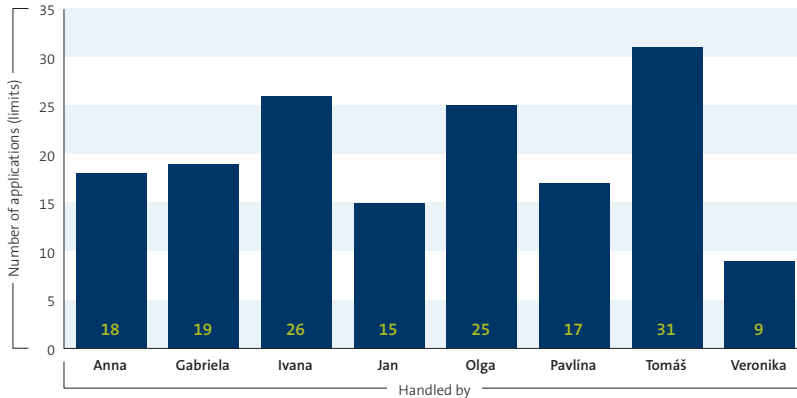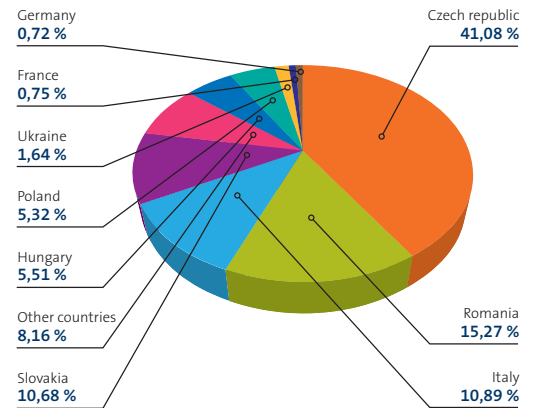# MDS *ap*

Case Study:
KUPEG real-time reporting

The mission of **KUPEG Credit Insurance** (KUPEG úvěrová pojišťovna, a.s.) is to provide their clients with protection against the risks of non-payment of receivables from their Czech and foreign customers. The goal is to provide custom-tailored services to fit the needs and specific business strategy of each client, regardless of the size. A significant portion of the turnover is insurance contracts for small and medium-sized companies.

Sybase Solution

- Sybase IQ for Database Storage
- SAP BusinessObjects as BI interface
- Sybase Replication Server for Integration
- Professional Services

Key Benefits

- New and flexible reporting system
- Real-time and detailed overview of the business
- Analyses of the business trends and risks
- Optimization of response time to customers
- Optimization of internal processes
- Fast implementation

Germany **0,72 %**
France **0,75 %**
Ukraine **1,64 %**
Poland **5,32 %**
Hungary **5,51 %**
Other countries **8,16 %**
Slovakia **10,68 %**
Czech republic **41,08 %**
Romania **15,27 %**
Italy **10,89 %**

Number of applications (limits)

Handled by	Anna	Gabriela	Ivana	Jan	Olga	Pavlína	Tomáš	Veronika
	18	19	26	15	25	17	31	9

KUPEG improved from operational and inflexible reporting system running on production system to flexible, easy-to-use and real-time analytical reporting. The business users can easily access not only the pre-defined reports, but also they can create adhoc reports in real-time. The solution is based on the latest technologies, therefore it saves the technology investment for longer period. Moreover, it is integrated into the existing enterprise architecture and web portals. The solution enables KUPEG to integrate and share issues and data sources with other corporate entities such as the financial data of headquarter in Belgium. KUPEG can offer the reporting to their business partners as a service and the solution is ready for multi-languages environment. The analyses support and help to optimize internal processes such as checking employee's performance that has impact on the bonus system, balance the priorities or reduce the response time to the customers in processes covered by underwriting departments.

"Our company is the leader on the credit insurance market in the Czech Republic. To keep this position and increase Year to Year profit, we must have actual information about the market, risk, customers, quality of internal processes and economical situation available. Therefore, we implemented the analytical reporting system to increase the quality and accuracy of information that we need to share inside our company, as well as with the shareholders and customers. Sybase and SAP Technologies allows us to rapidly build an easy to use and easy to scale system. This system effectively delivers actual data that can be used for both strategic as well as operational decisions on all management levels. I personally enjoy the possibility to have all information immediately available without the necessity to request it from business departments. That saves enormous amount of time we can dedicate to our customers."

Michal Veselý
CEO KUPEG úvěrová pojišťovna, a.s.
Prague, November 23-th 2012