

timeXtender®



kk-group

CUSTOMER STORY

# kk-group creates data revolution with Business Intelligence

What if you could present all your company data, new as well as old, simple and easy? Using data from many different ERP systems, without using spreadsheets and without having to create reports manually... And what if the monthly reporting could be completed in days instead of weeks? This wasn't the case at kk-group - but they liked the idea.

"The monthly reporting was the primary driving force for implementing Business Intelligence in the organization. Typically, we would be 15-20 days into the following month before the reports were ready, because we used spreadsheets to manually consolidate data from different ERP systems. At the same time, we were aware that we were feeding our systems with large amounts of data without getting much out of it. So we wanted to use Business Intelligence to strengthen sales and logistics," explains Michael Flindt Nielsen.

Michael Flindt Nielsen is Finance Manager at ELOGIC a/s, which is one of two companies in kk-group. ELOGIC a/s delivers control and process automation solutions for industry in general, the marine sector, CHP plants, waterworks, and more. ELOGIC a/s also delivers power distribution equipment for housing units and industry alike. The other company, kk-electronic a/s, delivers control systems, data mining and monitoring of wind energy and other energy sources as well as control electronics.

“Monthly reporting in 5 days instead of 20.”

## Business Intelligence with timeXtender and Targit

The BI solution is a combination of timeXtender and Targit. timeXtender is used to extract data from the ERP systems plus building cubes and dimensions, and Targit is used to analyze and present the data.

"More importantly, however, the solution handles data from the different companies that make up kk-group, as well as data from different ERP systems. At one point the BI solution gathered data from three different Dynamics NAV systems, two Dynamics XAL systems, and the Dynamics AX pay-

roll module," says Michael Flindt Nielsen. ELOGIC uses Microsoft Dynamics AX, and kk-electronic will be moving to AX shortly. Moving forward, there will be one common Dynamics AX solution for both companies.

"This will not change the role of the BI solution, though. It will be our report generator. We will no longer develop reports within Dynamics AX," adds Michael Flindt Nielsen.

## Greater Economic Responsibility with BI - and Focus on the Good Customers

Monthly reporting in 5 days instead of 20. The time saved by using the BI solution speaks for itself. But that's not all - the BI solution has also resulted in transparent data.

"The people in charge of our budgets have gained deeper insight,

because they are able to seek information all the way through the system, right down to the transaction level. We have broken down the barrier between data and people. This has resulted in greater economic responsibility. When you can see, what the money is spent on, there is no excuse for not being careful with them", says Michael Flindt Petersen.

"We have managed to change the information stream. Instead of being re-active and defensive, and spending time on requests and detective work, the finance department has become a supplier of data. Now, we have the time to analyze data and challenge the organization by putting together different information packages. For example, if we want to draw attention to the earnings of a specific business area," explains Michael Flindt Nielsen.

He emphasizes another important aspect of solid information. "If four managers meet to discuss the turnover, they no longer have individual reports, measuring different parameters. The managers now have uniform, valid, and recent data," says Michael Flindt Petersen.

"Today, our finance department uses the BI tool in a variety of areas. Deliveries have become a focal point. Which terms are not being met - and at how many customers? We have also increased attention on sales - in particular on monitoring which offerings that need follow up. Plus: we can see which customers end up ordering from us. So the sales process has become much more targeted," adds Michael Flindt Nielsen.

Michael Flindt Nielsen sums up the most important aspects of BI. "It's the transparency and the level of knowledge that has been created in our organization. We no longer believe - now we know."



#### About timeXtender:

timeXtender® is a world leading vendor of agile ETL and data warehousing software dedicated to the Microsoft® SQL Server® platform. timeXtender was named Microsoft ISV Partner of the Year in Denmark in both 2010 and 2008. More than 1500 satisfied customers in 29 countries can't be wrong.

[www.timextender.com](http://www.timextender.com)

#### Advantages for kk-group:

- The barrier between people and data has been removed - now there is transparency
- Access to data results in greater economic responsibility
- Data is valid - and updated daily
- The monthly reporting is finished in 5 instead of 20 days
- The BI solution grabs data from different systems, but the end users see one, coherent presentation
- The BI approach to information strengthens Sales and Delivery

