

Nipro Europe invests towards making a major change in the budgeting and forecast process



“The interface of Effectplan is attractive and it is really easy to configure. It’s nice to do it all in a web application which is also very user friendly.”

“Working in the project was very straight forward. Konsultnet has a no-nonsense approach which we highly appreciate. It’s very to the point and we felt that after we had described our approach in detail and some initial groundwork was done, we could do a lot of things ourselves.”

“Sometimes with partners, you need too many iterations to get your points across, and in this project it went natural, which was a huge timesaver. “

“We were quickly up and running with Effectplan and rolling out the solution.”

Nipro Europe

Nipro Europe was in a situation where they had an Excel based solution and were looking for something more structured and easy to aggregate. They needed a system that would allow more governance over the process by delivering a model with assumptions and key data already defined within the application. The choice was Effectplan.

Nipro’s Challenge

The number of datasheets kept increasing, as well as the data lines and data points within the sheet and Steven Wouters, Finance Director, and Ivo Akkermans, IT Director, Nipro Europe felt they were at a point where the consolidation exercise became a nightmare. The entire budget and forecast process had started to affect the business as it was a very tedious and complex process to follow up in terms of consolidation and troubleshooting. With Excel, there was also version control problems.

“Users also ran into situations where two version started living next to one another, and in the end it became unclear which figure was the correct one. And who was going to validate what. It was very difficult to track progress on the budget.” says Steven Wouters. “Also, it was a troublesome process complicated by the sheer number of sheets to go through to find the root of the error.”

Steven wanted more governance and structure, and with Excel there is a high risk of changing formulas and set-ups of a data sheet.

“We noticed very rapidly that we were reaching a point where we needed to find a new solution before the whole process became too overpowering” continues Steven.

The requirement on a new system was one that would allow stricter governance, pre-defined assumptions and key data already defined within the application.

Nipro Europe’s solution

The introduction of Effectplan was the first major step towards changing the budgeting and forecast process and enabled Nipro Europe to address concerns and business needs that had been voiced over that period in terms of problems when consolidating and reporting to the mother company.

“Effectplan is easier to use than spreadsheets and more accurate,” states Ivo Akkermans. “The main criteria was to make sure that we had flexible input and an easy way to aggregate the data, there are several validations required on user input”.



Nipro Europe, a leading producer of medical products worldwide with a complete product line relating to dialysis, infusion therapy and hospital supplies. Nipro has more than 30 years of needle production technology, the quality is well known throughout the industry and makes Nipro a global medical supplier of needles and access devices.

Nipro is a subsidiary of the Nipro Corporation, and has offices in Europe, Africa, Russia and the Middle East.



Effectplan provided Nipro Europe with a web-based tool that would allow more governance over the process by delivering a model with assumptions and key data already defined within the application.

The system also enabled them and the managers to be more in control over the workflow and to more easily analyze the data in real-time. Trouble-shooting also became easier as there were no longer several versions of the budget.

A more clear process

Steven believes that the main strength after implementing Effectplan lies in that they now have the prerequisites and capabilities to build a future proof solution on how to tackle their internal issues without draining additional resources into the process, which was the inevitable point that they were reaching.

“Either we pour in more resources in trying to get the process under control, or we try to find a solution which would need a small task force and that’s the way we like to keep it.” states Ive. “We also learned a thing or two on how to approach the business process itself, in that regard the project has been rewarding and we are a bit ahead of this year’s tidal wave”.

Improved data flow

“After implementing Effectplan, our users like the idea that the data is set in stone, and that you can perfectly see how the data flow is moving ahead.” says Steven.

Steven estimates that they will get ROI through having a small task force and

time spent on the process versus the time saved when aggregating the data.

Effectplan’s workflow capabilities are superior to Excel and we now have a greater degree of visibility into status of the process and less uncertainty surrounding the figures.

Nipro on working with Konsultnet and Climber

Both Steven and Ive feel that it was very straight forward working with Konsultnet and Climber.

“Konsultnet has a no-nonsense approach which we highly appreciate. They are very to the point and we felt that after we had described our approach in detail and some initial groundwork was done, we could do a lot of things ourselves” says Ive.

“Sometimes with partners, you need too many iterations to get your points across, and with this project it went natural, which was a huge timesaver.” Steven continues.

Advice from Nipro

Be prepared and analyze your process for optimal result, the more preparation that goes into your templates, the easier the process will be.

Don’t go too granular in the templates.

Provide proper training for the organization.

Analyze who will fill out the data sheets and how many sheets they will fill out and try to minimize that rather than doing a copy/paste approach.

Konsultnet on the project

Even though there were a lot of different entities in several countries involved it was a harmonized structure and procedure.

It was a very fast process from our solution suggestion at the beginning of August, to Nipro going live with Effectplan in September.

Tips from Konsultnet

One factor that contributed to the project going so smoothly was that Nipro provided the right data from the start in terms of budget templates, import files and other data. Normally this takes a considerable amount of time. This was definitely to their advantage in terms of saving time and consultant hours. This is 101 in projects, but it also becomes apparent when the data quality is good.