

*"From a user point of view, the system is excellent. Nice graphics, charts, each dimension can be zoomed to see details. Reports can be generated with a few clicks. It has really made the analysis process easier."*

**IT executive**

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



[Linkedin.com/company/knowledge-management-solutions](https://www.linkedin.com/company/knowledge-management-solutions)



[ask@kms-world.com](mailto:ask@kms-world.com)



**KMS**

**KMS client snapshot**  
**FMCG company**  
**headquartered in Europe**

One of the world's biggest brewing groups.

## CHALLENGES

- Getting analysis reports on sales and profitability on time.
- Forecast process was taking lot of time.
- Consolidation of sales data from wholesalers was a manual time consuming process.

## BENEFITS

- Decision making reports on desktop on time.
- Significantly reduced time needed for forecast process.
- Accurate data for analysis and reduced manual efforts.

## SOLUTION

- Deployed system for users across two departments for the client and its wholesalers:
  - **Sales and Profit Analysis** - sales volume and sales value, and profit analysis by brand, category, customer, promotion event and wholesalers.
  - **Forecast Analysis** - sales actuals vs. plan and multiple versions of forecast analysis and forecast simulation analysis.
  - **Financial Analysis** - P&L and balance sheet analysis, profitability by brand and category, cost ratio analysis, comparison to plan and forecast.
  - **Stock Ordering Analysis** - incoming stock analysis vs plan.
  - **Rapid implementation in 12 weeks.**
- Extracted Sales and Finance data from ACCPAC, Navision (wholesaler's ERP system) and EXCEL for plan and forecast.