



**Industry:** Manufacturing

**Deliverables:**

- KPI, Dashboards
- Reports
- Insights

**Technology:** Power BI, SQL Server 2016, Azure, Amazon Cloud, SQL, CSV Files, Excel Files

**Country:** South Africa

## Project Goal:

The main objective of the project was to manage myriad structured data as well as filtration of data according to the needs of the client. The client wanted to obtain dynamic reports about inquiries, customization as well as delivery. The client wanted to gain region wise information to drive growth. The client also wanted to know about the changing patterns of the customer's demand as well as their behavior. The core heart of the project was to generate real-time sales reports that could decrease their manpower, improve operations and help them utilize their resources optimally.

## Challenges:

- Gathering and filtering usable data was an elongated process with traditional IT infrastructure system.
- Identifying loopholes in the process of sales was unreliable.
- Difficulty in addressing the detailed business drivers, context & requirements for sales.
- Generating accurate reports from decentralized data was a crucial task.
- Reporting of the Sales for the total International division with a breakdown of domestic & export channel.
- High need for delivering sales report with customers, volume, brand, date, etc.

“We leveraged our intelligent fit-to-purpose Power BI Solution to integrate huge amount of data and generate real-time sales report for eliminating loopholes and accelerating speed. The ultimate solution is to simplify business operations while driving powerful business insights.”



## Solution:

- We helped the client with data extraction, transformation and loading to carry various operations seamlessly.
- Data Cleansing, Filtration & Deduplication helped to bifurcate myriad data according to the requirements of the client.
- We provided the client with Structure Data Handling & Data Modeling that could easily manage complex data.
- Region wise Data Searching & Data convergence was made possible for obtaining detailed information according to the demand of a particular product in particular region.
- Daily Reports of everyday sales were made available for recognizing distinct sales pattern.
- Weekly Reports of sales were generated for analyzing particular demands
- Monthly Reports were generated for meeting the specific region wise demands of a specific product.
- We provided analytics for driving futuristic insights & visualization.

## Features:

- Dynamic Introductory Dashboard: Customer requirements and sales as per month, product, years.
- Management of sales Funnel
- First Contact Management - leads per region, leads per sales person.
- Management of Sales Call –Region wise, Sales Person, Year, and Product Interest etc.
- Region wise sales analysis
- Graphical Reports
- Pie Chart representations
- Management of Deliveries
- Comparison options
- Maps



## Result:

In this technology embraced world, every enterprise wants to grow constantly, conserve time and drive insightful business decisions to quickly meet the requirements of their customers. Our intelligent Power BI solution fulfilled all the requirements of the client along with improving the operations as well as the quality of the service provided. It helped the client to integrate myriad data sources, simplify data preparation, centralize huge amount of structured data, data modeling, obtain region wise as well as product demands, drive ad hoc analysis as well as generate reliable sales reports effortlessly.

During the data processing, the Azure SQL Server database service is scaled up in order to reduce processing time and then scaled down after completion for minimizing costs. The platform helped real-time sales budgeting, forecasting as well as aligning sales strategy with distinct marketing plans. Overall man-hours were reduced which were employed to analyze huge amount of structured data.

Moreover, the user-friendly platform allowed the client to set a new benchmark & analytic parameters according to their changing demands. The client could rapidly generate BI sales reports based on product sales, brand popularity, customer behaviors as well as customer demands.

We have been working with the top organizations to help them conduct better business analytics. Being one of the leading IT consulting & technology Services Company, we provide tailored fit-to-purpose solutions & services to large or medium scale enterprises to help them get the most out of their business-critical data. Moreover, we partner with the leading technology enterprises in the world to offer the best solutions available in the markets.



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