

## ***All cut from the same cloth.***

*Get a better Perspective –*

*Navigate your company towards success*



*Software for Planning and Budgeting,  
Reporting and Analysis,  
Balanced Scorecard,  
Risk Management  
and Consolidation*



## **CP CORPORATE PLANNING AG**

### *About ourselves*

CP CORPORATE PLANNING AG is a leading software producer of management, planning, information and early-warning systems. Situated in Hamburg, CP has been specialised in the development and implementation of high-performance software for corporate planning and management successfully since 1989.

For successful enterprise management, the latest facts, figures and trends from controlling are required at the touch of a button. These are displayed clearly by the Corporate Planning systems. The software is characterised by simple operation, a very high degree of flexibility and short implementation periods. All controlling areas are covered by CP products, from operative controlling to strategic business planning and risk management, and even consolidation.

More than 2,500 SMEs with over 15,000 users in diverse sectors of industry have already seen for themselves the efficiency of CP software in everyday use.

In addition to software, Corporate Planning offers a range of professional services in all aspects of controlling. CP customers receive introductory training, support during the implementation of the software, customising and, on request, an individual consultation service for the best possible controlling.

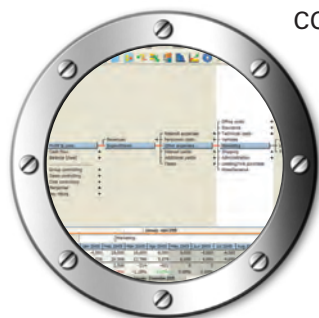
Furthermore, Corporate Planning offers a wide range of practical workshops on controlling topics for getting the most out of the software. These include such topics as Integrated Financial Planning, Strategic Corporate Management, Corporate Performance Management, Balanced Scorecard, IAS/IFRS Reporting Principles and Consolidation, just to name a few.

### **OUR CONTROLLING SOFTWARE**

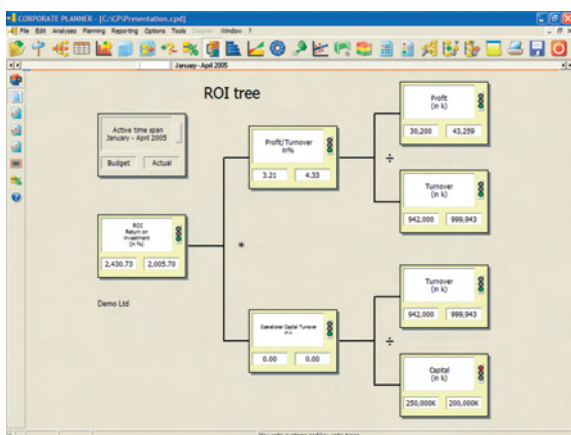


# Get the picture.

## Navigate your company to success



CORPORATE PLANNER® is a flexible management, planning, information and early-warning system which enables business data to be quickly analysed and long-term objectives to be defined, as well as supporting the active management of individual departments. This system is for use in all areas of controlling.



reports are possible. Reports may be exported to Excel or to the internet or company intranet, or sent as an E-mail in pdf format. The most important information can be collected in a "Boss-Box". The "Controlling Report" facility enables extensive data and graphics to be incorporated in an MS Word document.

### Planning

An important aspect for planning is the ability to make detailed bottom-up adjustments, while also making quick top-down plans from higher hierarchy levels. Both methods are available in CORPORATE PLANNER® and can be used counter currently. The system also provides:

- integrated financial planning
- rolling multi-year planning
- several data streams accessible simultaneously (e.g. actual values, current budget, alternative plans, etc.)
- parameter settings for monitoring variance
- a user-defined level of aggregation in any functional area (subsidiaries, products, plan balance sheet, etc.)
- historical information and seasonal variations for generating forecasts
- user-defined distribution keys
- trend analysis
- goal-seeking
- life-cycle costing
- investment planning, credit planning

### Reporting

All information can be shown in spreadsheet form and in user-defined reports. Individual evaluations as well as standard and variance

### Analyses

CORPORATE PLANNER® provides various management analyses at the touch of a button, including:

- budget/actual comparisons
- variance analyses
- forecasting
- drill-down techniques
- break-even analyses
- 80/20 Pareto analysis
- business graphs
- key ratio analyses
- simulations ("What if..." scenarios)
- exception reporting
- time line analyses

### Simulations, "What if..." Scenarios

CORPORATE PLANNER® has outstanding simulation capabilities which are completely flexible in use. A large number of simulation functions provide quick answers to "What if..." questions. The effects of different assumptions can be shown graphically and compared with each other.



