



We looked for a solution - at a competitive price - which could be integrated in all the "Group" while fulfilling the specific requirements of each company of the "Group".

*M. Malray,
Administrative director and Financial Manager,
Vlan Group*



The whole of the Groups Rossel, Sud Presse and Vlan is the greatest group of Belgian French-speaking press composed of 2 principal poles through more than 50 companies which are the pole of the daily press (Le Soir, La Nouvelle Gazette....) and the pole of the weekly magazines (Vlan, Belgique n° 1...).
The three "Groups" use HI-Account for the daily management of the general ledgers, analytical and of the management of fixed assets within a data-processing network made up of 8 servers with more than 250 users.

Today, the three "Groups" must consolidate more than 50 companies. Their activities - even if they can have their specificities - must answer countable standards and consolidation. HI-Account makes it possible to answer these very important elements - in addition to all its standard functionalities..

Mr. Malray explains us the reason to choose HI-System.

Which were the required objectives when you decided to change your accounting package?

Before using HI-Account, each of the 2 poles of the Group had its accounting software without real possibilities of inter-connection nor of exchange of information. It should be known that each of the 2 poles have a different analytical approach. We thus sought, before all, a whole solution - at a competitive price - which could be integrated in all the Group while fulfilling the specific requirements of each company of the Group. The software that we used before HI-Account was slow on the level of the response time and rather heavy. We thus wanted also a significant improvement of these elements.

Why did you choose HI-Account?

HI-Account is an excellent product which while holding account of the diversity of the companies belonging to the Group offers great functional and analytical possibilities. It has the advantage of not being too expensive compared to other software much heavier and complicated. HI-Account offers in more one great facility of parameterization.

How was held the implementation of HI-Account?

I really appreciated the total collaboration that there was for this implementation between the team of Management & Services and our Group.

Six months before the implementation, Mr Monaco really took us by the hand and helped us to plan all that there was place to plan to be able to start in January 2001. During the first year which followed starting, we were also constantly accompanied. Starting was followed by improvements and adaptations representative and constant.

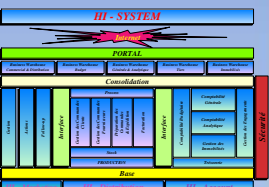
How do you evaluate the results compared to your expectations?

Thanks to the strategy of Management & Services which supplemented its offer with Business Objects (tool of analysis and reporting), the results exceed what one wished and could hope. I must even slow down people who have sometimes too many requests. Moreover, the fast response time for a number of users of more than 250 people is extremely appreciable. Parallel to the basic choice, Mr Monaco proposed a technology "Citrix" to us; for which accountancy was used as precursor. We are so content that all the software will pass on this type of system client/server. Now, we obtain a consolidated balance in less than 3 minutes.

After the implementation and the starting of various accountancies in all the "Group", certain poles implemented other modules such as: the Purchasing Service, the complete management of paper consumption of the "Group" (more than 90.000 Tons per year) and the complete management of the dispute...

Groupe Rossel
Rue Royale, 120
1000 Bruxelles
Belgium
Tel.: 32 (0)2/ 225.55.55

*Groupe Rossel
Groupe Sud Presse
Groupe Vlan*



Management & Services

NCI Business Center - Culliganlaan, 1b, B-1831 Diegem - Belgium Tel : +32(0)2 403 17 91 Fax : +32(0)2 403 17 88
Gsm : +32(0) 475 76 81 91 www.mgmt-services.com o.monaco@mgnt-services.com