

EsseL Propack used 1KEY for quick BI solution, easy to implement, fast to learn, & at a reasonable price

The Challenge:

The market leader in manufacturing of Laminated and Plastic Packaging tubes, using Navision was facing the challenge in having more visibility of Key Indicators from the scattered data in various forms. They found the reports available on monthly basis were too late to take corrective or proactive actions.

The biggest challenge was compiling “Clean” data. They had multiple figures for any key indicator like Sales, A/R etc. They wanted to have single source of “Truth” i.e. only one final figure which **management “Trusts”**. Besides this, the other challenge was to compile data residing in different heterogeneous systems in various forms.

The Solution:

EP was very aggressive on implementation plan. After a pilot lasting just 15 days where a sample from 3 business areas were selected and benefits demonstrated to key users. It is now planned to roll out full scale in next 2-3 months. 2 Persons from IT and 1KEY user from each dept were involved.

Sales, Finance and Production were targeted first for obvious reasons as clear visibility in these areas can provide the best decision improvement leading to better business performance. 1KEY had those all standard features of cube BI like slice and dice with sort pivot, filter, group by, drill down, cross tab, conditional formatting and many more features.

To begin with, 1Key BI was restricted to Senior Mangers and Business analyst. Later on it was rolled out organization wide after around 6 months. EP wants business users not only in India, but across the World to use 1KEY BI.

Benefits using 1KEY

- Forward visibility and data analysis was now possible for middle and senior mangers using 1KEY
- Quick analysis over previous method using Excel
- Daily basis analysis of data possible
- 1KEY BI works like a compass which gives directions to all business users
- Generate knowledge out of data coming from ERP for sales, receivables, etc.



“We wanted to roll out BI to bottom of the pyramid and not restrict it to few expert users. 1KEY is like Mercedes at the price of Maruti. Full value for money” –

Zoeb Adenwala
CIO – EsseL Propack Ltd.