



Customer

A Pharmaceutical Major

Country

Singapore/Malaysia

Industry

Pharmaceutical

Technology

Microsoft SQL Server
SharePoint/ASP.Net portal
Microsoft Performance Point

Contact

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Microsoft
GOLD CERTIFIED

Partner

Business Situation

- Lack of information for the sales teams to increase share of business
- Lack of consolidated information for Business Analysts to analyze success factors and perform root cause analysis of problems
- Lack of platform for Sales Managers to measure and drive the sales revenues to target
- No single version of truth for Executive Management to gauge the health of business at a glance and lack of drill down for detailed analysis

Solution

- Web based portal for distributors to upload files for sales transactions and customer info
- Consolidated data in repository database
- Fixed reports for operational team
- Analytic views for super users like Sales managers and analysts
- Administration screens for maintaining master details for Products, Customers, Regions, Sales Territories, Accounting codes, Mapping of Product hierarchy

Benefits

- Multi-language capability
- “Managing by Exceptions”
- Dashboard for KPI’s and key reports at-a-glance
- Summarized and detailed views of business
- Reports can be export to excel and PDF
- User friendly reporting interface
- Access by roles = Security
- Integrated with MS Office
- High scalability and flexibility