

The logo for 'BI360' consists of the letters 'BI' in a light green color, followed by '360' in a dark blue color. The '0' is stylized to resemble a cloud.The logo for 'NEFAB' is the word 'NEFAB' in a bold, dark blue, sans-serif font.

Solver Customer Case Study

# NEFAB

**Nefab**

**[www.nefab.com](http://www.nefab.com)**

- *Global Swedish supplier of complete packaging solutions for multinational companies in the telecommunications, automotive, energy, and several other industrial sectors*
- *In business since 1923*
- *Offices and operations in 35 countries*
- *Rapidly growing, both organically and through acquisition*

## **Key Business Pains**

- Substantial time savings
- Increased accuracy of critical management reporting, locally and at head office
- More effective cost control across operations globally
- Superior support for the budgeting process
- Superior ability to model different potential business scenarios, and assess their impact on profitability and cash flow

*“BI360 is the best available product for reporting from AX I have seen. It is faster to build reports in than other Excel-based tools, and there is no need for external consulting services to customize the reports we need to control costs and run the business. We expect BI360 to fully pay for itself within 2 years in time savings alone...”*

**- Petrus Jarlsbonde, Controller at Nefab**

## **The Client**

In business since 1949, and with 2,900 employees serving thousands of customers in 35 countries and nearly \$400m in annual revenue, Nefab sets the global standard for complete packaging solutions. They are truly in a league of their own when it comes to offering solutions for their customer's entire distribution chain, across the globe.

Like any industry, products can be duplicated but the ability to offer exceptional service and support around the world simply cannot be. Nefab's global presence, combined with a unparalleled ability to design, develop, and deliver both products and logistics services reduces their customers' total costs of protecting and distributing their products.

Expanding both organically and through acquisitions, Nefab has grown faster than any other competitor by following multinational customers in their geographic expansion, offering a broad range of products and services to existing customers, and entering new geographical markets and industrial segments.

As they continue to grow, Nefab places a high premium on the information and management systems that enable management at all levels, and in all geographies, to profitably expand the business and keep their customers satisfied.

## **The Challenge**

With operations now in 35 countries around the globe, and each office manually compiling their monthly income statements and other key management reports, producing the information management needed to run the business, both in the field as well as at head office, was both a time consuming and labor intensive process.

The risk of errors in these key reports was also relatively high, with data imported from multiple sources, and manually manipulated.

Ad hoc reporting at a local level was also troublesome, and in many cases inadequate to effectively manage and control costs. At head office, visibility into individual company performance was also limited.

## Solution

- Solver BI 360, on a Microsoft Dynamics AX enterprise resource planning backbone, with estimated savings of 1,000 hours per year in key financial and management report production and paying for itself in less than 2 years.

## Key Benefits

- Substantial time savings
- Increased accuracy of critical management reporting, locally and at head office
- More effective cost control across operations globally
- Superior support for the budgeting process
- Superior ability to model different potential business scenarios, and assess their impact on profitability and cash flow
- Complementary to existing Microsoft BI solution with SQL Server Data warehouse, SharePoint and Reporting Services

Budgeting was an issue as well, in that access to accurate historical data posed a challenge, and the ability to model different future business scenarios and their impacts on both revenues and costs was far from ideal. This resulted in lost time, less control, and the risk of less predictable business outcomes in the future.

## The Solution

With Microsoft Dynamics AX already forming the enterprise resource planning backbone globally, Nefab found the “baseline” AX reporting engine lacking in key functionality. They needed the ability to more effectively manage cash flow and costs, both in the field, and from a head office perspective.

Key financial management reports were taking 2 to 3 hours to produce in each office worldwide, and the Solver BI360 application promised to reduce that time by as much as 75%. These time savings alone, Nefab estimated, would approximate 1,000 hours annually and pay for the Solver solution inside 2 years.

Being Excel-based, the Solver solution was also easy to work with, as well as fast. Reports could be constructed internally with simple “drag and drop” features, avoiding the need for extensive (and expensive) outside consulting services.

In short, BI 360 was a perfect fit, and effectively “unleashed” the power of the base Microsoft Dynamics AX software.

## The Benefits

Although not yet rolled out to its full intended scale, Nefab strongly believes BI 360 will prove a sound business investment as it:

- Saves nearly 1,000 hours per year in the production of key financial and management reporting.
- Substantially increases the accuracy of the information management uses to make key day-to-day business decisions.
- Allows for far more effective cost control across their operations globally.
- Streamlines the annual budgeting process, and allows for a significantly superior ability to model different potential business scenarios, and assess their impact on profitability and cash flow.