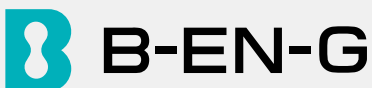




## Case study

# Business Engineering Corporation



### Company

Business Engineering Corporation

### Industry

IT Services and Software

### Uses of CCH® Tagetik Software

CCH Tagetik Budgeting and Planning for:

- Project Profitability Management
- Budgeting, Planning & Forecasting
- Enterprise Performance Management

### Company facts

- Delivers manufacturing IT solutions through two core businesses: system integration services for SAP ERP and related solutions, and development and implementation of mcframe, their proprietary ERP product.
- Business operations started in April 1999
- Employees: 537 (as of March 2024)

### Requirements

- Project-specific profitability management
- Improved forecast accuracy
- Digital transformation of budget management

*“With our previous system, it took 23 days to grasp quarterly profit forecasts, but after implementing CCH Tagetik, this was reduced to 12 days – approximately 50% improvement in efficiency. CCH Tagetik enabled monthly business status monitoring and multifaceted analysis, allowing us to provide information for swift management decisions.”*

Mr. Shigeaki Betsuno, Representative Director, Senior Managing Director and CFO,  
Business Engineering Corporation

### The challenge

As Business Engineering Corporation faced a transition from a System Integration (SI) business to a license business, they needed to revamp its aging internal system. Business Engineering Corporation’s existing system was 20 years old and had three primary limitations:

1. **Manual data aggregation:** Tasks that involved data aggregation, like aggregating project-level profitability management into departmental P&Ls, consumed significant time because they required a manual Excel data transfer.
2. **Siloed processes:** Dependent processes, such as managing expected orders and ongoing project revenues, were executed in separate systems. Because of Excel disconnects, tasks like case checking and customer name consolidation required extra work hours.
3. **Excel-based forecasting:** SG&A expense forecasting relied on Excel, limiting updates to quarterly frequencies. As a result, it took 23 days to aggregate profit forecasts, making it impossible to provide timely information for management decisions.

### The objectives

Business Engineering Corporation urgently needed to build a system that could automatically consolidate company-wide data. As a result, their requirements in an enterprise performance management platform were as follows:

**“We wanted to create a unified system for revenue management from projects to departments that could accommodate diverse business models without increasing the workload on our staff. The implementation of CCH Tagetik solved these challenges.”**

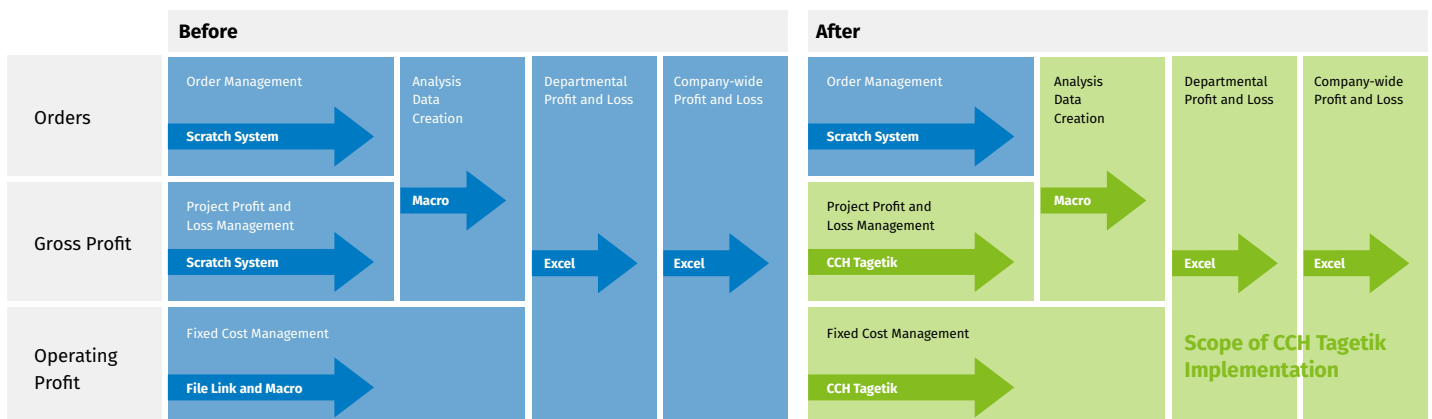
Mr. Yusuke Suzuki, DX Promotion Manager, Management Division, Business Engineering Corporation

