

## Financial software company addresses security and battery life concerns by switching to BlackBerry solution

### Key Benefits:

- Confidential information is well protected
- Improved user experience
- Reliable communications
- Better productivity through long-lasting and swappable battery

## BlackBerry Customer Success Story



Transfer Pricing for Hyperion (HTP) is a Swiss company that provides specialised software to help corporate finance and tax professionals develop an effective transfer pricing strategy. HTP's software is an innovative transfer pricing implementation solution that put operational transfer pricing under control. The company is a spin off of PebbleAge, an Oracle Gold partner, software editor and system integrator since 2001, focused on tax reporting, corporate finance and performance management solutions.

### The Challenge

From its offices in Switzerland, HTP works with companies around the world, delivering high performance software to help manage the trade of goods and services between divisions and subsidiaries through effective transfer price management. Because the firm's senior managers and specialists travel frequently, it had deployed a mobility solution based on the iOS platform. But quite quickly the users discovered that the smartphones did not offer some crucial features. First and foremost was data security. Because HTP's work

**Industry:**  
Financial Services

**Region:**  
Switzerland

**Company Size:**  
Small

**Solution:**  
BlackBerry® smartphones

is highly confidential, it wanted to keep business data secure and be able to wipe all information from a device if it was lost or stolen. Another key feature was power consumption and the ability to swap out batteries. Finally, the users experience was being impacted by poor call quality and erratic mail delivery. They wanted a high quality email and phone experience. Until HTP could find a better solution, it could not extend a mobile solution to the rest of its fast increasing number of employees.

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Christian Kobel, co-founder and president of HTP

## The Solution

After reviewing the different platforms available on the market, HTP opted for a BlackBerry® solution. Christian Kobel, co-founder and president of HTP, says he just had to look at his corporate clients to know he had made the right choice. “In the finance departments of the big companies we work with everyone has a BlackBerry. It’s the gold standard.”

If a BlackBerry solution met these companies’ standards for security and reliability, then Kobel felt it would be right for HTP. The firm switched all its existing users to BlackBerry® smartphones.

## Hyperion HTP Benefits

Kobel credits the BlackBerry solution with providing a higher quality user experience. “In our business, we need reliable email and high call quality. By switching to BlackBerry, we delivered these two requirements immediately.” Kobel personally also likes

having the ability to swap batteries. “It may sound trivial, but when you travel as much as I do, being able to change batteries is a life saver. It means I can keep working, even on long trips. I don’t waste time looking for a power socket.”

Kobel now plans to extend the BlackBerry solution to the rest of HTPs employees, now that the smartphones are protected by the BlackBerry solution’s security features. “We handle a lot of confidential information. It is essential that we keep it protected at all times, which is what the BlackBerry platform enables us to do.” It is also looking into adding business process applications, like time management, to the smartphones. “Now that we have a secure and stable platform we can build on it in the future,” concludes Kobel.

[www.blackberry.co.uk/casestudies](http://www.blackberry.co.uk/casestudies)



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