

CASE STUDY

SULO Group

OneStream
Success Story



Company:
SULO Group

Industry:
Waste Management

Implementation Partner:
Klee Performance

SULO Group Overview

SULO Group is a globally leading manufacturer of bin systems for the collection and separation of recyclable materials, as well as a provider of services for local communities. The SULO Group has been working on the concept and optimization of recyclable material collection systems and is currently a leading manufacturer in Europe. For more information, visit [SULO.com](https://www.sulo.com).

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—**Sophie Delannoy**,
Chief Financial Officer
SULO GROUP

The Challenge

Since the establishment of the company in 1892, the SULO Group has been driven by continuous investment and constant expansion. The headquarters is in Colombes (near Paris). Production sites of the SULO Group are in Germany, France and Spain, yet the international success of the organization is based on thinking globally and acting locally.

SULO is a spin-off of Plastic Omnium Environment, which has decided to sell parts of the business to private equity.

“We then had a one year service transition contract to use Plastic Omnium’s Oracle HFM system and few months to build up our new reporting system, knowing perfectly the weaknesses and strength of the other system,” said Sophie Delannoy, CFO at SULO Group. “We were faced with a choice to either do a copy / paste of our existing HFM environment into our new standalone company or to explore what’s out in the market — so we began looking.”



Corporate Performance Management Solutions Delivered

- ✔ Financial Consolidation
- ✔ Financial and Management Reporting
- ✔ Budgeting and Flash Reporting
- ✔ French Statutory Reporting



Business Challenges

- ✔ Needed a CPM solution after becoming a standalone company
- ✔ Prior HFM solution was difficult for users



Key OneStream Benefits

- ✔ Unified platform for financial consolidation, financial and management reporting, budgeting, HSE reporting and more
- ✔ Easy transition from HFM to a more unified and simpler platform
- ✔ Cloud is easier to manage from an IT perspective

The Selection Process

The SULO Group employs over 1,800 people across France, Germany, Spain, Benelux, Chile, Mexico and more. A main goal of SULO was to unify all operating locations to the same corporate performance management (CPM) platform, starting with the Paris office. “We originally asked Oracle to submit a new proposition for our standalone company, but although we didn’t want too much change management, we also decided to look at CCH Tagetik and OneStream,” said Sophie Delannoy. “The presentation of OneStream was great because we quickly discovered it’s an easy-to-use software solution with not too much change management for users. OneStream demonstrated a lot of new features and functionality in the platform that were easy to deploy, and much better than the HFM system we used to work with.”

Consolidation Go-Live in Four Months

SULO became the first customer to implement OneStream’s French Starter Kit and to move from HFM to OneStream in France. “For me, it was very important to work with a strong dynamic team, and OneStream was very knowledgeable and provided a lot of support,” said Sophie Delannoy. “It was a short, time-sensitive project so it was important to us to have that direct relationship with the OneStream team in France. We were very appreciative of that.”

OneStream was deployed in the Cloud in a Microsoft® Azure environment. This has been beneficial for the finance team as less resources are required from IT. Working with OneStream Partner, Klee Performance, Phase 1 of the project focused on consolidations, financial reporting and HR reporting, and was completed in just four months. SULO is now managing intercompany eliminations more accurately with a new intercompany matching report and matching process in OneStream. “While using the French starter kit, we managed to keep all our metadata in OneStream,” said Sophie Delannoy. “If we had chosen Tagetik or another software, it was not so easy to copy and paste our existing setup. We saved a lot of time for the build-up during the project phase with the implementation of OneStream.”

Phase 2 of the project is underway and will include dashboarding, Budget / Flash consolidation, HSE reporting and more. “We are especially excited for new web forms and reporting functionality that will improve the quality of the information we want to put into the system. This includes a new project with all capital expenditure data,” said Sophie Delannoy.

Positive Business Outcomes

The OneStream deployment was a very important project for SULO because it was their first major implementation project as a standalone company. As CFO, for Sophie Delannoy it was very important to succeed.

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About the Implementation Partner

Klee Performance, a Klee Group business, is an Enterprise Performance Management solutions specialist. Klee Performance's teams work on market-leading technologies and support their customers through an end-to-end approach (from the design to the operation of these solutions). Creator of digital business solutions, Klee Group supports its customers' transformation through its Consulting, Digital Integration, Application Management and Software activities.

For more information, visit [KleePerformance.fr/](https://www.kleeperformance.fr/).

About OneStream Software




OneStream Software provides a market-leading intelligent finance platform that reduces the complexity of financial operations. OneStream unleashes the power of finance by unifying corporate performance management (CPM) processes such as planning, financial close & consolidation, reporting and analytics through a single, extensible solution. We empower the enterprise with financial and operational insights to support faster and more informed decision-making. All in a cloud platform designed to continually evolve and scale with your organization.

OneStream's Intelligent Finance platform can easily be extended with over 50 solutions from the OneStream MarketPlace. These downloadable solutions are fully battle-tested and optimized for the OneStream platform. They allow customers to easily extend the value of their investment to meet the changing needs of finance and operations.

OneStream Software

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