

*“QlikView has indeed shortened the report generation time for all Business Units. QlikView has helped our company to consolidate information collected from all different Financial systems.”*

**Marketing executive**

[www.kms-world.com](http://www.kms-world.com)



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**KMSI**

## KMS client snapshot

Mining & Metals company  
headquartered in Europe

A market leader in providing top quality industrial minerals employing cutting-edge technology and knowledge to ensure the sustainable use of mineral resources.

## CHALLENGES

- Consolidation of data from different Business Units (BU) from Malaysia, Thailand, Indonesia and China for sales data was a manual process.
- Consolidation could only be done monthly after the BUs submitted their P&Ls and balance sheets.

## BENEFITS

- Consolidation of regional data is possible now.
- Sales managers get sales reports of Business Units immediately without waiting for the month end reports.

## SOLUTION

- Deployed QlikView to 15 users across two departments (Marketing and Finance) in Singapore and more dashboards region wide.
  - **Sales Analysis** - sales volume (tonnage) and sales value and profit analysis by industry, brand, minerals, category, customer.
  - **Financial Analysis** - P&L and balance sheet analysis and profitability by brand, category and cost ratio, cash flow analysis and comparison to budget. Inventory Costing Analysis.
- **Rapid implementation in 6 weeks.**
- Sales data is extracted from Pronto, Kingdee, Microsoft Great Plains, AccPac ERP systems and Finance data is extracted from COGNAS Controller.