

CASE

You are Finance Business Partner supporting a management group in Best Products APS (BP).

You are a newly hired employee and is coming into a management group where part of senior management has been working many years in BP and other part of managers are recently started in BP coming.

BP is a company from Copenhagen in Denmark that produces electrical equipment for the automotive industry. BP has developed from being a company with a few customers that are located in DK and UK. Now the customers are much more global and BP need to ship the products to the customers local factories around the world.

BP has in recent year seen a huge growth in turnover but are challenged with dropping margins. As a consequence margins are of high attention for management. It needs to improve.

In the Invoicing department there has been a big change in staff and a manager mentioned to you whether we invoiced correctly to the customer. A responsible KAM manager tells you that this is not a problem because we have contracted sales prices in BP IT system that the staff uses when issuing an invoice to customer.

Find ways to improve the margin. What can you deliver as business insight to the BP management group to improve the performance?

Case instruction:

1. Open the excel sheet
2. The excel consist of 7 sheets:
 - a. Sales transactions
 - b. Costprices on the sold items
 - c. Contracted sales prices
 - d. Currency rates
 - e. Contracted terms of payment with customer
 - f. Freight cost and lead time
 - g. WACC interest
3. Please make use of these data and prepare some good important business insights for the management for decision making.
4. Present the business insights in a PowerPoint with 2-3 pages
5. When case is finalized sent the case to us before next job interview with KK.
- 6.

- 1.
- 2.
 - a.
 - b.
 - c.
 - d.
 - e.
 - f.
 - g.
- 3.
- 4.
- 5.
- 6.
- 7.