

Case Study

# Integrated Power BI with SAP HANA

## OVERVIEW

With the increase in population, demand for water storage tanks in utility and local utilities in rural and urban area has increased. This increased demand resulted in mismanagement of correlated sales across the organization and impacted their decision-making capability.

Power BI helped the largest manufacturer of corduroy fabrics and a producer of plastic water tanks company to get a bird eye view over their sales and MIS data and improve their relationship with their customers as wells as provided an analytical tool for better data driven decision



### Industry

Manufacturing  
(Plastic Water  
Tank)



### Client Location

Ahmedabad,  
Gujarat



### Employees

Over 100  
employees



### Solution Offered

- Power BI

## CHALLENGES

With the use of multiple data source such as SAP Hana, DMS, Super Sales (Customised CRM) and excel, the data was scattered everywhere and it became difficult for the organization to manage the data without any duplication or discrepancy which in turn resulted in miscommunication and data mis management. This led to inventory pile up or shortage at many distributors level

- Time consumption in managing manual
- reports in excel
- Issues in maintaining actual forecast demand due to inaccurate measures
- Scattered sales and finance data affected their decision-making capacity
- No logical relationship between data sources due to distributed masters in multiple systems
- Other relevant data such as secondary sales data is heterogeneous, distributed across multiple systems and files

## SOLUTION

- Created a virtual data warehouse to bring all the data to one place and minimize backend process
- Correlated data with high accuracy with the help of single platform
- Real time reporting capability of Power BI reduced the miscommunication between the sales and management.
- Power BI providing extensive drill down options for deeper and intrinsic analytics
- Delivered Sales and Operations dashboards providing insights into key areas of the business



## Dashboard Delivered

- Dashboard Delivered
- Orders bird view
- Dealer Performance Metrics
- Promotion scheme performance
- Sales growth analysis
- Slow- and fast-moving products
- Account Receivable
- Revenue and Profit analysis

[View Reports](#)

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