

## Local accounting and tax knowledge key to cloud ERP's international expansion

Working with TMF Group has enabled Hatteland to localise its RamBase Cloud ERP software so it can meet its growth ambitions.

### About the client

Hatteland, the owner of RamBase, helps companies move into the future, with business products and solutions that create ripple effects for people and society.

RamBase is one of Hatteland's four key brands: a complete cloud-based ERP solution targeted at the manufacturing and wholesale industries. RamBase helps businesses improve profitability, quality, traceability and documentation by integrating critical business information and best of breed processes in one system.

### The Challenge

"Hatteland is strategically expanding its RamBase Cloud ERP system into new geographical markets. As part of this expansion, we needed to ensure that local accounting, tax and reporting requirements could be efficiently supported for companies using our product," explains Karl Inge Stensland, Chief Operating Officer.

"These local requirements and practices must be properly understood and supported by RamBase to be viewed as a competitive ERP solution in a given market."

### How TMF Group helped

TMF Group assisted RamBase with the identification and explanation of accounting and tax requirements in multiple countries. This was done in order to localise the RamBase ERP system.

RamBase was given guidance on local rules, their impact on the functionality of ERPs and how they should be captured in the systems. TMF Group also provided insights on business requirements, best practices and ERP system industry standards.

"Through a single point of contact, TMF Group's experts provided us with studies of several European markets" says Stensland.

“The analysis framework and studies by TMF Group support Hatteland in the decision-making process and have enabled the rapid market expansion of RamBase.”

**Karl Inge Stensland, COO,  
RamBase**

"The studies give us insight into requirements which contribute to the localisation development roadmap of RamBase and are customised to the scope of our ERP system. TMF Group's accounting and tax experts provide us with local insights that could not be gained by working alone.

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### In the future

"We have a clear vision for RamBase: We are going to be the obvious ERP choice for clients who are working within manufacturing or wholesale.

"We see huge international potential for our product and are currently focusing on Norway, Sweden, Denmark, Poland and the UK. The strategy is to build a partner channel that will both sell the system and help customers streamline their business with RamBase.

"Our cooperation with TMF Group has worked very well so far. We see this kind of partnership as a key component to the further internationalisation of our ERP."

### TMF Group supports RamBase with accounting and tax services in the following locations:

- Denmark
- Germany
- Lithuania
- Sweden
- UK