### Open to all data

CORPORATE PLANNER® is open to all existing systems. You are able to access all file formats, import data from databases, transfer values from Excel and access many pre-systems by means of XML integration.

Partnerships with leading ERP software providers have resulted in convenient bi-directional integrations which enable data and structures to be imported from the pre-system and planning values to be exported to the pre-system. It is even possible to carry out a complete drill-down from CORPORATE PLANNER® to the original journal entry in the respective program, simply by mouse-click.

### System Requirements

- Available as a single-user licence or network licence (Client-Server)
- Pentium or equivalent; Hard disk requirement: dependent on data volume, 500 MB free
- Min. 256 MB RAM
- Windows: NT (Service Pack 6a), 2000, XP
- Internet Explorer Version 5.0 or higher

### Your Advantages at a Glance

- Short implementation times
- For all areas of controlling (financial controlling, cost controlling, P&L controlling, sales controlling and more)
- Integration of the controlling cornerstones (planning, information, analysis and management) in just one system
- Increased transparency assists decision-making
- Maximum flexibility, easily adjustable to individual requirements
- Ready-made business models for immediate use
- Time-saving planning and simulation functions
- Professional, dynamic reporting
- Long-term liquidity ensured through integrated financial planning (as part of the service)
- Automatic data import from many pre-systems
- Simple to operate, quick to learn

### Technical Information

- CP-MIS® is based on Client-Server architecture and uses XML technology.
- Graphics are produced using the SVG (Scalable Vector Graphic) language.
- The authorisation concept defines whether a particular user or group can, for instance, only "read" or also "write". Users can also be given individual rights to create, delete and execute objects.
- The product is multilingual regarding the user interface as well as the display of data.

### System Requirements

- Client: Internet Explorer Version 5.5 or higher, Windows 98 / NT / 2000 / XP, min. Pentium II 300 MHz, 128 MB RAM
- Server: Windows NT / 2000 / 2003, min. Pentium III 1 GHz, min. 512 MB RAM, 1 GB RAM recommended

### Your Advantages at a Glance

- Quick implementation and familiarisation, well received by employees
- Quick access to information, irrespective of location
- Increased transparency
- Communication throughout the company assisted by multilingual design
- High security on the web
- Simple operation in the familiar web browser environment

#### CP-MIS®/FIS

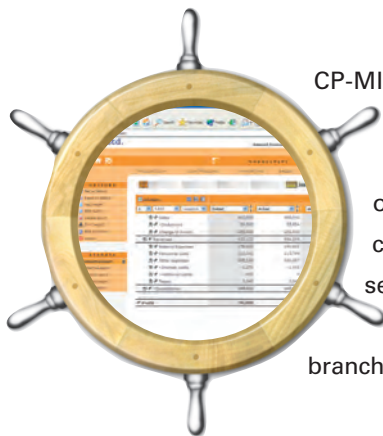
- Quick access to information, irrespective of location
- Reporting, planning and analysis functions in a single tool
- Interactive and dynamic reports in a uniform design

#### CP-MIS®/BSC

- Consistent integration of business strategy, business goals and related measurements (indicators, key ratios)
- Incorporation of strategic enterprise planning into the operative planning and budgeting process
- Presentation of cause-effect relationships within and between Balanced Scorecards

## Stay on course.

Financial information, any time, anywhere



CP-MIS®/FIS is a web-based reporting, planning and analysis system. The availability throughout the company of various types of reports in the internet or intranet combines sophisticated authorisation concepts and data consistency with the familiar setting of a web browser. Implementation is particularly useful in companies with several branches or separate structures.

