

## Jedox takes Novoferm's planning to the next level

Easy implementation for intuitive usability and faster processes



### Client

Novoferm

### Region

Netherlands

### Industry

Manufacturing

### Department

Finance, Sales

### Solution

Sales reporting and planning,  
management reporting

### System environment

SAP R/3, SAP BW

### Executive Summary

The international manufacturer Novoferm optimized its planning and reporting processes with Jedox. Thanks to the simple implementation process and the Excel-based interface, users immediately felt comfortable using Jedox. The company saves a lot of time and costs by easily creating reliable reports. In the future they intend to extend their work with Jedox and take it to the next level.

## Doors close to perfection

Novoferm is one of the biggest door and shutter manufacturers in Europe. Since 2003 it is part of the Japanese Sanwa Shutter Group, which is worldwide one of the leading garage door and shutter brands. The Sanwa Shutter Group has more than 9.000 employees and conducts business worldwide through a network of 107 companies and thousands of partners.

Gerard ten Dam has been with the Dutch Novoferm branch as a financial manager for almost 30 years – and has never experienced a dull moment in the Novoferm organization: *“Every year has brought new opportunities and challenges: it keeps you sharp and creates room to initiate changes and improvements,”* he says. He has been involved in several take-overs, mergers, construction of new plants, expansions and international cooperation.

*“As any finance professional it is my first responsibility to see to proper control, order and overview. Having the right periodic input and output is the basic requisite to operate and as things change you have to be on top of things to get it right.”*

*Over the years I have developed a pretty good antenna but going forward I felt it necessary to embed insight and performance management deeper into our organization. Besides better decision making on other levels in the organization we wanted to increase our efficiency and to improve our data analysis and collaboration.”*

### New possibilities for old habits

In the search for software that could support, Novoferm's first concern was a smart connection to the existing ERP system: *“First of all, we had to free ourselves more or less from the constraints the SAP R/3 and SAP BW environments posed on us”*, says ten Dam.

## Benefits

- ▶ 2 hours instead of 2 weeks for individual reports
- ▶ Implementation without support from IT department
- ▶ Better insights and overview of all processes
- ▶ Greater efficiency in data analysis and collaboration
- ▶ Rapid Return on Investment

## Why Jedox?

- ▶ Great cost-to-value
- ▶ Easy and fast implementation
- ▶ No programming skills needed
- ▶ Excel-based interface

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***“Having worked with Excel, Jedox immediately feels comfortable. The first quick wins are easy to realize as the requirements were largely based on the Excel sheets we already had. It is great to see the quick return on investment.”***

Gerard ten Dam, Financial Manager,  
Novoferm

Contact: Jedox AG

web: [jedox.com](http://jedox.com)

mail: [info@jedox.com](mailto:info@jedox.com)

blog: [blog.jedox.com](http://blog.jedox.com)

*“Important factors that played a role in selecting Jedox were the short implementation time, ease of use and maintenance and the initial investment in the software itself. From the outset, Jedox had a promising proposition compared to other tools we reviewed. Having worked with Excel, Jedox immediately feels comfortable. The first quick wins are easy to realize as the requirements were largely based on the Excel sheets we already had.*

*It is great to see how we quickly realized insight into turnover, margins and results per year, region, customer, sales representative, product group and so forth. And after implementation, without any involvement from our IT department at all. Today we have happy users throughout the company,”* he sums up.

## Saving time and creating better insights

The current business applications are intuitive and hardly require any explanation. Insight is delivered much faster and more reliable.

*“Some of the reports used to take two weeks to produce, now they don’t take up more than two hours! This is a good example of the quick return on investment we experienced. It has made us more eager to pursue other solutions but unfortunately we lack the time to take the use of Jedox to the next level just yet.*

*And by that I do not mean the time it takes to implement a solution but the time it takes to sharpen the way we want to drive the company. To define what information will further benefit our organization. It was our approach to build the first set of solutions and I am confident that having a very clear view of the end result is vital to our success,”* says Gerard ten Dam.

It is a comfortable thought to him that whatever business functionality Novoferm may define in the future it will not be limited by the ability of Jedox to accommodate it.



## Partner: Celcus B.V.

Celcus is a specialized consultancy company that helps companies and non-profit organizations meet their information challenges in 2 ways: It helps to design, build and maintain applications to meet the needs for intelligence and steering within an organization and it secures self-proficiency in the business by leveraging in-house capabilities in the area of business intelligence and performance management.

Celcus stands out through the accessibility of all the solutions it provides. The solutions are accessible in terms of price, speed of implementation and ease of maintenance. Some of the Celcus consultants have over 15 years of experience in the field of requirements analysis, BI/PM tooling, implementation, project management, change management and training.