

“Quick and easy for QlikView at Scania Denmark”

Case Study In Brief

Company

Scania Denmark.

Industry

Sales and service of
heavy trucks

Challenge

Scania Denmark has a market share of 35% in heavy trucks in Denmark. Today Scania Denmark has 31 service stations spread out all over Denmark. They all need to be able to see the latest figures.

Solution

It's now possible to extract exactly the data desired, in a structured way, from the AS/400-server. Scania Denmark has decided to use QlikView for analyzing several business areas like sales and finance. The idea is to give the sales people an instant feedback on what has been reported to head office

Benefits

- Fast ROI
- Rapid Deployment
- Scalability
- Flexible and fast
- Reduce pressure on IT-department
- User friendly

Before finally deciding on QlikView as the analysis tool and information source within Scania Denmark, a number of rival products had been overviewed. Scania Denmark found that the other alternatives were too expensive and too complicated to make use of. They wanted a tool they could get started with quickly and that didn't require a lengthy specification process for each new application.

Many units to inform

Scania Denmark has a market share of 35% in heavy trucks (over 15 tons) in Denmark. With over 6.500 trucks in the 4-series sold since 1996, the demand has grown for service stations all around the country. Today, Scania has 31 service stations spread out all over Denmark. One important reason for implementing QlikView in the organisation is to enable all service stations to study the company's latest figures through QlikView. This is done by adding QlikView Server, a clientserver solution for analyzing QlikView documents in an ordinary web browser.

Analysis of several areas

Scania Denmark has decided to use QlikView for analyzing several business areas, among them sales and finance. The idea is for QlikView to give the sales people an instant feedback on what has been reported to head office. This way the sales people get instant access, through QlikView Server, to inform such as delivery time for the truck they just ordered. An information application has also been developed, where the management group can follow up and review business. The application also gives the user direct access to the latest version of documents from the different departments e.g. training schedules, spare parts orders etc.

QlikView makes sense out of AS/400

The advantage of the new system are many. It is now possible to extract exactly the data desired, in a structured way, from the AS/400. An added bonus is the possibility to name the fields in plain English when loading the data. QlikView also brings to light incorrect data in the database. Errors such as cars registered erroneously, or even more than once, are brought to the surface.



“Even the people on the shop floor can benefit from using QlikView”

“Today, trucks are technically complex and produce a large amount of data. It’s data on speed, fuel consumption, wear, distance etc etc, and it is all stored in the truck’s computer. All this information can be analyzed in QlikView.”

Björn Jacobsen - Financial director at Scania Denmark



Next step

The next step will be launching QlikView to the re-sellers. This will make it possible for the re-seller to analyze the business on location, making the information available instantly when meeting the customer. Thereby the re-seller can give the customer a reliable delivery date on the spot. This is considered an enormous advantage. In order to take full advantage of all these possibilities, Qlikview Server will be used. In the Scania organisation there are 1.100 employees, and most of them could actually make use of QlikView.