



- ▶ Professional Planner in the trade sector
- Liquidity forecasting and optimum capital management



” We are pleased that we have been able to work with the Ferrari of Controlling software applications since 2000 and as a result we can cite significant, ‘world-class’ improvements in capital management. ”
 Peter Gretz and Robert Knobl, Controlling Team Cosmos

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PROFESSIONAL PLANNER @ COSMOS

Sector/Industry

Retail trade – Electronic devices

Cosmos Elektrohandels GmbH & Co KG

- Electronic devices retailer with great expansion potential
- More than 20 branches throughout Austria
- 1200 employees

Back-office system

SIS

Liquidity forecasting and optimum capital management

The initial situation at Cosmos in 1999/2000 was a typical “post-merger” problem, having too much, and out-dated inventory. It was impossible to forecast the capital needs, while expensive outside capital was used to cover additional liquidity needs.

It was necessary to get a grip on the situation. Because of the active expansion policy the management needed to be always informed about the liquidity requirements in order to provide the necessary capital “just in time”. Professional Planner proved to be the right program to meet these demands.

Professional Planner main focus

- Detailed liquidity planning
- Monthly forecasts of the liquidity requirements
- Stock controlling

Professional Planner @ Cosmos

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Implementation

- Actual P&L statement is loaded automatically from the actual database via the ImportManager
- Creating the corresponding balance sheet in Professional Planner
- Automatic transfer of accounting values considering accruals and deferrals
- The current estimate is linked to the budget and the current economy and consumer data to create a valid liquidity forecast

” *The investment paid off in 6 months considering internal and external implementation costs.“*
Peter Gretz and Robert Knobl, Controlling Team Cosmos

Benefits

Raising the capital turnover by 50% in 3 years

- Considerably reducing capital procurement costs
- Data import via ODBC – no ‘data scooping’
- Monthly forecasts to the end of the year facilitate efficient capital management measures

Deploying Professional Planner at Cosmos the age structure of the stock for all product types could be reduced in the category > 12 months from 10% to 4%.

The capital procurement costs were cut down significantly within one year and the capital turnover increased by 50% in a period of three years.

Cosmos - Company information

COSMOS Elektrohandels GmbH & Co KG worked its way up to become number two in electronic devices retailing in Austria by consequently realizing strategic aims. The products range from domestic appliances to entertainment electronics, from computers to digital cameras, from mobile phones to CDs, DVDs and games. In addition to the headquarters in Brunn/Gebirge (Austria), the company operates more than 20 locations throughout Austria and has an aggressive expansion potential.

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