

MANUFACTURING COMPANY STREAMLINES ANALYTICS AND REPORTING TOOLS

CHALLENGE

NGK was in need of a solution: one that would empower their sales force by increasing the accuracy of their reporting and analysis. Their current system was simply not designed according to SAP's best practices.

SOLUTION

Rural Sourcing helped the company by leading an SAP BI implementation. This enabled them to consume, process, store, and report on sales and competitive data by receiving and processing both transactional and master data. Our team developed a solution that could easily be aggregated by three cubes: sales, billing, and delivery. Each of these 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.

One of NGK's requirements was that reports be emailed in the middle of the night to reduce fees in addition to the number of users logging in to the system. To combat this, Rural Sourcing implemented a Broadcasting and BEx Precalculation Server, so that recurring workbooks could run according to the variant with results emailed to a specific list of recipients.

Lastly, the company required these reports to be available online using their internal portal. Our team linked the enterprise portal to their BI system, making critical KPIs available to sales representatives. The information was also fully integrated and accessible through the Cloud, and the dashboard solutions were developed with Web Application Designer.

RESULTS

By implementing this solution, NGK cut costs and increased the accuracy of their reporting and analysis. They're 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 more able to react to changes in the market, and predict opportunities for its sales force.

Technologies: SAP, Analytics, Cloud



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