

CASE:

SCHILLING A/S ENSURES CAPPELEN DAMM'S OVERVIEW

Norway's largest publishing house, Cappelen Damm, finds that their partnership with the Danish IT supplier Schilling gives them a good overview of their business and that Schilling's employees are proactive and helpful.

Cappelen Damm is one of Norway's three largest publishers with the entire range of literary genres, distribution, booksellers, educational material etc.

Since 2007

To manage the financial aspects of this complex puzzle, Cappelen Damm chose the Danish company Schilling as their IT partner, a choice that dates back to 2007 when Cappelen Damm was created through a merger between Cappelen and Damm.

"Because many systems are integrated in the value chain we had to choose all systems from

one of the merger companies," says Heidi Antonsen, CFO at Cappelen Damm.

Most efficient royalty solution

A deciding factor in choosing Schilling for the newly established publishing house was Schilling's efficient royalty module.

"Because royalty calculation is quite complex and at the same time one of the most important financial transactions for a publisher, we chose Schilling because Schilling has the most efficient royalty solution in the market as far as we know," points out Heidi Antonsen.



"We experience high quality and helpful and talented employees at Schilling A/S."

Still satisfied

And today Cappelen Damm is pleased with their decision to continue using Schilling after the merger. "Schilling is big enough to continuously develop solutions for the market and support customers, but not too big to work closely with us," Heidi Antonsen explains.

Industry knowledge is vital

According to Heidi Antonsen, Schilling is able to provide optimum support of Cappelen Damm's business because the employees at Schilling have a comprehensive and broad understanding of the publishing industry:

"The employees have detailed knowledge of the publishing industry and their industry knowledge also ensures effective data flows to our business systems," she says.

More than a regular supplier

In Cappelen Damm's view, Schilling possesses a good understanding of the industry, their deliverables are of high quality and they keep deadlines, and this makes them more than just a regular supplier.

"They interact with us and are genuinely interested in helping us with the challenges we are facing. So in many ways our business relationship can be described as a partnership," concludes Heidi Antonsen.

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If you would like to know more about Schilling and what we can do for you, contact us at +45 70 27 99 00 or read more at www.schilling.dk



Baldersbækvej 24-26
DK-2635 Ishøj
Denmark
Tel: +45 70 27 99 00
Fax: +45 70 27 99 10
schilling@schilling.dk
www.schilling.dk