

National Retail Chain Improves Planning Accuracy and Reliability

Overview

JCB Partners Retail Practice Group combines best practices in business intelligence, data warehousing and performance management with deep industry expertise. JCB Partners improves business performance by developing our customers' Culture of Analytics™ and by helping them better understand the data that drives their business.

Business Situation

For Retail organizations, being flush with data has yet to yield the promising results of better, faster decisions. Legacy systems and processes were designed to support transactional and operational purposes. Finance groups are over worked and spend 80% of their time gathering and manipulating data and only 20% analyzing it. IT groups are strapped supporting operational systems. These truths are at odds with Executive management's expectation of introducing initiatives around Dashboards and Scorecards to help them better manage the business.

Solution

JCB Partners helps Retail companies implement a process and technical framework around how they think, and how they need to operate. From Flash reporting to scorecards/dashboards to budgeting and forecasting. We develop technology solutions that speak your language.

For More Information

For more information about JCB Partners and our Performance Management Solutions, contact us at 303.623.1522 or send an email to

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Background

This National Restaurant chain recently completed their initial public offering and was looking for a solution to generate consistent, accurate, and transparent business estimates for both internal and external audiences. This solution would also address the requirements related to Store Planning and Sarbanes Oxley compliance. The legacy Excel planning solution was cumbersome and difficult to maintain given the dynamic growth conditions.

Business Challenge

The organization needed a reliable, repeatable, and efficient process to generate both corporate and store level plans, budgets, and forecasts. This information would not only be used to communicate quarterly earnings and forecasts to both internal and external stakeholders but also provide a platform for detailed store level planning. The solution needed to generate consolidated Profit and Loss, Cash Flow and Balance Sheet statements for Comparable stores, New stores opened this year, New stores opened last year, and Corporate Departments

The Solution

JCB partnered with the client to streamline the Planning and Forecasting process and implemented the new process leveraging both Cognos Analyst and Contributor products. The new planning process supports store level and department level planning and provides what-if analysis capabilities as well. All organization planning and forecasting are now completed in the new solutions. Working in a cohesive team environment, JCB provided a lead technical developer to guide the client project team. The client team included three client employees (two technical support professionals and one business analyst). JCB provided expertise in the following skill sets:

- » Process Analysis and Requirements gathering
- » Enterprise Planning and Budgeting Best Practices
- » Cognos Planning and Cognos PowerPlay
- » Knowledge transfer through training and mentoring

The Result

The project was delivered in 6 weeks on time and on budget. The client has seen a dramatic improvement in forecast accuracy and a shift from data collection and input to information analysis.