

A global automotive supplier turns scattered data into decisions it can act on

Steering Foundation

Integrated Planning & Reporting

AI-Enhanced Forecasting

Continuous Optimization

Casco Automotive, part of Amphenol's Automotive Group, runs production on five continents and sells to almost every major OEM. Its finance and controlling function was steering a global business on siloed systems, a mixed ERP landscape, and dozens of disconnected spreadsheets — which made fast, confident decisions hard exactly when the market demanded them.

The challenge

Sales forecasts and financial plans lived apart, so the numbers rarely agreed. Receivables were managed reactively. The same customer appeared differently across ERP systems. Decisions that needed to be fast were slowed by data no one fully trusted.

The approach

Centida joined the team with a clear, end-user-first strategy — starting from how decisions actually get made, not from the technology. Working alongside Casco's finance leadership, the focus was on making planning, reporting, and data consistent and usable across the organisation.

Rather than hand over a tool and leave, Centida built solutions the controlling team could own and run themselves, and stayed close as the work expanded from sales planning into receivables, master data, forecasting, and intercompany planning.

The outcome

Finance now plans sales and costs together against one agreed set of numbers. Each plant sees what the others are producing and holding, in real time. Risk is flagged before it bites. The controlling team has become a fast-reacting partner to the business rather than a report factory.

At a glance

BEFORE

- Siloed SQL systems and mixed ERP landscape
- Dozens of disconnected spreadsheets
- Sales and finance plans that didn't agree
- Reactive receivables management
- Untrusted, inconsistent master data

AFTER

- One agreed set of numbers for planning
- Real-time plant-to-plant visibility
- Proactive cash-flow risk management
- Single source of truth for master data
- Forecasts that anticipate, not lag

"Centida's ability to translate business requirements into technology is unique. Sometimes I'm in a call with other colleagues or consultants, and I just think: I need Centida in the call now."

Ramon Vermin, Group Director Finance, Controlling & IT, Casco Automotive

What improved

1. Integrated sales & financial planning

Casco's sales and financial plans had operated in separate spreadsheets, causing discrepancies and missed opportunities. Centida built a fully integrated planning and forecasting system using Power ON and Power BI, covering every product and individual customer across Casco's multi-level sales hierarchy. Sales and cost forecasts now run against one agreed set of numbers, and budget alignment happens in real time.

2. Accounts receivables & cash flow protection

Receivables management was reactive: defaults and late payments caught the finance team off-guard and hit cash flow. Centida implemented writeback in Power BI with built-in commenting on potential payment issues, available to all accounting departments worldwide in real time. The team now has immediate, structured visibility into payment delays before they become defaults, shifting the entire process from reactive to proactive.

3. Master data: one version of the truth

Casco's fragmented ERP landscape meant customer master data and cost-centre data looked different depending on which system you were in, making cross-department decisions unreliable. Centida delivered a single source of truth for master data across all platforms, eliminating data silos. The result, in the team's own words: everybody is now talking about the same customers.

4. AI-driven sales forecasting

Market responses were delayed because forecasting relied on historical patterns rather than forward-looking signals. Centida built an AI-driven forecasting capability on Microsoft Fabric using machine learning to anticipate demand shifts before they occur. Sales and inventory decisions are now made on leading indicators rather than lagging ones, reducing the gap between market movement and Casco's response.

5. Real-time intercompany planning

Matching demand and capacity across production plants depended on a single, fragile Excel solution. Centida replaced this with a real-time planning tool built on Power XL by Power ON and Microsoft Fabric Data Flow. Each plant now knows exactly what the others are producing and holding, supply chains and lead times are transparent, and sales teams can give customers instant answers.

Centida Consulting helps companies build reliable planning and decision systems - spanning steering foundation, integrated planning & reporting, AI-enhanced forecasting, and continuous optimization - translating strategy into a steering architecture that leadership teams use every day.

Facing a similar challenge?

Let's discuss how a structured steering approach could work for your organization.