

Transparency at a Qlik

– Atlas Copco Construction Tools chooses QlikView for scorecard analysis

Case study in brief

Company

Atlas Copco
Construction Tools

Industry

Mechanical Engineering

Data System

SAP, Movex, Saphir, BPCS,
Lotus Notes, standardised
EDI-Format

Challenge

- Consolidation of data from most different systems
- Performance, ease of use and fast ROI

Solution

- Control of all corporate divisions using scorecards
- Purchasing: evaluation of suppliers
- Construction: project controlling
- HR: analysis of staff sick days
- Production: evaluation of time and operational data
- IT: support of the Lotus Notes support database and SAP user evaluation
- Finance & Controlling: analysis of product items

Benefits

- Higher delivery performance and quality
- Higher operating efficiency in all divisions
- Continuous cost reductions and investment benefits realised in under a year
- IT department can delegate tasks such as preparing analyses

Atlas Copco is a global engineering firm, first founded in 1873, with its main headquarters in Stockholm, Sweden. The four business units (Industrial Technology, Compressor Technology, Construction & Drilling Technology and Rental Service) generated revenues of EUR 5.3 billion (\$6.2 billion US) in 2004. The Group produces and markets compressors and generators, construction and mining equipment, compressed-air and power tools, assembly systems and automatic screwdrivers. Atlas Copco Construction Tools GmbH is also responsible for the production of demolition equipment.



Business Intelligence designed to cut through the data jungle

When Atlas Copco looked at Business Intelligence they had several specific requirements. The company uses several enterprise systems, including SAP, Movex, Saphir and BPCS. Additionally, several internal applications use Lotus Notes databases. Data is exchanged with the Distribution Centre via standardised EDI formats.

Transparency of business processes

“I finally have a tool that I can use as a managing director to obtain current data on all my processes.”

Pauli Arenram, Managing Director, Atlas Copco Construction Tools



What was needed was an analysis tool able to consolidate the data from different systems and make it available quickly and easily. After examining at length the solutions offered by several well-known BI and data warehouse suppliers, the company opted for QlikView, which met all the requirements – and more.

Department-spanning team ensures project success

QlikView was implemented quickly and smoothly. QlikView's wide range of options quickly convinced other departments, so that the program was introduced successively company-wide. An important element in the success of the implementation was the internal QlikView forum, in which the analysis requirements of the individual departments were defined and co-ordinated and the department heads were trained in creating QlikView applications. In general, the quick acceptance of the BI tool can be attributed primarily to its easy-to-understand, intuitive operation.

Delivery performance and hourly analyses at a Qlik

It was originally intended that end users should use the system only to analyse data and not to create any of their own applications. However in actual practice, the quick and easy operation on all levels encouraged and enabled users to program applications of their own. This has enabled IT staff to focus on providing the data and to delegate tasks such as preparing analysis, reports and scorecards almost completely to the individual departments.

The various applications fulfil the different requirements of each specialist department: In Purchasing, scorecards are prepared to evaluate the suppliers, as well as comprehensive analyses including entire part families – which could not be done before with SAP - and the integration of negative bookings recorded in Excel tables. In the Construction department, QlikView supports project controlling as well as hourly analysis in the evaluation of SAP data. The HR and the Production departments use QlikView to conveniently and efficiently collect and evaluate staff sick days. The IT department has even set up two QlikView projects: Using QlikView, support cases stored in the Lotus Notes support database can now be checked quickly and thoroughly based on criteria such as source of error, case 50 processing agent, end user, etc. The second project focusing on “SAP user evaluation” provides precise analysis of user behaviour at a click of the mouse. And finally, in the Finance and Controlling department, QlikView is used to analyse product items.

In addition to all these technical advantages, the high operating efficiency of QlikView played an integral role in the company’s decision: Apart from the long-term advantages – such as enhanced delivery performance or increased customer orientation – it has already become quite clear that at an investment of EUR 50,000 and a clearly verifiable annual time savings valued at EUR 75,000, QlikView will have paid for itself in less than one year.

“QlikView is a BI system for everybody!”

“The system was well accepted in the departments right from the beginning. Some of the department heads even started making their own analysis requests after the first half-day of training.”

Roger Schymik, Information Systems Manager, Atlas Copco Construction Tools

Intuitive Analysis

“In contrast to many other BI suppliers, with whom it would be necessary to start all over again, QlikView is able to deliver this kind of information in just a few clicks of the mouse. These seamless analysis paths are unique for a BI system.”

Roger Schymik, Information Systems Manager, Atlas Copco Construction Tools GmbH

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