

MAXIMIZING ROI WITH QUICKSTART SOLUTION FOR SAP BUSINESS ONE

POWERED BY



IBM
Cognos
Analytics



IBM
Planning
Analytics



QuickStart
SOLUTION FOR SAP BUSINESS ONE



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NewIntelligence examined the impact of its **QuickStart Solution for SAP Business One** in helping businesses improve operational efficiency, reduce costs, and boost revenues. By leveraging IBM Cognos Analytics and IBM Planning Analytics, NewIntelligence's QuickStart Solution enables companies to uncover hidden business insights, optimize decision-making, and drive profitability.

For instance, a company using QuickStart Solution identified key sales trends, optimized inventory management, and streamlined financial reporting—leading to revenue growth and cost savings. By implementing NewIntelligence's QuickStart Solution, the organization saw a **266% ROI** with a payback period of **just 5 months** and an average annual benefit of **\$86,500**.*



THE COMPANY



THE CHALLENGE



A North American wholesale distributor specializing in consumer goods, electronics, and industrial supplies serves a broad network of retailers and eCommerce businesses. With annual revenues of **\$15M–\$20M**, the company operates multiple warehouses and manages thousands of SKUs across different regions.

As demand fluctuated and supply chain disruptions became more frequent, the company faced challenges in **inventory management, sales forecasting, and financial reporting**. Their reliance on manual reports and spreadsheets made it difficult to track performance, optimize stock levels, and react quickly to market trends.

By implementing **NewIntelligence's QuickStart Solution for SAP Business One**, the company gained increased visibility into sales, purchasing, and inventory, enabling data-driven decisions that reduced costs and increased revenue.



Fragmented Data Sources:

Critical business data was often scattered across financial, sales, and inventory systems, making reporting time-consuming and inefficient.



Manual Reporting Processes:

Teams rely on spreadsheets and manually built reports, leading to delays and errors.



Limited Operational Visibility:

The business struggled to optimize pricing, inventory, and profitability without up-to-date insights.

To overcome these challenges, the organization sought a business intelligence solution that could centralize data, automate reporting, and provide actionable insights to improve decision-making with a quick, out-of-the-box solution.



CHALLENGE

*Costs taken from current BI practices, including time savings, staffing and other solutions costs.



THE STRATEGY

To enhance reporting and analytics, the company turned to NewIntelligence's QuickStart Solution for SAP Business One, which provides:



- Pre-built dashboards and reports for finance, sales, operations, and inventory.
- Automated data refresh for up-to-date insights without manual intervention.
- AI-powered analytics leveraging IBM Cognos with Watson to forecast trends and optimize operations.
- Self-service model for business users to create their own dashboards and reports.

The organization evaluated various solutions, including standard SAP B1 reporting tools, Power BI, and Tableau, but selected QuickStart Solution for its SAP Business One integration, ease of use, and rapid deployment.

The initial deployment was completed in under three weeks with support from NewIntelligence consultants. The solution was seamlessly integrated with SAP Business One, allowing teams to gain instant access to business insights.



KEY BENEFIT AREAS

QuickStart Solution significantly enhanced business performance, with key benefits including:



Improved Marketing Effectiveness & Customer Insights

- Eliminated low-performing promotions, improving marketing ROI and reducing advertising costs by 43%.
- Customer segmentation led to targeted campaigns, increasing customer retention.



Improved Financial & Operational Visibility

- Sales increase through 3 different revenue streams
- Consumer Products 4.2% increase, Electronics 18% increase and Industrial Supplies 18% increase.
- Dashboards provided up to date insights into revenue, costs, and margins.



Labor Cost Savings & Efficiency Gains

- Reporting automation eliminated manual report creation, allowing teams to focus on strategic initiatives.
- No additional headcount was needed, despite increasing reporting complexity, \$75,000 min in savings.



KEY COST AREAS

The primary investment areas included:



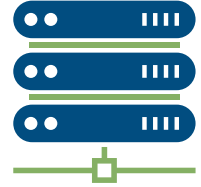
Software

QuickStart Solution for SAP Business One licensing fees.



Consulting & Training

Initial implementation and user training.

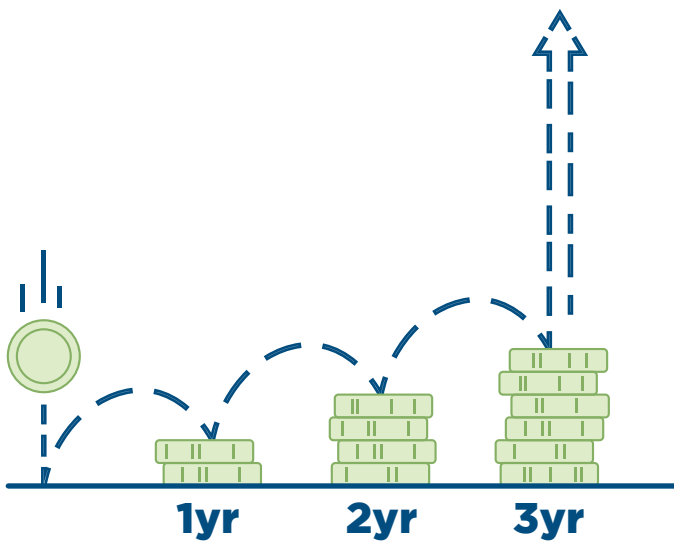


Infrastructure

On-premise deployment.



ROI CALCULATION



METRIC	VALUE
Annual ROI	266%
Payback Period	5 months
Average Annual Benefit	\$86,500
Average Annual Cost	\$32,540
Total Benefits Over 3 Years	\$259,500
Total Costs Over 3 Years	\$97,620

Costs taken from current BI practices, including time savings, staffing and other solutions costs.



Cost Savings



Efficiency Gains



Revenue growth

Quantified over three years, QuickStart Solution benefits accounting for cost savings, efficiency gains, and revenue growth. Based on a typical three-year deal, two core modules, five super user licenses, and a vanilla installation into the customer's environment.

QuickStart's impact translated into rapid payback and long-term profitability, making it a high-value investment for SAP Business One users.



BEST PRACTICE FOR SUCCESS

Organizations that successfully implemented NewIntelligence QuickStart Solution followed this best practice:



- ✓ 1• *Install the vanilla version of the solution and play around with your data.*
- ✓ 2• *Decide what modifications you need.*
- ✓ 3• *Always start small and build outwards; take a Crawl, Walk, Run approach.*

By implementing this strategy, businesses maximized their return on investment and unlocked new growth opportunities.



CONCLUSION



3 TIER SOLUTION

With approximately 30 pre-built modules based on best practices, with powerful analytics tools from IBM Cognos and IBM Planning Analytics.



OPERATIONS

MODULES INCLUDED

Quotations
Orders
Sales
Inventory



FINANCIAL REPORTING

MODULES INCLUDED

GL Financial Reporting
Accounts Payable
Accounts Receivable



BUDGETING & FORECASTING

MODULES INCLUDED

Sales Budgeting & Forecasting

NewIntelligence's QuickStart Solution for SAP Business One empowers businesses with automated reporting, AI-driven insights, and dynamic dashboards, delivering rapid ROI and long-term cost savings. QuickStart Solution has 3 tiers that offer Operations, Financials, and Sales Budgeting and Forecasting, all powered by IBM, ensuring comprehensive analytics tailored to your business needs.



SUCCESS

For SAP Business One users looking to **Optimize Operations, Reduce Costs, and Drive Profitability**, QuickStart offers a proven analytics solution with a fast payback period.

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