

Streamlined Sales Planning for Global Enterprise Dätwyler

Jedox extends Qlik and SAP to create a seamless, flexible planning environment



Customer

Dätwyler Cabling Solutions

Region

worldwide

Industry

ICT Infrastructure

Department

Finance (Corporate Controlling)

Solution

Global Sales Planning

System environment

SAP, Qlik, Jedox / Simple.Planner-Suite

Executive Summary

In just 40 project days, Dätwyler Cabling Solutions succeeded in completely replacing its Excel-based planning process with a modern planning solution – across all its subsidiaries worldwide. The Jedox-based solution (Simple.Planner-Suite) links up Jedox and Qlik to implement flexible reporting scenarios with comprehensive planning and analysis functions in record time. Across all its locations, Dätwyler reports high user acceptance, and the new software has significantly accelerated and decentralized the process of budget and forecast creation.

Smart, unified solution for reporting, analysis, and planning

Dätwyler Cabling Solutions is a leading provider of high-quality systems solutions for electronic and communications infrastructure in utility buildings, data centers, and FTTH networks. In addition to manufacture and sale of individualized products, the company offers a comprehensive range of services, including not only build-to-order planning, consulting, assembly, and logistics, but also turnkey solutions and system maintenance.

Planning in a complex environment

Dätwyler Cabling Solutions is a sister company of the Dätwyler Holding, which is listed on the SIX Swiss Exchange since 1986. Both organizations are operating globally. For the company, the international presence in a complex market environment requires a highly specialized, effective reporting process in each of the companies/subsidiaries – and while their combination of SAP and Qlik supports high-level reporting, the sales planning process still employed SAP and Microsoft Excel. This meant that budgeting was not only error-prone but ate up many man-hours through overly rigid structures that in turn hampered planning and reporting. It was time to replace the Excel-system with a professional planning environment, automating the budget process.

Seamless planning and visualization

This new planning environment needed to support decentralized data input with central monitoring and workflow-based planning steps. Jedox provides all these functionalities and more – and its self-service approach made it the ideal addition to the Qlik legacy systems for reporting.

In the end, the Corporate Controlling at Dätwyler Cabling Solutions chose to implement the Simple.Planner Suite, a solution pioneered by the IT consultancy and Jedox partner Business & Decision. It combines the proven reliability and power of the Jedox In-Memory Planning Engine with Qlik's strong analysis and visualization features to create an integrated platform for reporting and planning.

Users

- ▶ approx. 40 users

Benefits:

- ▶ Efficient operational planning across all subsidiaries
- ▶ Customized planning environment, implemented in only 40 project days
- ▶ Planning procedures now take days, not weeks

Why Jedox?

- ▶ Seamless integration with Qlik and SAP systems
- ▶ Powerful planning functionality
- ▶ Self-service for power and business users
- ▶ Excel-like interface ensures high user acceptance
- ▶ Rapid, flexible adaptation to new planning requirements

“The Jedox planning solution has saved both Corporate Finance and local offices significant man-hours of manual number-crunching.”

Carl-Christian Eckert, Corporate Controller,
Dätwyler Cabling Solutions

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Complex planning, implemented in record time

Built-in planning templates mean that with Jedox, creating customized planning scenarios has never been easier. But Jedox makes it easy not only to use but also to adapt and continue developing their reporting platform quickly to the changing needs of a fast-paced market. Such a pragmatic approach and simple implementation naturally appealed to Controllers at Dätwyler Cabling Solutions.

For initial set-up, the Corporate Controllers partnered with Business & Decision, an IT consultancy who had already successfully managed their transition to Qlik and was a long-time Jedox partner. In just 40 project days, the team delivered not only fully functional decentralized sales planning for all subsidiaries worldwide, but also completely redesigned the accounting logic. An international rollout of the new system ensured that the old Excel-based process was replaced without missing a beat.

High-quality data streams from SAP

In planning, a grand total of over 2.5 million data points must be processed, including classic categories such as net third-party revenues, intercompany revenues, revenue reductions, margins, clients, product groups, and regions.

Data for these categories are uploaded seamlessly from SAP via an automated interface and are made available in conjunction with Qlik in the planning structures provided by Jedox.

Efficient, transparent planning

Jedox has streamlined and accelerated Dätwyler Cabling Solution's planning process significantly. In addition to its annual budget, Finance produces three forecasts each year. Thanks to functions such as the powerful Jedox Excel Add-in for local offices, automated workflows, commenting, automatic currency conversion, real-time value aggregation, and much more, forecasts can now be generated in days rather than weeks.

Now that they spend less time compiling data and hunting for errors, local supervisors and Finance professionals alike can react more quickly to more accurate data.



Partner: Business & Decision AG (www.businessdecision.ch)

Business & Decision is a one of the world's leading providers of business consulting and system integration, including business analytics, digital transformation, and software engineering. Since 1992, B&D clients have relied on the company's professional assistance at the intersection of business processes and technology.