



Nissan

#### Client

Nissan

#### Industry

Automotive

#### Client Benefit

Dashboard

Business Intelligence

#### Modules:

Business Object

#### Hardware/Software

**Hardware** – Compaq

Prolient

**Database** – Oracle 9i

**Platform** – WIN

Nissan North America, Inc. markets eleven vehicle lines through 1,100 dealers in the continental United States through its Fleet Sales operation. In addition to the 350Z, the vehicle lineup includes the Sentra, Altima, Maxima, Xterra, Pathfinder, Frontier, Titan, Murano, Armada and Quest.

Nissan first came to the United States to sell vehicles in 1958 and began importing & making Datsun vehicles in the United States under the Nissan Motor Corporation, U.S.A. (NMC) name in 1960. In 1990, Nissan North America Inc. (NNA) was created to coordinate all of Nissan's various activities in North America to enhance the design, development, manufacturing and marketing of Nissan vehicles. In 1998, the two organizations merged operations under the Nissan North America, Inc. name. NNA's mission is to provide all Nissan and Infiniti employees and dealers with the tools they need for constant improvement and consumer satisfaction.

#### Project Description

Like many international organizations with many divisions who use SAP, Nissan found it difficult to simplify consolidation and rollup of its financial results in an executive friendly format. That same format needed also to serve as the origin for drill down into Financial and Controlling, Material Management and Sales and Distribution tables so that executives could quickly locate root causes for discrepancies of actual against plan.

#### Scope of Services

5x Technology consultants worked with Nissan executives to develop information display and dashboard standards providing fast assessment of a business component's results. Working with Nissan's ABAP programmers and Basis personnel, 5x was able to produce views across many SAP tables to allow for efficient drill down and root cause analysis. The resulting system provides the engine to allow Nissan management much tighter financial and accounting controls on their operations. Substandard results can quickly be traced and resolution planned in a quarter of the time it used to take.

**"5x technology's understanding of manufacturing is what really made the difference in this project. There knowledge and insight allowed for this project to achieve all of its goals."**

Greg Fritsummons  
*Team Leader*

#### Benefits

Thanks to 5x Technology and its financial, supply chain and manufacturing insight, Nissan management sees a true, timely and concurrent view of its financial results. More important, the detailed analysis made possible enables financial and operational managers to quickly find causes and create solutions. 5x Technology's work is an important enabler supporting Nissan's new agility leading to its automotive marketplace turnaround over the past four years.