



## Driver-Based Planning

Global standardization and digitalization of driver-based planning

Type of Company  
**Methanol-Producer**

Company Name  
**Proman AG**

### Challenge

The decentralized planning approach at the corporate level hardly allowed for analysis and detailed insights. Due to varying business models, it was challenging to compare contents, and yet the process was very labor-intensive for this purpose. To eliminate the increasingly unmanageable corporate planning, planning methods were standardized across business units globally and implemented in a modern CPM tool. Additionally, corporate planning and financial planning were dynamically integrated.

### Approach

- Definition of a unified global planning model for core financial planning and business models (Mining, Production, EPC/Projects, Logistics, Sales).
- Alignment of the foundational model with all decentralized units worldwide.
- Detailed conceptualization in a functional design document.
- Integration of specific local requirements from a U.S. subsidiary.
- Implementation of all planning modules in two phases (Core/Segments) with concurrent testing centrally and in overseas units, user training, and hypercare.

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## Result



Integrated Corporate Performance Management system enables ad-hoc analyses and variance analysis between planned and actual performance.



Proman achieved significant value from processes and numbers.



Group Controlling was able to administer and further develop processes and systems on its own.

## Reference

"The challenge of mapping an integrated business model of a global industrial group was significant. Markus Noçon and his team masterfully executed it, creating a system that impresses with its layout and usability. Despite the diverse business plans of individual companies, from design to production and service, it is thanks to the team's expertise that this was implemented in Planning Analytics in a user-friendly manner. With the simultaneous implementation of Cognos Controller, an integrated system was established that covers corporate processes from budgeting and planning to consolidation and reporting. Training users at our locations in the USA and the Caribbean allows us to independently develop analyses and reports (cultural and language barriers were never an obstacle). The timeline and budget were consistently adhered to. 4C has repeatedly provided valuable ideas and impulses, creating a system tailored to our specific needs through professional methodology." - Ulrich Wrabetz, Finance Director at Proman AG

## Your Temporary Co-Drivers



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