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Solutions for the Connected Enterprise

EDGE

Enterprises Driving Growth and Excellence through IT

**Honoring organizations
using IT for maximizing
business impact**

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ENTERPRISE APPLICATIONS

Business Intelligence for the masses

Successful automotive manufacturing demands that a continuous stream of real-time customer, supplier and competitive information is available throughout the supply chain. Sales and quality management, product development, and production decision making are particularly dependent on timely and accurate information. While heavy vehicle manufacturer, Asia Motor Works, was using SAP for its various business processes, the reporting was not up to the desired

standards. The firm wanted a simple easy-to-use Business Intelligence (BI) solution that could be used even by operational users to generate actionable reports and take effective decisions.

To meet its objectives, the firm deployed a BI solution from MAIA Intelligence. Providing comprehensive information is vital to improving customer service, and a key part of it is a single source or view of each customer. The BI solution has helped the firm build actionable views by integrating relevant data from multiple sources. Due to the solution's ease of use, BI has become a powerful tool in the hands of operational users for ad-hoc MIS reporting and analysis. Timely availability of information in the required reporting format has empowered business

HIGHLIGHTS

- 30-35 percent boost in employee productivity due to a shift in focus from non-strategic to strategic work

users to take proactive and more accurate decisions. Post implementation, the firm expects a 30-35 percent boost in employee productivity, due to the shift in focus from non-strategic to strategic work.

Today, with BI, the firm's operational users run vendor performance reports and are able to track changes in inventory movement by region and product category. Information workers are also able to analyze product performance by vendor to enable effective vendor management for more profitability. ■

SNAPSHOT

Company: Asia Motor Works
Project: Business Intelligence solution for operational users
IT Head / CIO / CTO / Project Lead: Umesh Mehta, CIO



DO YOU HAVE THE EDGE?

HONORING ORGANIZATIONS THAT USE TECHNOLOGY TO CREATE THE BEST BUSINESS IMPACT

The 'EDGE' initiative by *Network Computing* is an effort to identify, recognize and honor end-user companies in India that have demonstrated the best use of technology to solve a business problem, improve their business competitiveness, and deliver quantifiable ROI to stakeholders.

Network Computing invited nominations from IT Heads of user organizations and from system integrators / partners who would like to submit details of projects on their client's behalf, which they have implemented / deployed / completed in the year 2008. There were six areas for which content was reviewed. Shortlisted projects were evaluated by an independent jury for recognizing organizations that truly have the 'EDGE' in deployment of technology for creating maximum business impact.

EDGE ENTERPRISE APPLICATIONS

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