



Quintiles dramatically improves financial analytics, budgeting and forecasting

Overview

Business challenge

Cumbersome spreadsheet-based reporting processes made it difficult for Quintiles to analyse its business data and make effective decisions.

Solution

Quintiles worked with Axis to deploy IBM Cognos® Express Reporter and Xcelerator, enabling the company to entirely replace its old spreadsheet-based processes within five months.

Company Overview

Operating in Belgium since 1993, Quintiles Belgium provides access to clinical, commercial and consulting experts. Thanks to its excellent links with important research centres and networks throughout Belgium in a wide range of therapeutic areas, Quintiles has vast experience in performing clinical drug and medical device trials and commercialisation activities on both a local and an international scale. For many years, Quintiles has contributed to Belgium maintaining its strong reputation for scientific excellence.

Challenges

Following business growth over the last few years, it became essential for Quintiles delve deeper into analysing its financial data. Senior managers began requesting monthly financial reports and forecasts. They needed to view an overall picture of the business, as well as the details of it – including margin analysis by project, by customer, by region, by type of services, and so on – in order to make important business decisions.

However, Quintiles had previously relied on cumbersome spreadsheets to support financial reporting and forecasting. Updating and maintaining these spreadsheets was time-consuming and often resulted in errors. The company was constantly looking for a solution that would combine the power of a database with the flexibility of its spreadsheet system.

Quintiles needed to build a powerful tool that would maintain correct, up-to-date and flexible reports in real time, without employees needing to spend time “mining data”. This would enable users to gain a better understanding of data and allow them to make better predictions about business operations. At the same time, they needed an automated, user-friendly system that would free the finance department to focus on other tasks.



Business Benefits

- Significantly upgrade reporting and forecasting system with easy-to-use IBM Cognos Express technology.
 - Allow for future consolidation of all budgeting, business intelligence and reporting tools onto a single, user-friendly platform.
 - Increase productivity by allowing the finance department to focus on more urgent tasks.
 - Implement the IBM Cognos solution for its power and flexibility; allowing room for future growth.
 - Centralise the varied data in IBM Cognos Express for easy and effective analyses, providing senior management end-users with integrated information presented in a variety of ways, while maintaining an easy-to-read format.
 - Leverage Aaxis' proven expertise to build a solution specifically tailored to Quintiles' needs, complete with customised cubes, dimensions, and processes.
 - With Aaxis' help, completely replace the old spreadsheet system in only four to five months.
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Approach

- Leverage Aaxis' experience and expertise to implement a solution tailored to Quintiles' needs in less than five months.
- Purchase IBM Cognos Express.
- Implement a flexible, integrated and user-friendly solution that is perfectly suited for future expansion and company growth.

Impact

- Acquire key business information in real time without senior management needing to rely on the finance department to provide reports.
- Build a flexible solution that provides "on the fly" calculation and consolidation.
- Using IBM technology, provide end-users with intuitive dashboards that provide multidimensional views of the business.
- With the help of Aaxis, build easy-to-maintain cubes, dimensions and processes to meet new business needs.
- Take advantage of Aaxis' impressive expertise and create a custom solution that replaces the old spreadsheet system in less than five months.
- Create accurate and automated reports without needing help from external resources.
- Give employees access to multiple facets and perspectives, empowering them with the ability to analyse data, understand its implications, and make better business decisions.

Solution Components

Software

- IBM Cognos® Express Reporter and Xcelerator

IBM Business Partner

- Aaxis
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“One can dream of an ideal solution, but it is rarely seen. Aaxis made sure throughout the implementation that our cubes and processes remained simple and user-friendly, even if they were based on complex calculations.”

— Clement Vanthourhout, Business Controller,
Finance, Quintiles-Belgium

About Aaxis

Founded in 1975, Aaxis works closely with 250 companies and organisations in Belgium to provide them with the strategic information at the speed and flexibility they require to assess the rapid changes in their market places. Aaxis has offices in Belgium, France, the Netherlands, Luxembourg and Sri Lanka to provide local assistance to international companies. Aaxis is also part of a worldwide network of distributors and integrators through its software developers' network of strategic alliance partners.

To learn more about products, services and solutions from Aaxis, visit www.aaxis.com



About IBM Business Analytics

IBM Business Analytics software delivers actionable insights decision-makers need to achieve better business performance. IBM offers a comprehensive, unified portfolio of business intelligence, predictive and advanced analytics, financial performance and strategy management, governance, risk and compliance and analytic applications.

With IBM software, companies can spot trends, patterns and anomalies, compare “what if” scenarios, predict potential threats and opportunities, identify and manage key business risks and plan, budget and forecast resources. With these deep analytic capabilities our customers around the world can better understand, anticipate and shape business outcomes.

For more information

For further information please visit ibm.com/business-analytics.

Request a call

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