### Company-wide reporting

The CP-MIS®/FIS user is able to create a complete reporting system flexibly and individually, within his access rights. The layout of the reports is pre-defined so that no extra time need be spent on design. Reports appear in the web browser automatically. The software is delivered with several templates for use when creating new reports. These include templates for cumulative reports, time-line reports, graphic reports, segment reports and column reports.

### Analysis and planning on the web

As well as figures being displayed for different time spans and planning scenarios, analyses can be performed dynamically and interactively. It is possible to carry out a variance analysis, for instance, directly from a report which shows budget / actual variances graphically.

## Put strategy into practice With a Balanced Scorecard



CP-MIS®/BSC serves the purpose of displaying and implementing a company-wide Balanced Scorecard on the web and, as a strategic communication and information system, supports the realisation and monitoring of strategic goals.

### Basic Elements

- Company-specific organisational structures can be defined, enabling simple navigation through the individual business areas.
- The four classic perspectives can be used, but individual perspectives may also be defined.
- Strategic goals are set and allocated to perspectives and organisational units. Each strategic goal can be given a description.
- Cause-effect relationships are portrayed clearly in a cause-effect network, and they can be analysed by means of a horizontal and a vertical drill-down.
- Measurements (indicators, key ratios) can be allocated to the strategic goals in the perspectives and organisational units.
- Goals, or target values, can be set, planned and budgeted.
- Warning limits are indicated by traffic-light colours (green circle – positive variance, yellow triangle – slight negative variance, red diamond – large negative variance, flashing red diamond – extreme negative variance).
- To ensure strategic goals are met, strategic actions (action plans) are drawn up for each goal. Every action plan contains budget proposals, a person responsible and a timescale.



# Everything under one roof.

## Systematic Consolidation



CP-CONS® is a consolidation tool for groups of companies in accordance with the German Commercial Code (HGB) and IAS/IFRS. It is used for preparing and analysing consolidated financial statements and also provides facilities for creating a cash flow statement, a segment report and various summary tables, and is therefore of great benefit with regard to the legal reporting requirements.

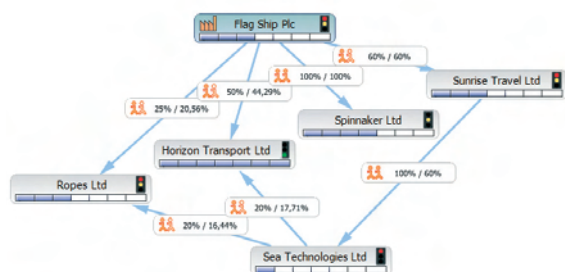
Until now, consolidation work in companies was usually carried out manually or using Excel, the main emphasis being on the annual legal consolidation requirements. The consolidation systems on the market, however, are more suited to large conglomerates and accordingly expensive and elaborate.

But a rising number of medium-sized enterprises are also structured in groups, and are becoming multi-national. Furthermore, the consolidation frequency has definitely increased (quarterly reports, reporting requirements towards banks, etc.) as has the

- compiling the financial data
- consolidating the investments
- consolidating the payables/receivables
- eliminating the inter-company profit/loss
- consolidating the revenue/expenditure
- compiling the notes to the consolidated financial statement
- creating the cash-flow statement

### The Challenge of Segment Reporting

Since the compilation procedure of a consolidated financial statement is based on the information provided by the accounts of the individual companies, the contribution of each company to the consolidated profit can be clearly identified. However, the various individual companies constitute just one approach when considering a group. Economic views of the group as a whole, such as its business segments, or strategic business units, are of particular interest when implementing asset and risk management across the group. CP-CONS® provides support in creating segment reports and analyses.



volume of figures to be reported (cash flow statements, segment reports...). Apart from that, group structures are increasingly being used as management instruments (e.g. cash pooling).

