

Chamberlain leverages TekLink's SAC expertise to implement Sales Forecasting Process



Business Objective

- The client wanted a modern tool for Sales Forecasting to improve the forecasting accuracy.
- A better visibility to forecast and market share data, using Reports and Dashboards.
- Ability to load Salesforce data for Key Customer Accounts.
- Easy load of data available in their Business Warehouse
- Automation of steps to reduce manual error
- A tool with strong analysis features to review and company forecasts to actuals and predictive capabilities

Client

- The client is a global leader in access solutions and products. They design and engineer garage door openers, commercial door operators, and gate entry systems. They are also the largest wholesale distributor of perimeter access control equipment across the United States.

Industry

- Manufacturing

Function

- Business Planning And Consolidations

Technology

- SAP



The Solution

- TekLink recommended SAP Analytics Cloud (SAC) to support their sales forecasting process:
- SAC's integration capabilities were used to load the Sales Rep forecast information from Salesforce using Flat Files.
 - SAC's integration capabilities were also leveraged to load Sales Actuals Data from their Business Warehouse.
 - SAC's calculation capabilities were leveraged to simplify the process and eliminate the manual steps.
 - With the help of SAC's reporting and visualization abilities, the TekLink Team helped generate reports to track forecast accuracy which can be used for further analysis.
 - The other SAC features that were leveraged for:
 - Allocation capabilities for the generation of detailed information.
 - Predictive capabilities to generate the statistical report.



Outcomes and Benefits

- An intuitive and user-friendly interface to enter forecast adjustments.
- Elimination of user error through the automation of the calculations.
- A single repository for the market share data and forecast information.
- Standard reports for tracking the forecast accuracy at multiple levels.
- Advanced collaboration capabilities to manage and control the whole process.
- Capability to generate statistical forecast using SAC's Predictive Capabilities.
- Ability to execute reports that include detailed information for further analysis.