



## BIOIATRIKI Group: Achieves better profitability analysis and reporting with SAP® Business Analytics Solutions



“SAP® BusinessObjects™ Planning and Consolidation enables the Finance and Accounting team of **Bioiatriki Group** to use collaboration tools in order to improve accountability and planning accuracy. The successful and in-time implementation of **SAP® Business Analytics solutions** with the professional guidance from Real Consulting offered to our organization the necessary functionality in order to consolidate financials, both actual and plan, faster. In this way we can track more easily our variance performance across the organization. Now, the Management Team can make better decisions based on what-if analysis and scenario planning.”

Markos Speis, *SAP Project Manager*, Bioiatriki S.A.

# Executive overview

## Company

BIOIATRIKI S.A.

## Headquarters

Athens, Greece

## Industry

Health Care

## Products & Services

Primary healthcare services and secondary care clinics

## Employees

1700

## Web site

www.bioatriki.gr

## Partner

Real Consulting S.A.  
www.realconsulting.gr

## Solutions

SAP® BusinessObjects™  
Planning and Consolidation

SAP® BusinessObjects™  
Business Intelligence

## BUSINESS TRANSFORMATION

### Objectives

- Establish a common reporting and allocations platform used by finance and management
- Achieve faster consolidation that provides better visibility and control
- Automate calculations of allocations and variances for services across divisions and activities
- Enhance financial processes to drive efficiency, reduce risk and increase user productivity and satisfaction
- Get tight integration with **SAP® ERP**

### Why SAP

- Single, unified and easy-to-use solution by **SAP® BusinessObjects™ Planning and Consolidation** software version for Netweaver
- Best-of-breed functionality that met requirements for business modeling, consolidation and analysis

### Benefits

- Process standardization and enterprise-level scalability and stability
- Tight integration with actuals for variance analysis
- What-if analysis that provide greater insights into profits and cost
- Better monitoring of financial and operational performance

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# The Company

**Bioatriki Group** was founded in 1981 and due its emphasis on cutting-edge technology, process innovation and automation in the laboratories as well as its consistent record in delivering accurate laboratory test results, it has been recognized both by the public and the medical community as the company that sets the standard for diagnostics in Greece. It is the leading provider of Primary Healthcare services in Greece, with 29 diagnostic centers in Athens, Thessaloniki and Piraeus. It also operates three medium sized clinics.

The Health Care market in Greece is extremely competitive characterized by shrinking profit margins, unique customer needs and challenges. **Bioatriki Group** recognized that by having immediate access to structured information and providing faster and analytical profitability analysis, reduces its reaction times to events that are affecting financial results, helps optimization of the cost elements of services and helps maintain its comparative advantages over the competition.

With **SAP® BusinessObjects™ Planning and Consolidation** and **SAP® BusinessObjects™ Business Intelligence** software and implementation support from Real Consulting as special expertise partner in the area of Enterprise Performance Management and Analytics, **Bioatriki** established a common, timely, relevant and above all, business enhancing platform used by finance and management to support current and future business needs for better management of its financial and operational performance across all the activities of the group.

## TOP BENEFITS ACHIEVED

### Higher

Productivity in finance and value - added analysis

### Faster

Consolidation and what-if analysis

### Improved

Decision making and analytical insight

### Consistent

Reporting and Control

### Better

Profitability Analysis

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SAP Hellas S.A.  
20 Ellinidon str.  
P. Faliro 17564  
Athens, Greece



The Best-Run Businesses Run SAP®

Phone: +30/210/947 38 00  
Fax: +30/210/947 39 00

[www.sap.com/greece](http://www.sap.com/greece)