



## Business Challenges and Objectives

- Establish a seamless workflow for consistent daily data flow from diverse source files.
- Implement automation to efficiently manage and update multiple source files daily, alleviating the burden of time-consuming manual tasks.
- Provide insights into 12-month revenue trends through dynamic price and volume evolution visualizations.
- Enhance understanding with comprehensive data visualization, including detailed price and quantity breakdowns for each test.
- Consolidate 15 reports into a single, user-friendly dashboard for streamlined decision-making.
- Minimize manual efforts, optimizing efficiency in strategic decision-making processes.

## Client

- Our client is a renowned bioanalytical toxicology laboratory known for its specialized clinical and forensic services. They provide a comprehensive range of more than 2500 tests to various institutions and professionals, including hospitals, universities, law enforcement agencies, attorneys, and medical practitioners.

## Industry

- Healthcare

## Function

- Pathology Labs

## Technology

- PowerBI



## The Solution

- The team collected data from SQL and Excel for a Power BI dashboard with 15 reports.
- They created a user-friendly dataset using existing SQL views, highlighting revenue, volume, and detailed breakdowns without data transfer to a warehouse.
- TekLink's dashboarding solution helps the client in:
  - **Monthly Lab Test Performance and Payment:** Track monthly lab test counts and customer payments to monitor service usage and revenue.
  - **Blending Operational Reports with Historical Data:** Combine operational reports with a 12-month historical view, aiding trend analysis and pattern identification.
  - **Real-time Performance Tracking:** Access real-time lab test performance metrics data, enabling quick decision-making and issue resolution.
  - **Yearly Savings Calculation:** Calculate annual customer savings based on discounts, useful for customer loyalty and pricing strategy assessment.
  - **Lab Test Demand Forecasting:** Predict upcoming lab test demand using dashboards and historical data, facilitating resource planning and inventory management.



## Outcomes and Benefits

- A substantial reduction in data processing time, from 1-day to a couple of minutes, improving overall efficiency and productivity.
- Streamlined analysis of Operational Management and Financial Success for proactive customer negotiations.
- Cut manual tasks, saving time/resources, optimizing Warehouse space, and boosting historical data retention.
- Removal of manual data entry, reducing confusion and saving valuable time for employees who previously worked with multiple Excel source files.