CP-CONS® has taken up these continuing developments and, with a very attractive price/performance ratio, is aimed at small and medium-sized enterprises.

### The Stages of Consolidation

- identifying the companies to be consolidated
- standardising the individual financial statements



### Consolidation Functions

- All group structures possible
- Support of various views of the group
- Consolidation for planning figures as well as actual figures
- Heterogeneous group structures supported (e.g. different charts of accounts, foreign currencies, etc.)
- Complete support of German Commercial Code (HGB) consolidation (full consolidation, proportional consolidation, equity method)
- IFRS 3 "Business Combinations" consolidation when provided with IAS / IFRS compliant individual financial statement data
- Reconciliation of German Commercial Code (HGB) compliant individual financial statement data with IAS / IFRS accounting methods according to set parameters

### Technical Information

- Client capability
- Audit ability: comprehensive logging, universal authorisation concept, sealing of financial statements
- Direct transfer of individual financial statement data from CORPORATE PLANNER®
- Wide range of import and export formats: trial balances (CSV), Excel integration, XBRL
- Supports Microsoft SQL Server 2000 or higher

### System Requirements

- Windows 2000, Windows XP or higher
- Microsoft .NET Framework Version 1.1 or higher
- Database system: Microsoft SQL Server 2000 or higher

### Your Advantages at a Glance

- Consolidation for legal and management requirements
- Sophisticated planning and simulation functions
- Attractive price/performance ratio
- Suitable for groups but also for smaller enterprises
- Simple operation, quick familiarisation

### Technical Information

STRATEGIC PLANNER® is a universal multidimensional OLAP planning tool on a client-server basis. It features state-of-the-art technology, hierarchical dimensions and data storage in relational data banks.

Depending on performance requirements, there are two variants of the STRATEGIC PLANNER® system: STRATEGIC PLANNER® (MS SQL database included) and STRATEGIC PLANNER® LE (Lite Edition). STRATEGIC PLANNER® is available as a single user version and as a network version.

### System Requirements

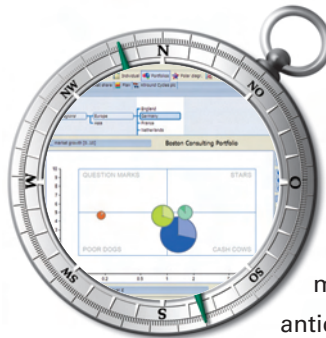
- Windows 2000 or XP
- Internet Explorer 5.0 or higher
- RAM Requirement: Client or single user version: 256 MB, ideally 512 MB; STRATEGIC PLANNER® Server in multi-user operation: 2 GB
- Disk space: Client: approx. 20 MB; Single user (server and database installed on the same computer): approx. 10 GB
- MS Word, MS Excel: Office 2000, XP or 2003

### Your Advantages at a Glance

- Complete integration of all dimensions (strategic business units, competitors, strategic planning period, strategic areas, etc.)
- Excellent visualisation at the touch of a button
- Integration of strategic analysis tools such as portfolios and polar diagrams with a single click
- Optimal support in strategic decision-making
- Can be adapted to suit any company structure
- Multidimensional analyses (OLAP concept) according to individual requirements
- Full OLAP system with planning functionality
- Simple operation, quick familiarisation

## Always on course for success.

### Strategic and systematic decision-making

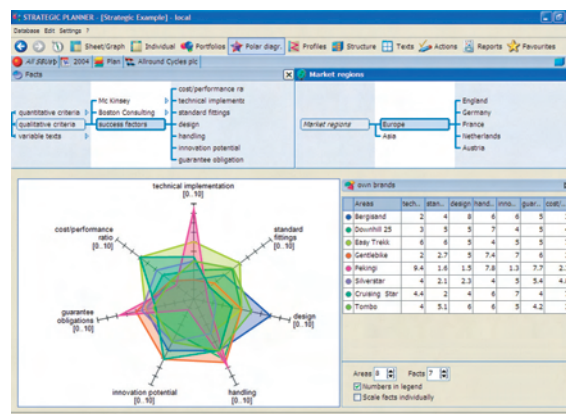


STRATEGIC PLANNER® is a strategic tool for the development of business strategies and for use in strategy meetings and strategic consulting. The system provides support in dealing systematically with a company's business areas and its strengths and weaknesses, as well as with its competition. By means of strategic tools, future developments can be anticipated early and success potential developed.

