
Commercial Contracting Reporting Solution

Client Profile

- Our client is a globally active company with sites on all five continents. They markets products from its four divisions Animal Health, Pharma, Consumer Care and Diabetes Care via regional and national distribution companies
- The Diabetes Care division of our client is headquartered in NY state and it is one of the world's market leaders in the field of blood glucose monitoring systems with business in over 100 countries and sales of approx €950 million in 2007.

Client Situation

- Our client uses the I-many CARS NG application to automate their rebate and chargeback processing functions. There is a business need to get periodic reports to monitor trending and historical data for further analysis. Creation of reports was a time consuming and expensive process for the following reasons: lack of product knowledge, improper reporting requirement, lack of management and complexity of data model etc. Reports were created on production database directly, which added security and performance concerns. The average turn around time for a report was around 2 weeks which would lead to delay of business decisions.

Mindlance Solution

- Mindlance resources were engaged to provide a reporting solution related to CARS NG and SAP Data. A database developer and a Senior Business Analyst were involved in creating the reporting suite.
- Since the volume of data was minimal and to save cost on hardware, licensing, maintenance and support it was decided to use the same database rather than creating a different schema.
- Based on the reporting requirements reporting tables were created in CARS NG database. An ETL process was developed to update the tables on periodic basics.

Reporting Solution 1: To generate the reports used on regular basis, materialized view of those reports with refresh rate were created in CARS NG database using the reporting tables. Materialized views are accessible via Cognos, wherein user can further customize the report according to their needs.

Reporting Solution 2: Creating reports on an as-needed basis used to entail custom SQL scripting for their internal support team. To overcome this time consuming and expensive process, it was decided to make reporting tables available in Cognos. Table definition and relationships were created in Cognos according to business needs. Users were able to access reporting tables and create reports by using Cognos Drag and Drop functionality. All the reports created in Cognos could be imported to Excel and further customized.

Reporting Solution 3: Business users had a need to monitor data activity between two systems. Ex: Business wanted to compare contract pricing in CARS NG and SAP. An automated process was created to compare pricing data between both the systems , a daily report is automatically generated and sent as an email to the user.