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**KMS**

### KMS client snapshot

Chemical distribution company  
headquartered in Europe

The client operates a global network with more than 490 locations in 72 countries.

## CHALLENGES

- The client was going through an SAP ERP implementation. With a fresh new ERP implementation, their data was locked within the ERP system.
- They needed a suitable visualization tool for the Asia Pacific operations - a platform to help them get answers to their business questions on a reliable and consistent basis.
- The COO and CFO needed access to daily reporting which would not take days to prepare.
- Headcount pressures also required a solution which would free their staff to do more value added work instead of preparing reports.

## BENEFITS

- Automation and efficiency improvement - no more manual extracts and XL charts. Resources freed up to perform analysis rather than prepare reports.
- Improved analytical capability - COO can identify trends previously not aware of, allowing cost saving actions.
- Sales executives are aligned with management on targets set.

## SOLUTION

- **Financial Analyses** – providing important KPIs at a glance. KPIs, working capital, free cash flows as budget variance, profitability, sales, expenses and head count can be sliced into organization and business unit views.
- **Sales Analysis** - various sales analysis are shown on a dashboard, including a Dynamic Analysis tab to enable users to create ad hoc analysis by way of extracting relevant data required.
- Dashboards are deployed in Australia, Singapore, Thailand & other Asia Pacific countries.