

Oracle Financial Analytics at Agilysys

Agilysys...

client

Agilysys
Industry: IT Solutions
Solon, OH USA
12,000 employees

technology

Oracle Application Server
OBIEE
Oracle BI Applications
Oracle E-Business Suite

testimonial

"The feedback from Agilysys' executive team, including Agilysys' CEO, CFO and CIO, has been that the business impact of this application is so high that they have asked our Agilysys IT team to immediately start the next phase of the implementation instead of waiting the standard two months that Agilysys waits to evaluate new applications."

- Yuri Markovich
Agilysys

The Value of Cross-Functional Margin Analysis

About Agilysys Corporation

Agilysys is a leading technology reseller with annual revenues of over \$640 million. Agilysys provides innovative IT solutions to corporate and public-sector customers, with special expertise in select markets, including retail and hospitality. The company uses technology – including hardware, software and services – to help customers resolve their most complicated point-of-sale and IT data center needs.

The business is mostly a high volume, low margin business that resells hardware, software and services. Key components of their product mix include HP, IBM, EMC, Oracle and other industry leaders.

Challenges

After migrating from their legacy Operational System to Oracle EBS, Agilysys faced a significant knowledge challenge where invoice, revenue, and cost information each resided in different data sources.

In order to provide management with reports, users needed to manually consolidate data from different areas. This was time consuming and difficult as analysts from each business unit would come up with different numbers.

Previous information was delivered monthly or quarterly and management had no operational or financial visibility on a daily basis.

Customer, Supplier, Territory, and Sale Reps profitability analysis became a cumbersome and unstructured process.

Solution

KPI Partners built a "Common Enterprise Information Model", leveraging Oracle BI applications architecture to analyze the billing, cost (recognized/deferred), revenue (recognized/deferred) and margin, across multiple Oracle EBS R12 modules and non-Oracle applications.

Now, Agilysys' dashboards deliver pertinent margin analytics directly to key decision makers on a daily basis thus allowing a focused shift to managing the present rather than simply viewing the past.

The sales team also can leverage up-to-date margin information in their interactions with customers and vendors resulting in increased profitability for the company.

