

## Enhanced Data Integration for Manufacturing



### impact

- Establishment of a unified sales reporting framework.
- Enhanced sales-to-budget analysis capabilities.
- Preliminary reports released to Commercial Presidents for review, paving the way for broader implementation.

### issues and goals

A multifaceted manufacturing conglomerate faced a significant challenge. With multiple business units including infrastructure, packaging, flooring, electronics, and product assembly, their data was scattered across various ERPs, causing significant integration and visibility issues. They sought a comprehensive data solution.

Their case highlights a trio of interrelated challenges that are all too common in today's mid-market companies: disparate data systems without a unified data repository, inconsistent data handling across BUs, and limited IT resources to implement scalable solutions.

This creates a complex obstacle to achieving streamlined, data-driven decision-making. Without a centralized data repository, valuable insights remain siloed within separate systems, severely hampering the ability to extract a cohesive narrative from the data.

Addressing these challenges requires not just technological solutions, but a strategic overhaul of data management practices, emphasizing the importance of unified data governance and the efficient allocation of IT resources to build a robust, scalable data infrastructure.

### results

- The implementation received positive feedback, particularly from the Infrastructure BU, highlighting improved visibility and actionable insights for the sales team. The swift and efficient integration of data sources and report development was particularly praised, marking a significant step forward in their data-driven journey.

### solution

Blue Margin developed an enterprise-grade Data Lake integrating Process Pro Premier and two instances of Sage, setting a robust foundation for data consolidation and analysis. The initial focus was on developing an Infrastructure Sales report to enable a scalable model for sales data across other BUs.

