

Watts Water Technologies Improves the Flow of Data with Cognos TM1

Overview

Description

- ✓ Multi-Dimensional Forecasting and Financial Planning Solution

Software

- ✓ IBM Cognos TM1

Benefits

- ✓ Develops reliable and timely forecasts and budgets
- ✓ Automates the consolidation of data and analysis process
- ✓ Reduces time spent generating reports
- ✓ Reallocates resources to focus on more strategic tasks
- ✓ Proactive management of sales pipeline
- ✓ Improve planning and decision-making

Proven Results

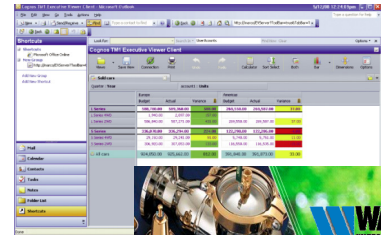
“Our sales organization was unsure as to what the best solution would be to address their sales reporting and budgeting requirements and through our partnership with Prolifics, we have been able to deliver a feature rich, easy to use, TM1 solution.”

— Kris Munson, Senior IT Project Manager, Watts Water Technologies

Client Background

Watts Water Technologies is a global company with operations in North America, Europe and Asia, providing solutions for the safe use, improved quality, precise control, conservation and beneficial comfort of water.

A leader in the industry with over 130 years of history, Watts Water Technologies designs, manufactures and sells an extensive line of flow control products for the water quality, residential plumbing and heating, commercial and OEM markets. With over 5,000 employees and brands such as Watts, Powers, Ames Fire & Waterworks, Brae and Orion, Watts Water Technologies has many recognized leading brands, with a variety of solutions that are used to maintain the quality and flow control of water.



Business Problem

Watts Water Technologies depends on budgeting processes and ongoing sales reporting between sales groups and authorized representatives in order to manage the sales pipeline. The company looked to increase their efficiency in generating the monthly forecast reports, which Watts Water Technologies considered an inefficient use of time and resources when done manually.

The sales data from the company's ERP system was used to update the numbers in the forecast reports, allowing corporate management to analyze performance and make decisions. With more representatives selling a variety of Watts Water Technologies brands, they needed to consolidate data from the ERP system in a more timely and automated fashion.

Watts Water Technologies required a software solution that would provide up-to-date information, reducing time and potential for error, and enabling them to make better business decisions.

Solution

IBM Cognos TM1 allows Watts Water Technologies to improve forecast and budget efficiency, making the information easier to access for those who need it. The solution enables the assembly of data from multiple sources and provides multidimensional views. The implementation of TM1 will increase business intelligence, efficiency and productivity while eliminating disparate data.

Prolifics worked with Watts Water Technologies to implement the solution, which enables the company to create reliable and personalized reports, generated regularly for proactive management of sales pipelines. TM1 eliminates all manual aspects of the process and ensures the delivery of trusted information, improving the reliability of data. A task formerly spanning 2 weeks is completed in minutes, increasing productivity exponentially and reallocating resources to focus on more strategic

(Continued on page 2)

tasks. Incorporating a more automated and scientific aspect to these assignments gives Watts a competitive advantage, improving accuracy and reducing time spent generating reports.

An additional benefit of this unique implementation is that it provides their regional managers with the ability to exploit their data in a very user friendly "point and click" interface. Able to service their own business requirements, the ease with which the managers can access information makes them self-sufficient and able to pull the data they need.

By utilizing TM1, Watts Water Technologies is capable of making more informed decisions, spotting trends and automatically recognizing areas where agents are excelling or may need additional assistance. With over a billion dollars in annual sales, the company is improving the process used to consolidate data. With the solution's impressive success in the United States, Watts Water Technologies plans on deploying the software on a world-wide level.

About Prolifics, a SemanticSpace Company

Prolifics is the largest systems integrator specializing in IBM technologies. Having garnered awards for its solutions and technical excellence across IBM's entire software portfolio, Prolifics provides expert services including architectural advisement, design, development and deployment of end-to-end SOA, Portal and Security solutions. SemanticSpace, Prolifics' parent company, is a global IT services firm providing application development, testing, application maintenance and outsourcing services. Bringing over 30 years of experience and a strong global presence across the US, Europe and Asia, the SemanticSpace companies offer clients end-to-end services combined with the market's most seasoned and skilled consultants and the dedicated care and attention that comes from a highly-specialized, boutique company. By combining application frameworks, prebuilt components, custom development expertise, a governance framework and a blended shore model, we help organizations decrease risk in complex software development and deployment investments, improve time to market and increase success of business strategy execution.



SEMANTICSPACE

e: solutions@prolifics.com www.prolifics.com
u.s. headquarters: 114 west 47th street new york new york 10036 USA t: 212.267.7722 or 800.458.3313 f: 212.608.6753
new york city orlando boston philadelphia washington dc san francisco london hamburg hyderabad