



# HICO-GROUP

## The Data Collaboration Company

Whether you're building a data-driven enterprise from scratch, improving existing KPIs, or still trying to connect the dots, we are the team of BI experts in your corner.



# HICO CAN DO: What makes us different

## **HICO-Group**

*We stand for state-of-the-art business intelligence solutions.*

*With nine offices in four countries:*

**Switzerland  
Germany  
South Africa  
Singapore**

*> 80 KPI masters from 7 countries*

*> 20 years of experience*

*Double-digit growth with SME and Enterprise customers*

*BI Consulting & Software Development*



## **WE ARE THE BI EXPERTS**

HICO Group's BI experts and data management consultants design, plan, implement, and integrate 4th generation business intelligence systems across industries and functions. The three focus areas are planning, data estate, and analysis; in which our lead consultants are among the most experienced experts within the DACH region.

In partnership with the market-leading software manufacturers JEDOX®, QLIK®, MICROSOFT® (POWER BI®), and TIMEXTENDER®, we help to significantly improve internal value creation processes. With ROKS® (Results-Oriented KPI System), our team helps to derive success-relevant KPIs from corporate strategies, processed with best-in-class planning, data estate, and analysis tools; and output with maximum transparency and quickly comprehensible visualizations in accordance with IBCS® (International Business Communication Standards). This data forms the basis for previously unattainable valid decision-making for management in the present and the future.



## **PROFOUND INDUSTRY KNOWLEDGE**

Our expertise and industry knowledge allows us to work with you on any type of project. We know and understand the entire BI value chain in almost any industry and can accurately demonstrate how a data-driven organization works best. We are flexible and dynamic and have sufficient resources to tackle the biggest of challenges.

## DIGITAL STRATEGY



The results-oriented KPI system ROKS® helps to quickly and reliably identify, define, and optimize KPIs in your organization.

## DATA ESTATE



Cloud-based technology has revolutionized the enterprise world by enabling companies to easily access and store massive amounts of data. But before all this data can be used for analytics, it must be transformed, cataloged, and quality-checked. To extract value from your data, you need to be able to sort it efficiently.

## DIGITAL PLANNING



Implementing comprehensive 360-degree planning requires accurate modeling and "what-if" analysis. With a combination of Artificial Intelligence and Big Data databases within Jedox®'s state-of-the-art planning software, you can achieve extremely accurate results.

## DATA ANALYSIS



Measuring qualitative KPIs poses a challenge for most companies, and our consultants can provide excellent help and relevant expertise. We solve even the most complex of problems using Qlik® and Microsoft® Power BI® data and analysis dashboards.

## COLLABORATION & VISUALIZATION



With our BI software TRUECHART, you can visualize and comment on your controlling data very quickly and clearly in accordance with the International Business Communication Standards (IBCS®). What distinguishes TRUECHART is its collaboration functionality paired with the ease of use across all BI platforms. Using data-point-specific comments in your charts, you can exchange information with your colleagues live at the data point and collaborate online. This unique possibility that TRUECHART provides helps to save a lot of time and makes your team particularly efficient.



**Michael Schwan**  
CEO  
HICO-Group

### *The HICO difference*

*At HICO Group, we firmly believe that every customer has unique needs. That's why it's important to us to work hand-in-hand with you. To create solutions tailored to the specific needs of your business - that's the goal.*

*We advise instead of sell. We lead instead of direct. We don't want to persuade you, but to inspire you. Every consultant on our team is ready to support you with carefully crafted KPI strategies and business intelligence solutions.*

*We are passionate BI experts and data management consultants who empower you for data based planning and decision-making.*





# HICO CAN DO: Proven methods & standards



**Bastian Lossen**  
CCO  
HICO-Group

## What sets us apart

### OUR EMPLOYEES

Our experienced consultants are trained to use leading industry standards and best practice methodologies to deliver the highest quality of results in your projects.

### OUR CUSTOMERS

We have been designing, engineering, and building custom-fit solutions for our customers for many years, and we are confident that we can deliver an effective business intelligence solution for your organization, as well.

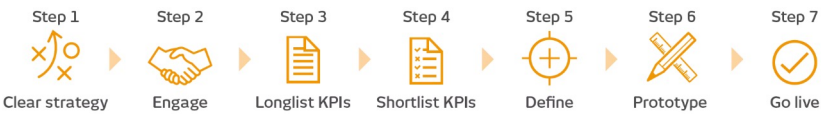
### OUR COMPETENCIES

Our mission is to help companies optimize their decision-making processes and improve productivity and performance through innovative and interactive data solutions.

