

Case Study

BI Implementation For A Global Pharma

Industry

Pharmaceuticals

Location

United States, Europe

Function

Sales, Patient Pipeline, Finance, Accounting

Challenges

Sales leaders & country managers lacked reliable insights into sales performance

Analysts often downloaded data from legacy BI reports and enriched data in spreadsheets to build presentations to executives, resulting in 'multiple versions of truth'

Solutions

- BI Strategy
- BI Managed Services
- Global BW Implementation
- BPC NW Implementation
- BOBJ Implementation & Upgrades
- Reporting: BEx and Web Intelligence
- Dashboards & Visualizations
- Product Extensions (VBX & Xcelsius)

- Led the global greenfield implementations for SAP BW, SAP BusinessObjects and SAP BPC 7.5 NW; BW modules rolled out include FI, CO, MM, SD, PS, PP, QM, PM, IM and PUR
- Leveraged standard extractors for SAP content and BODS for Salesforce and other non-SAP data
- Led transformation of an enterprise from that of a calendar-driven, IT-led 'push' broadcasts to that of user-centric, on-demand 'pull' consumption of insights
- Rolled out 35+ Executive KPI Dashboards in production across Sales, Finance & Accounting functions for CXOs, Power Users and Casual Users
- Delivered slice-and-dice & drill-down capabilities to Web Intelligence and BEx queries