- 1. Establish a sophisticated profitability management platform**  
 The solution Business Engineering Corporation chose needed to create an end-to-end management system that could streamline everything from individual projects to departmental P&L. A key priority was a solution that could support strategic decision-making through customer and product analysis.
- 2. Develop a management system for diverse business models**  
 Business Engineering Corporation needed a management accounting system that could adapt to different revenue structures, including SI and license business. The system also needed to accommodate work-hour-based cost allocation and unique cost variance calculations and align performance management with departmental realities. The ultimate goal was to enable future consolidated management across the entire group companies.
- 3. Transform financial operations processes**  
 The solution Business Engineering Corporation chose needed to expedite profit forecast aggregation and enable faster monthly management reporting. They aimed to employ a solution that would provide accurate management information while reducing staff workload by automating data collection and reconciliation.

## The solution

Business Engineering Corporation chose CCH Tagetik Budgeting and Planning for the following reasons:

- Integrated project-level revenue management:** Business Engineering Corporation used CCH Tagetik to build an integrated corporate performance management system centered on project-level revenue management.
- Sophisticated multi-dimensional analysis:** With CCH Tagetik, Business Engineering Corporation could maintain its existing management accounting concepts, like work hour-based cost allocation and unique cost calculations, while creating a system that normalizes and stores detailed data, enabling multidimensional analysis.
- Non-disruptive implementation:** CCH Tagetik’s seamless Excel integration allowed Business Engineering Corporation to transition to the solution in phases. This approach maintained the project managers’ usability and minimized operational impacts.



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## Results and benefits

### Reduced profit forecast aggregation time by 50%

The implementation reduced profit forecast aggregation time from 23 days to 12 days.

### Turned quarterly profit forecasts into monthly forecasts

Dynamic real-time information in CCH Tagetik enabled the company to increase the frequency of profit forecasts from quarterly to monthly.

### Improved analysis accuracy

CCH Tagetik centralized detailed order and sales forecast data and enabled multi-axis analysis by customer and product, establishing a consistent management system for project-level profitability and the departmental P&L.

### Smooth transition and adoption

Business Engineering Corporation's transition to CCH Tagetik had minimal impact on operations. CCH Tagetik allowed the company to maintain familiar interfaces, like Microsoft Excel, for project managers' input screens, removing any learning curve.

### Path to enhanced group-wide corporate performance management

Business Engineering Corporation plans to integrate management accounting across the group, including overseas subsidiaries. Using CCH Tagetik's capabilities, it aims to achieve consolidated management and build a sophisticated analysis process across the enterprise.

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## About Business Engineering Corporation

Business Engineering Corporation is a pioneer in IT solutions for manufacturing industries, being the very first in Japan to support SAP ERP implementation in the 1990s. While maintaining SI business as their foundation, they have expanded their business scope to include proprietary software products and SaaS solutions. They support their customers' digital transformation through comprehensive services ranging from IT planning to operations.

Business Engineering Corporation is building a new management platform using CCH Tagetik to achieve project-level profitability management and faster business decisions. The company plans to strengthen support for customers' data-driven management by leveraging this experience.

## About Wolters Kluwer

Wolters Kluwer (EURONEXT: WKL) is a global leader in information, software solutions and services for professionals in healthcare; tax and accounting; financial and corporate compliance; legal and regulatory; corporate performance and ESG. We help our customers make critical decisions every day by providing expert solutions that combine deep domain knowledge with technology and services. Wolters Kluwer reported 2023 annual revenues of €5.6 billion. The group serves customers in over 180 countries, maintains operations in over 40 countries, and employs approximately 21,400 people worldwide. The company is headquartered in Alphen aan den Rijn, the Netherlands.

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by Wolters Kluwer