### Strategic Business Units (SBUs)

Before embarking on strategic company management, it is strongly advisable to divide the enterprise into strategic business units (SBUs) for an analysis of the markets, SBUs, regions, etc. to be possible. SBUs may be defined individually, taking any dimensions (e.g. products, regions) into account.

For the evaluation of the SBUs, the relevant criteria, such as market attractiveness, relative competitive advantage or success factors, are created as "facts". Evaluation is simply done by mouse-click in a scale.



### Strategic tools and analyses

STRATEGIC PLANNER® offers a wide range of strategic analysis tools. All types of portfolio analyses as well as polar diagrams and SWOT analyses (Strengths-Weaknesses-Opportunities-Threats) can be used in strategic company management. Action catalogues enable the planning and monitoring of important activities in various respects, such as their duration, priority and budget.

### Portfolio Analyses

Portfolio analyses are indispensable tools when carrying out, say, an analysis of market position. There are various portfolio analyses available in STRATEGIC PLANNER®. The integrated drill-down and drill-up functions enable detailed analyses across hierarchies. Many different portfolio types may be defined and displayed according to individual requirements, for instance:

- market attractiveness – competitive strength portfolio (McKinsey)
- market growth – market share portfolio (Boston Consulting Group)
- life-cycle portfolio (Arthur D. Little)
- resource allocation portfolios
- competitor and line of business portfolios
- individualised portfolios

### Multidimensional Spreadsheets

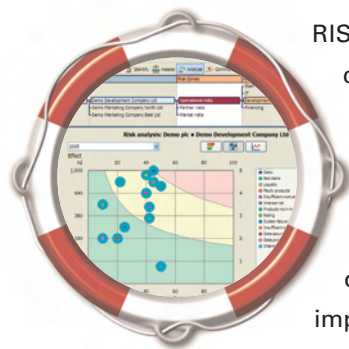
Multidimensional spreadsheets are of particular importance in STRATEGIC PLANNER®. Any number of dimensions (regions, SBUs, products, competitors, time span, etc) may be integrated into freely-definable spreadsheets simply by "drag and drop". This represents a powerful aspect of the "slice and dice" function.

### Reporting

Every analysis and evaluation to be retained is stored as a "favourite" and placed in groups according to, say, the intended receiver. Since all diagrams can be exported to MS Word, it is possible to insert the required spreadsheets and graphics into existing reports using variables, so detailed reports can be designed more attractively.

# Everything under control.

## Systematic risk management



RISK MANAGER® is a system which has been developed specifically for use in risk management. It takes the enterprise through each stage, starting with risk identification, proceeding to the damage portfolio and resulting in the finished risk manual. RISK MANAGER® accompanies the entire process, displays and documents the risks, and monitors the implementation of control instruments.

In order to meet the demands of risk management, RISK MANAGER® provides assistance in dealing systematically with risks. The entire workflow process can be controlled interactively. The user is led through each step with clear illustrations.

### 1. Risk Identification

To begin with, the risks which affect the business must be identified. For a complete and structured record of all the risks, in RISK MANAGER® risks are classified into various risk zones, such as operational, partner and market risks. Risk fields and individual risks can then be allocated to the risk zones.

### 2. Risk Assessment

This step consists of the assessment, or appraisal, of the identified risks. The effect of a particular risk may be expressed directly in terms of a cash value, or indirectly using a rating scale.

### 3. Risk Analysis

In this phase the risks are analysed. Particular emphasis is placed here on the sorting and display of the risks. The risks can be arranged

in a bar chart according to damage, effect or probability of occurrence, or displayed as a damage portfolio.

