

BUSINESS CASE

COMPANY	<i>Touring asbl – Touring S.A. – ATV S.A.</i>
MISSION	<i>Overhead analysis / Actuarial & pricing</i>
Duration / Date	8 months (3 days a week) – starting Dec 2016 / Ending July 2017
Role	Consultant / Overhead Analyst
Objectives	Review pricing structure and propose calculation tool for coming years.
Feedback customer	<p><i>Marco's work has not only led to a better understanding of the different types of costs that constitute our overheads, but also to the possibility of an automatic calculation of the structure of overheads by product. This work was also used as an audit to identify the shortcomings of the current system and to suggest ways to improve the efficiency of our current processes.</i></p> <p><i>Cécile Coppée</i> <i>Manager actuarial & pricing department</i></p>
Keywords	Complex structure / actuary department / Accounting / Financial analysis
Mission Content	<p>Review pricing structure based on B2C and B2B results/overheads and pricing 2015/2016.</p> <p>Methodology</p> <ol style="list-style-type: none"> 1) Starting from the annual accounts of the different companies 2) Compare the results with SAP reporting. 3) Once validated - review the gross operational margin. 4) Review the operational result after external and internal claim deduction. 5) Review the operational result by product line <p>Tools SAP / tailored software - Microsoft Office suite - Legal available documentation</p>
Specificities & Constraints	Validation turnover/operational results by product – high confidentiality of the datas
Main tasks	Propose with ad hoc supporting documentation overheads applicable by B2C and B2B product lines.