

MANUFACTURING COMPANY STREAMLINES ANALYTICS AND REPORTING TOOLS

CHALLENGE

NGK needed a solution that would empower their sales force with online, automatic mail-in and reporting solutions to increase the accuracy of their reporting and analysis. The current system was not designed according to SAP's Best Practices. They also needed new reports that ran more accurately and faster. Strategically, NGK needed to make faster decisions on real-time sales data originating in the SAP R/3 system and presented through the Business Intelligence engine.

SOLUTION

RSI helped the company by leading an SAP BI implementation that enabled them to consume, process, store, and report on sales and competitive data. This involved receiving and processing both transactional and master data. RSI developed a solution that could easily be aggregated by filters.

Rural Sourcing developed a solution that broke down into three cubes: sales, billing, and delivery. Each of these separate cubes were partitioned by year and then aggregated by filters. By integrating all of the sales data into three cubes, the company no longer had to question the validity of its sales, billing and delivery data.

The company required reports to be emailed in the middle of the night to reduce fees and reduce the number of users logging in to the system. Rural Sourcing implemented a Broadcasting and BEx Precalculation Server. This enabled recurring workbooks to run according to the variant and email the results to a list of recipients.

Lastly, the company required reports to be available on-line using their portal. Rural Sourcing linked the enterprise portal to their BI system, making critical

KPIs available to sales representatives. The information was fully integrated and accessible through the Cloud. The dashboard solutions were developed with Web Application Designer.

RESULTS

By implementing this analytics solution, NGK cut costs and increased the accuracy of their reporting and analysis. They are now able to analyze raw data themselves, respond more quickly to changes in market trends and perform root cause analysis to determine those shifts in the market.

Their competitive analysis group is also able to respond more quickly to internal data requests since they now have the ability to pull the information themselves. With this quicker response, the company is better able to react to changes in the market and predict opportunities for its sales force.

Technologies: SAP, Analytics, Cloud

ABOUT RURAL SOURCING

Rural Sourcing (RSI) offers a cost effective, agile approach to software development, support and maintenance of critical business and cloud applications. By providing an alternative to offshore outsourcing, RSI eliminates the obstacles of time zones, distance, language, and geopolitical risks. With development centers strategically located throughout the United States, RSI leverages untapped, highly skilled IT resources in smaller cities to provide world-class solutions for Fortune 1000 clients across various industries including consumer & retail goods, financial services, healthcare, hi-tech, insurance, and pharmaceutical.

