



## Swiss Life

prevero – delivering a transparent and sustainable approach to cost planning.

**Customer:** Swiss Life AG

**Size:** 3000 employees (2013);  
EUR 620.6 million investment result (2011)

**Sector/industry:** Insurance – Financial advice,  
insurance

**Products by prevero:** prevero Business Planning

### Planning the perfect future

The German branch of Swiss Life, which was founded in 1986, is one of the leading foreign life insurance companies in Germany. The company provides innovative insurance products and services in the areas of long-term savings and protection.

There are lots of reasons why you might require a new planning solution. For Swiss Life the driver was its decision to carry out a critical evaluation of its controlling process (also known as management accounting), along with its structure and workflows. The existing solution was no longer able to live up to the requirements of modern cost planning and Swiss Life wanted to find a powerful alternative.

It had to be adaptable, flexible and scalable enough to meet the needs of the insurance company today and rise to the challenges of tomorrow. From a total of 40 solution providers, three companies made it to the short list and Swiss Life soon decided that all of its needs could be met by prevero.

**prevero**  
a Unit4 company

“We were immediately convinced by prevero’s easy handling and intuitive look and feel”, says Oliver Hagstotz, Capital Investment Controller at Swiss Life. “It is not necessary to have extensive prior knowledge in the field of IT to be able to work in the system individually and effectively. After a short implementation period, we can now work with a powerful standard tool offering maximum flexibility for individual adjustments and new regulatory requirements.”

## Committed implementation of an ambitious schedule

An ambitious plan to start the project in December 2010 and go live on 1 April 2011 was successfully completed and Swiss Life was soon using prevero to carry out its first 3+9 forecast.

“Looking back, our implementation project seems to me like open-heart surgery because of our extremely tight schedule. Nevertheless, our collaboration with prevero was a huge success. Suggestions for improvement were met with a constructive attitude and were implemented with a lot of commitment”, says Hagstotz.

The team at Swiss Life was also looking to extend its planning solution by adding one of prevero’s insurance-specific modules for capital investment and contribution accounting, with the focus on maintaining integrated group-wide planning and budgeting based on consistent data, transparent modeling and flexible report options.

## Optimized planning processes and higher forecast quality

Together with the consultants at prevero, it was possible to create a consolidated basis, as well as a clearer overview of group planning for individual departments and cost centers. In this way, Swiss Life is provided with solid, transparent and flexible cost planning – with the maximum flexibility.

As a result, controlling and decision processes can be optimized. Even though there are no precise figures illustrating the increased efficiency, Hagstotz says:

“The quality of our forecast noticeably increased with prevero. At the push of a button, we can carry out our planning fast and comfortably, generate reports and perform analyses.”

There has also been a positive side effect: “The technical understanding of issues across different departments has increased; people are actively exchanging ideas and solutions are implemented fast”, says Hagstotz. “In this way, the broad range of workflow functions not only supports our group planning in terms of data, but also in terms of processes.”



## Benefits

- Introducing a sustainable way of cost planning.
- Cross-divisional optimization of planning processes.
- Solid, transparent and flexible cost planning.
- Intuitive look and feel with easy handling.
- Substantial improvement of forecasts.
- Optimization of controlling (management accounting) and decision-making processes.

## About Unit4

Unit4 is a leading provider of enterprise applications empowering people in service organizations. With annual revenue north of 500M Euro and more than 4200 employees world-wide, Unit4 delivers ERP, industry-focused and best-in-class applications. Thousands of organizations from sectors including professional services, education, public services, not-for-profit, real estate, wholesale, and financial services benefit from Unit4 solutions. Unit4 is in business for people.

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