



Thirdware equips Raychem with analysis of its core business

COMPANY

Raychem RPG is a 50:50 Joint Venture between Tyco International, U.S.A., a U.S.\$ 37 billion conglomerate having diverse interests in Electronics, Healthcare, Fire & Security, Plastics & Adhesives, Engineering Products & Services; and RPG Enterprises, one of the leading business houses in India, having interests in Power & Transmission, Cables, IT & Communications, Life Sciences, Tyres, Retail & Entertainment Sectors and a turnover of over U.S.\$ 1.6 billion.

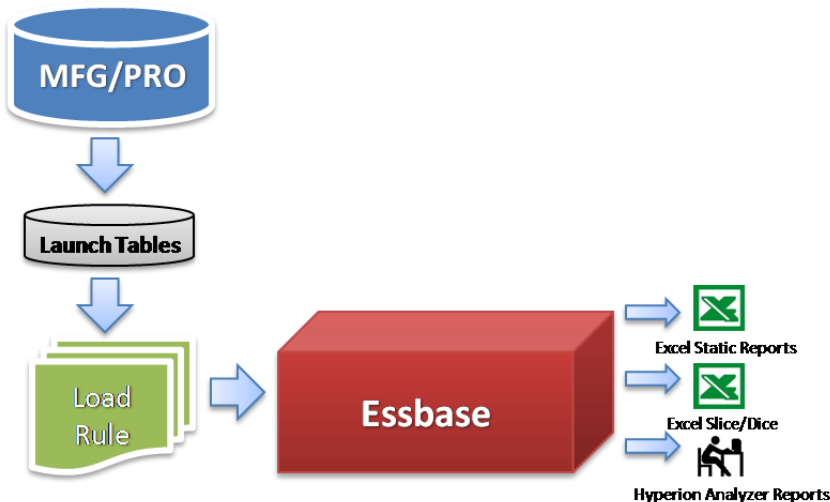
CHALLENGE

Earlier the sales analysis at Raychem RPG was done using specific extracts taken from MFG/PRO ERP package. This was used to track the following:

- OSB (Order/Sales/Backlog) Report
- Division wise Net Sales & Contribution by Product Group
- Weekly report for Division wise Sales

The above was not sufficient to do detailed analysis of both the customers and products across different dimensions. A detailed MIS was another key requirement of Raychem RPG. Earlier this was done manually using information available from MFG/PRO. Too many excel sheets to maintain and it was becoming very tedious and time consuming. Also submission of MIS reports to Management were getting delayed. They were also in need of graphical representation of some of the above reports, which could be done using specialized tools.

SOLUTION ARCHITECTURE



Company
Raychem RPG Limited

Location
India

Industry
Engineering

Solution
Sales Analysis

Products Implemented
Hyperion Essbase 7.x
Hyperion Analyzer 7.x

Number of Sites
Six

Environment
AIX / Windows

Implementation Time
3 months





THIRDWARE SOLUTION INC.

SOLUTION PROVIDED

Using multi-dimensionality of Essbase, a detailed Sales Analysis could be carried out:

- Customer Margin Analysis:
 - In this report Customer Margins need to be analyzed based on trends i.e. Month wise, Quarter wise etc.
- Sales by Product groups:
 - This report will be used to analyze Sales of various Product Groups in terms of Quantity, Value and Margins based on trends i.e. Month wise, Quarter wise etc.
- Salesperson wise Performance:
 - This report will be used to analyze monthly performance of Salespersons in terms of sales value and margins with reference to Actual and Budget.
- Dealer / Distributor Performance:
 - This report will be used to analyze the periodic performances of Dealer / Distributor across different Product groups with reference to Actual and Budget data.
- Besides these Product-wise Reports, Receivables Reports, Credit Limits, Ageing Analysis (As-on-date basis) could also be obtained. Some of the above reports were also designed using Hyperion Analyzer.

On the MIS front the following analysis was done:

- Monthly Income statement
- Monthly Balance Sheet
- Monthly OPEX statement
- Ageing Analysis
- Fund Flow Statement
- Cash Flow Statement
- ROCE & PATD Analysis
- Division wise Sales
- FOREX analysis

In addition to the above, Balance Sheet as per Schedule VI of Companies Act, 1956 and Segment Reporting were also required and the same was met by Hyperion Essbase.

RESULTS

- “One” version of truth / Centralized Control
- Design of Sales cube helped them do a detailed analysis across Customer and Product Dimensions
- Graphical Representation of Data using Hyperion Analyzer
- MIS Reports generated on the fly and help in timely submission to management
- Use of Excel add-in could help users reorganize / regenerate further analytics if required
- Less dependence on IT for generating MIS Reports

INTO THE FUTURE

Standard maintenance service is provided, which includes on-site and off-site support in query and data handling, migration to higher versions of Hyperion. Besides, Thirdware continues to provide training to new process associates working on the system.

ABOUT THIRDWARE

Thirdware is a global IT services and outsourcing firm committed to helping clients utilize best of breed technologies to achieve sustainable competitive advantage. Utilizing leading edge collaboration software, Thirdware delivers an integrated suite of world class enterprise applications that are affordable, scalable and manageable.

Study prepared by Thirdware in cooperation with Raychem RPG Limited

