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Markus Ulrich,  
Head of Controlling  
Bionorica SE

# Allevo at Bionorica SE

## More significance, speed and transparency

Bionorica SE, a worldwide leading manufacturer of herbal medicines, is standardizing and consolidating the annual budget cost planning using the Excel-based Allevo solution integrated in SAP and in this way can perform the planning quickly, reliably and transparently.

## 400 Planning integrated Profit Center

Bionorica SE relies on the Allevo planning solution. With the application seamlessly integrated in SAP, all planning objects can be planned and budgeted consistently and very efficiently in a single, user-friendly Excel interface directly under SAP CO. The software operates on the basis of consolidated data and takes the place of a VBA-based self-programmed Excel solution.

## Better planned values, better decisions

“That brings more efficiency, speed, transparency and significance to the detailed personnel costs planning, the costs planning of marketing projects and investment costs planning”, explains Markus Ulrich, Controlling Manager at Bionorica SE.

“Management and executives obtain high quality data which give them a valid decision basis for the financial business planning”.

The planning integrated in SAP also relieves the workload for the central Controlling and the planners. There is thus more time remaining for the controllers to perform their strategic tasks and to check and analyze planning data for their plausibility. A further benefit is that the controllers have an overview without gaps of the current state of all planning objects via the status management in Allevo. “One mouse click is enough, and we see immediately in which areas time bottlenecks threaten, and can take countermeasures.”, emphasizes Markus Ulrich.

## Preparing planned/actual comparisons automatically

Today the planning processes are completed “quasi in almost no time at all”. The data input by the approx. 45 planners into the user-friendly Excel interface of Allevo flow immediately into the SAP system and are registered there.

The other way round, all actual data required for a planning round is directly available in the planning solution from the SAP ERP system. This is possible because Allevo has a bidirectional interface to SAP. This makes itself positively noticeable particularly for the detailed personnel costs planning.

Bionorica also uses the Allevo functions for flexible planning. The company can process several marketing projects in different planning layouts simultaneously.

“Since the implementation of Allevo, we have been benefiting from the various advantages of planning completely integrated in SAP.”

Further projects are already scheduled: Controlling wants to use the reporting functions on one Excel worksheet. Thereby, marketing campaigns such as special promotions with pharmacies and pharmaceutical distributors or the use of advertising materials for the introduction of new medicines can be planned at the level of PSP elements.

### **Performing standardized planning**

As Allevo blends Excel together with SAP, Bionorica was also able to establish consistent planning processes based on standardized Excel interfaces. Last but not least, the new solution also provides more efficient communication between Controlling and the planners in the international subsidiaries which do not use any SAP system: the local planners receive a preconfigured Excel file via e-mail in which they record their planning figures offline. They return this file to Controlling where the data are then loaded up to Allevo to provide management with meaningful and visually appealing reports with planned/actual comparisons.

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