ Planning and Consolidation application, version for the Microsoft platform. The company liked how the application fit with its existing SAP solutions, supporting a strategic commitment to maintain an integrated IT environment. It also liked the application's superior data management functionality, which helps enforce data consistency across subsidiaries while streamlining planning, budgeting, and forecasting.

Continuity and Change

Ascopiave implemented the application as part of a larger initiative to manage all company data using SAP software. To manage change most effectively, Dr. Cristiano Belliato, senior accounting manager at Ascopiave, emphasized continuity by mirroring existing process flows within the software. In a similar vein, the company maintained the familiar Microsoft Excel interface to minimize training requirements and promote end-user adoption.

Better Visibility, Faster Consolidations

Today, Ascopiave enjoys a single, consistent financial data standard that helps to increase data visibility across all of its subsidiaries. This makes it easier to certify data quality regardless of its source. By eliminating manual legacy processes, the company has reduced IT costs as well. The result has been a 50% reduction in report consolidation time and another 50% reduction in overtime associated with report consolidation. In addition, the company is now able to manage more subsidiaries with the same number of employees. This alleviates the burden on key employees who are now free to focus on more value-added business activities.

Ascopiave has also reduced the risk of noncompliance penalties by 90% by building controls directly into the way it does business. If the application detects out-of-compliance activity, it alerts the appropriate parties to take relevant actions. This has allowed the company to build a reserve of trust with financial regulators, which helps to maintain the kind of positive relationship that shareholders prefer.

For Ascopiave, SAP BusinessObjects Planning and Consolidation has advantages beyond compliance. Its scalability allows the company to continuously incorporate newly acquired organizations with greater efficiency to support its aggressive growth strategy. It also enables the company to run what-if scenarios and compare results against strategic objectives. This makes planning, budgeting, and forecasting more accurate and effective than ever before. Managers, meanwhile, benefit from dashboards that deliver at-a-glance views of key performance indicators. Perhaps this is why the application has helped increase internal customer satisfaction at Ascopiave by more than 80%. Based on this experience, Ascopiave is eager to continue its initiative to manage more of its data with SAP software.

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