## METHODS & STANDARDS

### DIGITIZATION WITH THE ROKS® METHOD

We use a results-oriented KPI framework to successfully define, develop, and implement analytics solutions for our clients. This approach ensures we identify and leverage meaningful measures, create reports that support decision-making, and deliver the right solutions to help your organization achieve your goals.



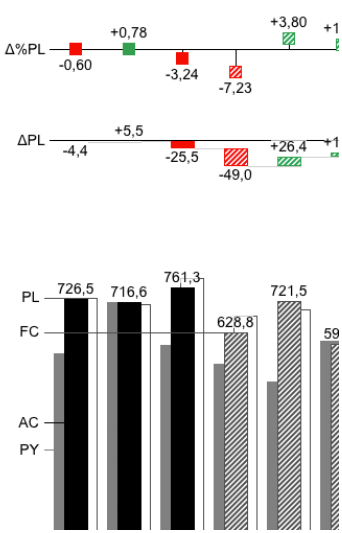
### INTERNATIONAL BUSINESS COMMUNICATION STANDARD (IBCS®)



IBCS® is an international notation standard for the effective design of charts, graphs, reports, and other business messages. By using IBCS®, we can dramatically reduce the time it takes to create reports, greatly improve the understanding of reports, and enable faster, better, and most importantly, more thoughtful decisions in your organization. Our consultants and the TRUECHART software we use are IBCS® certified.

2022				
FC	AC + FC	PL	ΔPL	Δ%PL
567,6	2.027,4	1.863,1		
336,3	1.255,2	1.269,3	-14,1	+8,82
220,3	871,6	987,0	-115,4	-1,11
118,9	602,5	593,6	+8,8	-11,70
112,4	403,2	406,2	-3,0	+1,48
100,8	366,6	372,5	-5,9	-0,73
87,3	174,7	169,5	+5,2	-1,59
79,6	405,8	416,0	-10,2	+3,10
64,6	221,1	218,4	+2,7	-2,44
57,3	332,2	333,0	-0,7	+1,23
547,6	2.343,7	2.327,4	+16,3	-0,22
2.292,6	9.004,0	8.956,1	+47,9	+0,70
				+0,54

2022				
FC	AC + FC	PL	ΔPL	Δ%PL
543,1	1.871,9	1.948,7	-76,9	-3,95
319,5	1.748,0	1.630,9	+117,1	+7,18
240,8	987,1	1.019,1	-32,0	-3,14
250,3	825,1	813,8	+11,3	+1,39
201,6	786,4	789,0	-2,6	-0,33
192,0	801,2	799,7	+1,4	+0,18



## HICO CAN DO: What our clients say



### Pernod Ricard

"With Jedox, we set up an individual HR controlling system in a short time and can now analyze and plan personnel costs in detail. The HICO-Group provided us with optimal support in this process."

Esther Genrich  
Compensation & Benefits Manager  
HR Controlling, Pernod Ricard Germany GmbH

### SIEMENS

"When I saw TRUECHART, I was impressed. This Qlik extension fits perfectly with my BI strategy for purchasing, visualizes perfectly, and frees up valuable time for operations."

Nicolas Michel  
Product Manager Procurement  
Siemens Smart Infrastructure

### DAIMLER TRUCK

ROKS® workshops for identifying and structuring KPIs into master KPI maps, KPI trees, and KPI profiles.

### SULZER

"Now we can deliver consolidated information in the right format to the right people - from senior management to the front lines. Everyone can see the top-level view down to the transaction level. We've streamlined our processes along the entire value chain."

Steffen Lange  
Head of Business Intelligence  
Sulzer AG



"HICO-Group has added several improvements to our reporting processes. Besides standardized IBCS® visualizations and integrated commenting, the greatest added value is certainly the faster availability of our information."

Alexander Schmitt  
Director Global Reporting  
LSG Group



BMW Switzerland trusts the HICO-Group planning software CVP, powered by Jedox®. This "Collaborative Visual Planning" application is characterized by a completely new type of collaboration in planning processes and provides a unique user experience. The visual representation of workflows, planning data in IBCS® format, and maximum performance result in particularly high user acceptance.



"In the crazy first Corona year, we were able to react properly thanks to better planning and control, enabling our ability to supply and the security of supply for our customers. The project with HICO-Group went very well. The whole thing was very well-structured and we got everything we wanted. Now we can build our own dashboards."

Bernhard Hippold  
HIPPOLD GmbH



Bastian Lossen  
Managing Director & CCO  
HICO-Group

"The provision and networking of data in all your business areas is the basis for valid decisions by your executives.

At HICO-Group, we offer you a holistic approach to business intelligence solutions. From KPI identification and planning to building future-proof data solutions, we realize state-of-the-art BI concepts."



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