

CUSTOMER SUCCESS STORY

NABALTEC AG

Markus Weber, Head of financial controlling at Nabaltec AG in Schwandorf, Germany centralizes all aspects of financial planning & analysis. The macs complete solution from macs Software GmbH is used at the headquarters to deliver optimal results.



Chemical company Nabaltec relies on "marginal costing" for Ops planning



With 496 employees in Germany, the USA and China, the chemical company Nabaltec generated sales of EUR 176.7 million in 2018. Special products based on aluminium hydroxide find use as halogen-free, flame-retardant fillers in cables in tunnels, airports, high-rise buildings and electrical devices or as additives in catalysis and electromobility.

Diagnostic Instrument

FP&A fulfils a classical role at Nabaltec: Planning and budgeting, target setting and managing the achievement thereof. To maximise profitability and highlight profit drivers the business controllers determine the necessary data with the help of specific software solutions. Weber describes his role with that of a ship's navigator. "We sail from A to B. It would be difficult to rely only on historical data, because we plan our course, determine our position and ensure that the destination port is reached during the journey."

Weber explains that a specific controlling system was implemented on top of Navision – the ERP system used- for this purpose: Controlling needs to be controlled, in contrast to accounting, which correctly maps past business transactions, cost and performance accounting.

The actual results is compared with TARGET values, variances are assigned immediately and differentiated according to causes to the respective responsible persons. Weber regards the controlling system as a "diagnostic tool" that identifies weak points at an early stage and makes it clear that there is a need for action in order to ensure targets are met.



Flexible standard marginal costing

Nabaltec uses the macs Complete solution with the modules Sales & Profit, Cost Center, Product Costing & Finance. An important differentiation between fixed and variable cost is applied, and the ease of this maintenance throughout the macs modules allows Nabaltec to determine price floors to customers.

Using macs software, strategic goals can be translated into bottom line improvements in Nabaltec's operational planning. This further drives the management of business targets.



In addition to software functionality, the size and culture of the software provider is important to Nabaltec. "We have been working with macs since 2003 and have bene through a major release change in 2013/ 14. We never once considered an alternative. Our partners understand their system and the methodologies," Weber praises. "I've been with Nabaltec for seven and a half years and we've never had a problem. Without this controlling software, the requirements of our corporate management would simply not be met."

Benefits of macs software for Nabaltec

- Transparency in profitability analysis at the main Schwandorf plant
- Wide range of costing methodologies
- Software mapping of entire value flow
- Quickly identify weak points in business
- Supports target and budgeting process

Kontakt Daten

Nabaltec

Nabaltec AG
Markus Weber
Alustraße 50-52
92421 Schwandorf
+49 9431 53-264
mweber@nabaltec.de
www.nabaltec.de

macs Software GmbH
Stadtweg 36
D-78658 Zimmern ob Rottweil
+49 741 942288-0
info@macscontrolling.com