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KMS

KMS client snapshot

FMCG company

headquartered in Singapore

Leading herbal drink manufacturer in Singapore.

CHALLENGES

- Getting analysis reports on sales, profitability and forecast on time.
- Data extraction from SAP using Solonde Connector.
- Combining SAP data and historical data in reports.

BENEFITS

- Sales and marketing teams get quick access to information to make informed decisions.
- Better order processing and customer support.
- Able to manage inventory effectively.
- Management gets instant information on daily sales.

SOLUTION

- Deployed solution:
 - **Sales Analysis** - complete sales analysis for Management relating to sales activity in order to improve sales profitability and provide facilities for sales forecasting and planning at customer and product class levels.
- Allows actual to budget comparison and profitability analysis by salesperson and product type.
- Extracting data from SAP and historical data from excel files.
- **Implementation took approximately 5-6 weeks.**