

## Purchasing with foresight and confidence at trade organization Inka



### Customer

Inka

### Region

Netherlands

### Industry

Professional Services

### Department

Finance, Sales, Procurement

### Solution

Purchase planning with scenario analysis; Analysis and forecasting of bonus agreements

***“With Jedox, Inka has an excellent tool which provides insight in the past, the present but especially also in the near future. We can also actually use this insight as a communication and driving mechanism, which has given our collective purchasing power and collaboration a firm impulse.”***

Eric Pluut, Director, Inka

Inka is one of the most powerful purchasing combinations in the Netherlands. They represent a collective of over twenty medium-sized installers with a total of 4,000 employees. This gives Inka the purchasing power to realize benefits from an extensive portfolio of suppliers and wholesalers in electrical engineering, mechanical engineering and climate control.

Moreover, Inka is also involved in the selection of these suppliers, products and manufacturers. With an honest, professional and respectful approach, Inka builds personal and strong relationships with their partners and thus forms a crucial and valued link in the chain.

### Procurement Management

In order to make the entire purchasing process as efficient as possible, Inka invested in Performance Management technology in the past year: *“As a purchasing organization, Inka needs detailed insight into the purchasing of its partners at suppliers and wholesalers. Prior to the introduction of Jedox technology, we used three Access databases for this purpose, in which the debtors of the wholesalers and suppliers and the creditors of the partners were registered. The data contained various granular levels of detail since not all wholesalers provided the same data. Based on this data, pivot tables were used to analyze the realized turnover. However, due to the applicable terms and conditions and the flat nature of the databases, a link between the conversions and bonus agreements was not possible without writing complex queries.”* – Elvira Nolle, Information Manager.

*“From a functional point of view, determining the realized and projected sales and bonuses was a time-consuming task. After setting the bonus amounts, we also had to invoice and monitor that our partners would receive their bonuses in time. Since the financial transactions were recorded in a separate system, this check was always a manual task. All in all, it proved difficult to retain enough oversight. It cost a lot of time and effort.”* – Mariëlle Beverloo, Commercial Assistent.

## Benefits

- ▶ One central platform for internal and external users (suppliers, partners)
- ▶ Transparent and automated process monitoring (status of sales and bonuses)
- ▶ Faster insights and more reliable results

## Why Jedox?

- ▶ One single source of truth (In-Memory OLAP)
- ▶ Compelling proof of concept
- ▶ Outstanding speed & flexibility
- ▶ Steep learning curve thanks to training program for Inka's users

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***“The speed in which the Jedox POC was delivered and the flexibility of the tool convinced us to choose a new IT partner.”***

Eric Pluut, Director, Inka

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*“At the same time, most purchase contracts are set up in such a way that the greatest purchase benefits can be achieved towards the end of a period. It pays to recognize these potential purchasing benefits in time and to make partners aware of these threshold values. Through better scenario analysis and result-driven procurement management, Inka wanted to further optimize the collective purchasing.” – Eric Pluut, Director.*

## Plug-in

This manual and error-prone step by step process had to be structured and automated so that the information provision to all partners could be optimized and expanded. There was a need for more detailed insight into data and support in the monitoring of processes. A solution with only ‘one version of the truth’ with only one database containing all data was clearly preferred.

The source of this data were accounts receivable from the suppliers and wholesalers, creditor files of the partners, data from the financial system and metadata from the master data management system. Combining this with a structured data-reading process would provide Inka not only a richer but also a more reliable analysis source with both historical and forecasted figures.

## Possible solutions

*“We looked at two possible solutions to meet our needs. One solution was a web environment with a mobile application that would be custom developed by our existing IT partner. The alternative was an in-memory OLAP solution with ETL tool, web front-end and ad hoc analysis capabilities that Jedox offered. In a short selection process, both suppliers were asked to build a ‘Proof of Concept’ (POC) in which it should be shown how a solution can contribute to a structured registration and presentation of sales and the automatic calculation of bonuses. The speed in which the Jedox POC was delivered and the flexibility of the tool convinced us to choose a new IT partner.” – Eric Pluut, Director.*

## Performance

*“The project started with writing a project proposal in which we discussed what we were going to do. The previously built POC served as a starting position complemented by additional, required functionality. First of all, a database was designed in which both the turnover and the bonuses could be registered and calculated. Then the data was defined with which the data model would be filled.*

*After completing this, we immediately continued to build the read-in processes with which the database was built up and filled with data. During this process, we had already started building the reports and monitors that collectively slowly evolved into a real application. As soon as a component was delivered, it was immediately tested and the feedback was included in a subsequent iteration. After a few iterations the most important parts could be delivered and the application was put into use.*

To ensure that all users could easily use the system, on-the-job training took place in the first instance and key users then followed a number of standard Jedox training courses. Thanks to the training, the extensive possibilities of Jedox quickly became known to us and it enabled me to use advanced analysis in practice.” – Vincent Chardonnens, business analyst.

## Result

“Currently there is an integrated and flexible web-based system for registering, analyzing and forecasting bonus agreements. For this purpose, data from two systems are extracted daily and files with turnover figures from suppliers and partners are also uploaded and read-in on-demand. Users log in via an existing user portal and can seamlessly proceed to their monitors and reports in Jedox. In addition, they can use automated process monitoring to check at any time what the current read-in status of sales and bonuses is, and thus also how reliable it can be predicted towards the end of the year. The structured calculation rules and related processes ensure that all users always look at 100% correct and up-to-date figures which eliminates discussions about differences.



Performance monitor in Jedox Web

As a result, users save a considerable amount of time and are therefore better able to focus on analyzes and prognoses. For the advanced user, there is also the possibility of an ad-hoc analysis in which all data can be accessed and analyzed from all possible angles. Finally, functional management of the system can also be done easily via the same web environment. The maintenance, modification and copying of bonus agreements can be made via an intuitive interface and the agreements can be implemented directly in the calculation of the bonuses.

Now, all internal and external users of the system always have access to the latest available figures on a day-to-day basis. Jedox helped us to bring all data together in a structured, reliable, maintainable and insightful way” – Elvira Nolle, Information Manager.

*“Together with our partners and suppliers we now have instant access to the insight needed, especially the expected volumes. With Jedox we make better use of our data and we have all our forecasts and scenario’s worked out for us.” – Eric Pluut, Director.*

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**Partner: Celcus B.V.**

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