### 4. Risk Communication

The purpose of risk observation is to ensure that awareness of the identified risks is systematically maintained. The objectives of risk reporting lie in presenting the data gathered from observation in a systematic internal risk report.

### 5. Risk Control

The aim of this step is to reduce the effects of the identified risks as well as the probability of their occurrence by assigning appropriate control instruments.

### 6. Risk Monitoring

This step involves testing the effectiveness and efficiency of the recorded control instruments. A survey is made of every actual and potential monitoring instrument present in the company. Suitable monitoring instruments are then assigned to the control instruments. A need for action exists if there are control instruments without monitoring instruments.

### 7. Risk Reporting

Risk Manuals are generated automatically by RISK MANAGER® and may be adapted to suit individual requirements. Text templates can also be used throughout the company, thus considerably simplifying and speeding up the process of creating new Risk Manuals.

### Increasing demand for transparency

A documented monitoring system consisting of adequate risk management, an early warning system and effective internal audit is increasingly required for external purposes.

### Technical Information

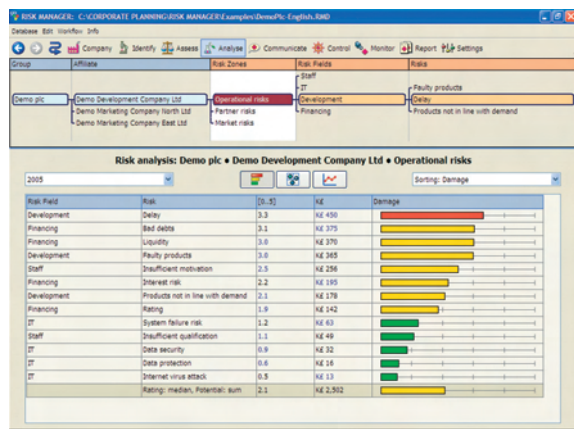
- RISK MANAGER® is available as a single user version and as a network version.
- Reports, spreadsheets and graphics are transferred to MS Word and may be used in MS Excel and MS PowerPoint. Raw data may be read and altered in the international standard format XML.

### System Requirements

- Processor type: Pentium (or compatible systems); Hard disk requirement: 500 MB available, depending on data volume
- Memory: at least 256 MB RAM
- Windows 98, ME, NT, 2000, XP
- MS Word Version 2000 or higher

### Your Advantages at a Glance

- Systematic, simple risk management
- Complete company-wide risk management process illustrated
- Early detection of future risks
- Efficient risk reporting
- Results of risk analyses presented graphically
- Full compliance with external and legal requirements concerning risk management and documentation
- Comprehensive Risk Manual automatically generated as a Word document for the auditor
- Client capability
- Quickly and easily adjustable to individual requirements
- Simple operation, quick familiarisation



If you are interested in finding out more,  
and would like to see the software "online",  
just call us and arrange an appointment.  
You can also copy this page, fill it in and fax it to us.



**Yes, I am interested in finding out more, and would like to see the CP software at first hand!**

- ☐ Please send me full details about the products ticked below.
- ☐ Please call me to arrange a free presentation.

**I am interested in the following products:**

- ☐ CORPORATE PLANNER® (for Operative Controlling)
- ☐ CP-MIS® (Web-based Management Information System)
- ☐ RISK MANAGER® (for Risk Management)
- ☐ STRATEGIC PLANNER® (for Strategic Company Management)
- ☐ CP-CONS® (Consolidation Tool for Groups of Companies)

**Please send me an offer for the products ticked above, for**

- ☐ \_\_\_\_\_ Single User Licence(s)
- ☐ Network Licence for \_\_\_\_\_ users

Company:	
Line of Business:	
Surname, first name:	
Position:	
Street:	
Town, postcode:	Telefax:
Telephone:	County:
E-Mail:	Internet:

Submitted by:
---------------



Große Elbstraße 27  
D - 22767 Hamburg  
Telefon +49 (0)40 / 43 13 33 - 0  
Telefax +49 (0)40 / 43 13 33 - 33  
Info@corporate-planning.com  
www.corporate-planning.com