



# Kingspan Group plc



## Industry

Manufacturing (metal products and insulations for construction industry)

## Technology

- MPC on SQL Server

## Challenges

- Control over multiple European manufacturing operations using disparate systems
- Need one system for management reporting, forecasting, and planning

## ROI

- Fast and efficient collection of management information from divisions
- Reporting and analysis is now faster and to a greater level of detail
- Single system provides optimised company performance control and business strategy planning

## Kingspan Group Deploys Geac® MPC for Global Performance Management

County Cavan-based Kingspan Group plc, [www.kingspan.com](http://www.kingspan.com), is a major manufacturer of an integrated range of products for the construction industry. Kingspan has divisions that are now established around the world in various markets and this global presence is ever increasing.

The group was founded in 1972 as a small family business by Eugene and Brendan Murtagh (both currently members of the board of directors). The group was initially involved in the manufacture of metal cladding and roll-formed structural sections. Later, Kingspan began the manufacture of environmental containers on a small scale.

During the early 1980s, the group expanded into the manufacturing of insulated panels and insulation products and established numerous manufacturing plants in the U.K. and Ireland. The group floated on the Irish Stock Exchange in 1989 at a share price of EURO.20 equivalent with a market capitalisation of EUR25.0 million.

In the 1990s Kingspan expanded through acquisitions and the addition of manufacturing plants and sales companies in the U.K., Benelux, Germany, Poland, Hungary, and the Czech Republic, providing the group with additional geographic diversity. Large-scale expansion also occurred across the group's main operating units.

Since 2000, the group has continued to grow through expansion and select acquisitions. Kingspan expanded into the access floor market through acquisitions in the U.K. and the U.S.A. In addition, the group has made large investments in manufacturing plants and research and development with a number of new products launched in the period.

## The Challenge

Many disparate systems within the divisions led to difficulty in extracting timely and accurate data for analysis and reporting, and it was difficult to keep track of financial planning, forecasts, management reports and budgets. The collection of management accounts and forecasts was an extremely complicated and time consuming process and also a constantly evolving scenario. Kingspan needed an open and flexible system for management reporting, forecasting and planning, which could deliver in-depth intelligent analysis and, above all, needed control over this.

## The Solution

The group searched for a performance management system that could be used to create complete, fast, structured reports, support the management reporting and forecasting process, and also manage the budget, thus supporting important, executive decisions. Kingspan required a flexible architecture based around a central repository with web access to divisions based in many countries. A common platform was required that could control and streamline the Kingspan reporting processes and align the businesses and allow decisions to be made based on common KPIs as well as industry-specific KPIs.

A number of suppliers were asked to present to Kingspan in 2003. Following this process, the company selected Codec, which supplies Geac® MPC performance management software, an integrated system running on the Microsoft SQL Server platform, which met the group's requirements.



## About Geac

Geac is a global enterprise software company that addresses the needs of the Chief Financial Officer. Geac's best-in-class technology products and services help organisations do more with less in an increasingly competitive environment, amidst growing regulatory pressure, and in response to other business issues confronting the CFO.

Geac software and solutions are deployed at more than 18,500 organisations around the world. More than half of the Fortune 100 use and rely on Geac systems every day. Geac collaborates with existing and prospective customers through a network of approximately 2,200 professionals in 52 locations, worldwide.

## To Take Action

To find out more about Geac products or services, visit [www.performance.geac.com](http://www.performance.geac.com), call +1.800.922.7979 or +44 (0)20 7349 6000, or send an email to [chris.kelly@geac.com](mailto:chris.kelly@geac.com).

To find out more about Codec's solutions and how to boost your organisation's effectiveness, contact Codec on 353 1 603 4343, visit [www.codec.ie](http://www.codec.ie) or email [info@codec.cie](mailto:info@codec.cie)



## The Benefits

Geac MPC enables the fast and efficient loading of data, allowing structured reports that support the management's decision-making process to be built, and delivers accurate data analysis for reliable reporting. The application sources data from various systems ranging from integration to underlying divisional ERP applications (including SAP as well as other transactional systems residing on disparate platforms from iSeries to Linux) to data input using Geac's Excel Services interface and web-based data entry.

Today, the architecture has a number of applications: a group management reporting application which enables divisions to submit management accounts (including flash numbers), and provides forecasts going forward for the full financial year in multiple currencies; a long-term strategy and detailed annual budget consolidation and reporting model using similar functionality to the management reporting application; divisional management reporting applications that integrate with underlying ERP applications to produce and distribute monthly management reports. All this enables Kingspan to compare actuals, budgets, plans and forecasts in one core system quickly and easily.

The applications reside on a Microsoft Windows server and use Microsoft SQL Server as their database. The 120 users within the group access the system via the web using a standard web browser or via Excel using Geac's Excel Services interface.

Phil Scott, a group analyst at Kingspan, who has been involved since the instigation of this system, said "The Geac system has enabled Kingspan to streamline and standardise the collection of management information from our divisions in a fast and efficient manner. We can now report and analyse information faster and to a greater level of detail as our time is not taken up collating the monthly divisional information into reporting packs."

David MacDonald, Kingspan's group performance management manager, has many other applications in the pipeline using Geac MPC. He said "We plan to incorporate statutory consolidations as well as weekly reporting in order to increase our level of visibility to analysts and management. Raw materials planning is also another area that we will use Geac for, as this currently is a critical issue within the industry."

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*Phil Scott, Group Analyst  
Kingspan*

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Geac MPC has delivered optimised company performance control and business strategy planning by consolidating budgeting, reporting and analysis into a single system. Users can access the entire application via the web using just an internet browser.