



**E.ON Romania is a supplier of natural gas and electricity in northern Romania and serves approximately 3 million customers.**

E.ON Romania is a subsidiary of Germany-based E.ON SE, one of the world's largest investor-owned electric utility service providers. E.ON SE is a component of the EURO STOXX SO stock market index.

## The Challenge

### Upgrading the company's Balanced Scorecard

E.ON Romania wanted to step up its performance management by enhancing its Balanced Scorecard (BSC) approach. This upgrade would factor in complex performance relationships among different areas of the company.

As is standard practice with the Balanced Scorecard, E.ON Romania would drive a core set of companywide objectives down through the business. These objectives would be causally linked to each other, balancing short-term results with long-term, sustainable development. The objectives would be spread across the four standard BSC perspectives.

## The Solution

### Corporater Business Management Platform

When compared to other BSC and similar solutions, the Corporater Business Management Platform offered several appealing benefits:

- The credibility of a certified solution that has been approved by BSC pioneers Robert Kaplan and David Norton
- An exceptionally user-friendly interface. Employees do not need to work in IT to be able to manage the platform; they can add scorecards, strategy maps, objectives, and initiatives all with minimal support
- Scalability to multiple layers of scorecards within the business. Each team can have its own objectives and measures that support a companywide strategy



#### Customer Name

E.ON Romania

#### Industry

Energy & Utilities

#### Company Stats

650+ employees

20,000+ km of gas distribution lines

81,000+ km of power grid

#### Geography

Romania

#### Corporater Solutions Used

Performance Management

Balanced Scorecard Software

*"We strongly recommend the team and the solution for any business looking to take the next step in performance management and strategy execution monitoring."*

**Anamaria Acristini-Georgescu**

BSC Program Coordinator

E.ON Romania



# Corporater Business Management Platform at E.ON Romania

During implementation, the Corporater team provided constant support for E.ON Romania. Staff at the utility found the Corporater team to be committed and keenly interested in their business. Requirements shifted as the implementation progressed, but Corporater was able to flexibly respond. Once training and implementation were completed, employees across the company were able to use the platform for everyday management of the business, with little support required.

## The Results

The implementation of Corporater at E.ON Romania led to:

### Strategic Business Management

E.ON Romania now uses the Corporater Business Management Platform (BMP) to manage its core strategic objectives, as well as linked objectives at various levels of the company. The platform provides a forward-looking view of current and planned performance. E.ON Romania can identify emerging trends and discrepancies, and it can take corrective action when needed – before there is an impact on financial KPIs.

### Holistic View of Performance Management

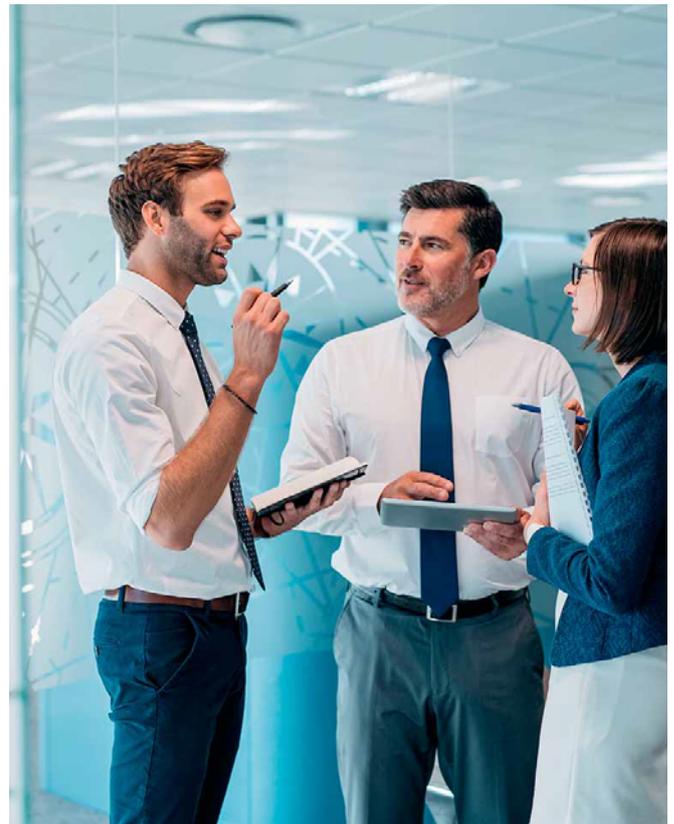
E.ON Romania has observed a significant improvement in its ability to manage performance, with the software providing comprehensive dashboards that make it easier to track KPIs and adjust initiatives as needed. In addition, Corporater BMP has helped E.ON Romania identify underperforming areas and opportunities for optimization. This data-driven insight has allowed for the implementation of targeted improvements, resulting in cost savings and operational efficiencies.

### Clear Data Visualization

With its user-friendly design, Corporater BMP lets E.ON Romania easily add scorecards and strategy maps. It can then fine-tune the details of specific objectives and initiatives. Non-technical employees can easily manage the platform and keep data current. With Corporater BMP, E.ON Romania now has a tool that meets its requirements and can be used throughout the company. It has become an integrated part of how E.ON Romania manages its business.

*"A dedicated project manager, together with her team, supported us on a daily basis – and was committed to deliver to our standards."*

**Anamaria Acristini-Georgescu**  
BSC Program Coordinator  
E.ON Romania



#### About Corporater

Corporater is a global software company that enables medium and large organizations worldwide to manage their business with integrated software solutions for governance, performance, risk, and compliance built on a single platform.

[www.corporater.com](http://www.corporater.com)