



## Effective system support for decentralized profit responsibility



*A rapid development of the organization and decentralized profit responsibility places high demands on effective system support for financial and operational management of Securitas Sweden. 400 users spread over 85 locations across Sweden are using Mercur Business Control for planning, reporting and analysis.*

### A common system for the entire operation

Securitas model of decentralized profit responsibility places high demands on effective solutions for financial and business management. Activities are divided into approximately 500 cost centers, so it is important for the department managers and regional managers as well as the central controlling function to quickly and easily monitor how business develops. To support this Securitas realized the need for a common system for the entire operation that ensures continuous access to up to date information. Previously they used a proprietary Excel-based system that required a lot of administrative and manual work and which also could not adapt to organizational change in a flexible manner.

### Efficient handling of large volumes of data

An important factor when Securitas chose Mercur Business Control was also the ready connection to their ERP solution Enterprise from the company IBS. Securitas has subsequently also found that Mercur

Business Control is able to manage their large volumes of data down to transaction level.

### Today Mercur is the main planning and reporting system for all users

Securitas currently has 400 Mercur users who use the system for the monthly reporting and analysis and for the planning process.

#### THE MERCUR SOLUTION

**APPLICATION** ..... Mercur Business Control  
**NUMBER OF USERS** ..... 400  
**PROCESSES COVERED**..... Budgeting  
 Reporting  
 Operational analysis  
 Accounts receivables analysis

#### HIGHLIGHTS

Securitas Sweden can track the development of their contract portfolio (order backlog) in Mercur Business Control. One can also analyze how the utilization rate develops in a rolling 12-month perspective. This provides valuable information, especially for the assessment of personnel resource requirements.

A key element in planning and analysis in guarding services is how the contract portfolio (order backlog) develops and this Securitas has implemented support for in Mercur Business Control. Budgeted portfolio development can be compared with the outcome and they can also analyze how the utilization rate has developed in a rolling 12-month perspective. The system also supports a matrix of geographical breakdown and business sectors to enable analysis of the gross margin and operating income attributable to each level.

Mercur also has facilitated the reporting to the Securitas group. With the powerful report generator Securitas can slice the information exactly as required without any manual intervention. This had been much more difficult to solve within the ERP system.



*"Mercur's flexibility in connection with organizational changes is absolutely fantastic. Without Mercur, we would not have managed to cope with the recent rapid development of the organization."*

PG Nordahl, CFO Securitas Sweden

#### **Simplified report creation and automatic consolidation**

Securitas has recently upgraded to Mercur Business Control 7. Securitas appreciates that creation and maintenance of reports is even easier with the new version. They will also benefit from the new automatic consolidation functionality which ensures that the information always is up to date at all levels without any need to perform manual consolidation first.

#### **Simplicity and flexibility in a solution for all employees**

Within the controlling function the most appreciated feature is the powerful the report generator which is so easy to use that they can develop most of the reports on their own. Therefore, PG Nordahl and his controller colleagues also can offer the divisions the opportunity to develop individual reports in parallel with its standard reporting package.

Something that the users appreciate very much is that they can drill down to transaction level and also view the underlying scanned invoices on the screen. This way you can very quickly understand what lies behind the differences and take action.

With everyone having access to the right information much faster you will get better control on business at all levels and you can manage the operations better.

#### **ABOUT SECURITAS SWEDEN**

**INDUSTRY** ..... Security services  
**NUMBER OF EMPLOYEES** ..... Over 9 000 (Securitas Sweden)  
**THE GROUP** ..... Securitas Sweden is part of global group with around 320,000 employees in 53 countries. In 2014, total group sales amounted to SEK 70,2 billion and operating profit was SEK 3,5 billion. The sales in Sweden amounted to SEK 4,2 billion.

#### **OTHER INFORMATION**

Securitas Sweden is the market leader in security services in Sweden. Activities are divided into over 170 branch offices throughout Sweden and are conducted in four different divisions, including the two largest Services, engaged in specialized guarding for a specific customer, and Mobile, offering mobile guarding services for multiple customers based on a time-sharing model.