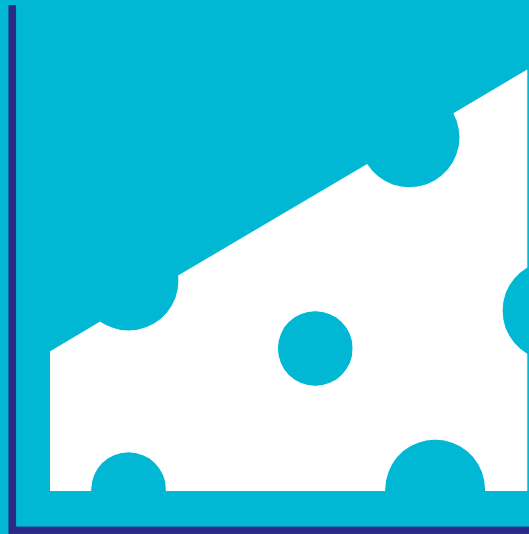


# Manage your finances? *Know how.*

---

With funding from Austria, we helped Unilact Transilvania, a family-owned manufacturer of cheese from Romania, to put in place a 5-year forecast and budgeting system and a customised financial reporting platform, helping them control costs and increase profit margins.



# Cheese manufacturer, Romania

**We helped Unilact Transilvania, a cheese manufacturer from Romania, to develop management control and decision instruments and define their strategic directions for the next five years, increasing profit by 70%.**

Founded in 1994 in Unirea, Alba county, Unilact Transilvania ([www.delaferma.com](http://www.delaferma.com)) is a family run business that markets its products under three brands: Unilact (standard), De la Ferma (premium) and Pachet de Acasa (exports). In 2002, the company was modernised through a €0.5 million investment, out of which €175,000 was EU funding. Today, the company processes 300,000 litres of milk per month (sourced from its own farms and other local producers), and delivers its cheese products to the most important modern retail chains in Romania, Spain, Italy, Belgium, Denmark, France and the UK.

Unilact was facing difficulties accessing real time information and planning its future development, as financial data was compiled from three different systems. The company decided they needed a reporting and budgeting tool



With the help of its new financial management tools, the company has better control of its business processes.

to complement their existing cost calculation system, as well as a customised financial reporting platform integrating all data sources.

We connected Unilact to ICG Integrated Consulting Group, a local management consultancy company. The consultant:

- Performed a SWOT analysis of the company and used this data to define a five-year development strategy
- Defined and implemented a forecast and budgeting system
- Developed a financial management reporting tool that sources information from all management systems

Six months after completing the project, the company benefits most from the forecast and budgeting tool. Through its cost & revenue forecast, control and correction functions, it compares achieved and planned results, identifies deviations and their causes and helps management find the best solutions to increase profitability. Moreover, management can now select the optimal development paths for the company, including pricing and investments.

“After years of struggling with numbers and data”, said Marius Bicu, general manager, “I finally have an answer to the question *where is my money?* We can now focus on improving our internal procedures, so that we can put these strategic tools to good use.”

The financial reporting platform is scheduled for a full launch at the end of 2015, once the company optimises its data entry procedures. So far, it has helped the company decrease its monthly report generation time by 63%.

[www.ebrd.com/knowhow](http://www.ebrd.com/knowhow)

Turnover

**+27%**

(Q1 2015 vs Q1 2014)

Profit

**+70%**

(Q1 2015 vs Q1 2014)

Reduction in report generation time / month

**63%**

Total project value

**€9,300**

Client contribution

**€3,675**