

Client Profile

A specialty service provider for consumer technology (CT) manufacturers with a broad offering of Logistics, remanufacturing, and distribution services.

Business Requirement

- ➔ Required an accurate forecast mechanism
- ➔ Manual Efforts with Records Maintained for Sales Forecasting in legacy systems & spreadsheets
- ➔ No Proper Operational visibility

Intelligroup Solution.

- ➔ Implementation
- ➔ Configure out-of-the-box OBIEE Applications functionalities for Sales & Finance
- ➔ Create Custom forecast view, that shows current forecast, historical data, and orders in hand for forecasted period
- ➔ Provided Extended base OBIEE Applications functionality, to provide managers a real-time view of the Forecasted Revenue Vs Actual sales. Use of Opportunities to manage sales funnel

Business Benefits

- ➔ Increased Forecast Accuracy
- ➔ Better Visibility to integrated revenue forecast Vs actual
- ➔ Improved Profit Margin
- ➔ Reduced Cost of Sales Forecasting operational cost