

## Case study

# Road to a more effective and accurate solution at Pilana

Pilana is a world leader in the production of industrial blades and other components for the recycling and wood processing industries. Its market presence stretches back more than 85 years and its products are found in more than 80 countries.

# 150

indicators (KPI) from 8 areas

# 10 bln

more than 10 billion records in its data warehouse

# 100

users of BI solutions



## Need for a system solution

A growing company in search of an effective management tool. Management needed accurate and up-to-date information about the events occurring at the company in a single location.

**The existing ERP system was no longer able to meet the growing demands on management and control of operations at Pilana. This led to the decision to implement a new management information system.**

Managers required a tool for monitoring a wide range of company agendas, from sales, to finance, to inventories and production, to human resources. They need a way to simply and hierarchically plan KPIs and to monitor their performance. Evaluate completed contracts, automate transformation and calculations. Based on these needs, Pilana formulated the following key requirements for the new management system:

- Model causal economic relationships and leverage their knowledge for effective management of the organisation,
- transform operational data into information and gain a robust tool for supporting decision-making,
- present data in the form of a Balanced Scorecard (BSC),
- automate the allocation of costs, increased allocation detail and reduced error rate,
- create a quality set of intuitive reports,
- model economic scenarios for future development.

## Project Solitea – BI custom solution

Pilana selected our solution during the tender proceedings, and we started off the project with workshops, where, after performing a joint analysis, we defined a data model and its behaviour. Its implementation followed. The management of implementation transitioned from standard project management to agile management, which enabled the project to be better adapted to Pilana's changing conditions and priorities. At each stage, the project started to gradually meet the vision of the management team and knowledge was shared amongst the participants. The implementation process advanced both parties in their understanding of business needs and the potential of new technologies. The project teams had to work on data quality, processing of large volumes of data, frequent changes in source systems. The sophistication and complexity of the created system required resolving the performance of the new management system. Together we developed a custom BI solution with a data warehouse!

Solitea successfully met the key customer requirements, and the implementation of the BI significantly expanded the possibilities for Pilana in the area of company management and planning.

**"The decision-making of key employees, managers and shareholders is no longer dependent purely on fine-tuned intuition and many years of experience, but is based primarily on access to information that is framed within the context of the ultimate company goals, selected strategies and the fulfilment of the mission of the entire organisation."**

The result of the project is a new BI solution at Pilana, that:

- comprises an economic model with decomposition of financial results,
- handles complex assessment of performed contracts,
- enables deviation analysis across all key business areas,
- fully automates transformations and calculations for the purpose of controlling statements of accounts,
- enables the modelling of economic scenarios for future development,
- presents intuitive outputs in the form of a set of reports and Balanced Scorecards.

Its huge advantage is its variability and openness. In the event of further growth, changes in direction or requirements for a new KPI area, Pilana can continuously expand the system as required.

**"The results of the joint development of the BI solution in the form of a predictive economic model enabled us to transform the company management method from "merely" reacting to actually taking control of our future."**

Ing. David Dostálík | CFO PILANA

## What are the specific and measurable benefits of the BI solution?



**More accurate decision-making based on objective facts**



**Easier solving of problems and managerial tasks within context**



**Interconnection of historical data with current data and planning**



**Monitoring of the viability of sales across product groups, sales personnel and countries**



**Analysis of cause of deviation from calculated prices**



**Clear planning of strategic KPIs and turnover of sales personnel, followed by accurate and transparent evaluation**

## About Pilana

Pilana is a world leader in the production of industrial blades and other parts for the recycling and wood processing industries. It manufactures high quality products that reflect the worldwide need for quality tools. All products are manufactured using the finest quality steel made in the EU, and can handle the most demanding industrial sectors. The turnover of Pilana is almost 1.5 billion, the number of active customers exceeds 1,500 and the product portfolio contains over 10,000 items.

## About Seyfor

**Seyfor** services more than 250 000 satisfied business customers in 15 countries, for which it is able to cover up to 100 % of their needs in the area of information systems and technologies. It currently employs approximately 1,200 people and aspires to become the European leader in the area of business information systems.

## Are you looking for a similar solution?

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