

BIKE IT



Project

To create a series of PowerBi Dashboards by analysing Bike It SAP data and turning data points into easy to understand infographics designed to be used on the road in pressured sale situations.

Requirements

- Create an all Field Area Managers (FAM) Dashboard for the Management team to easily monitor FAM performance.
- Create individual, specific FAM dashboards for each of the FAMs to help with customer sales meetings/interactions.
- Reduce time spent by the sales team manually running reports from SAP and analysing data.
- Reduce time spent by FAMs running reports from SAP before sales meetings and allowing them to react in real time to customer stock and sales queries.

The Challenge

Extracting the data from SAP, transforming it to make it relevant, easy to understand and displaying it in a way which is visually appealing.

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The KFA Solution

- Understand exact data requirements for the reports. Lengthy discussions with Bike It Management and FAMS were carried out to establish what data they wanted to appear on their Dashboards.
- Found the relevant data tables on SAP, created complex views, stored procedures and queries on SQL Server Management Studio to obtain the data required to create the Dashboards.
- Linked PowerBi to Bike It database and imported queries into the tool. Data was manipulated, filtered further and then added to different visuals such as bar charts, line graphs and slicers to display the data required in an eye catching and efficient way.

Some examples of the types of visuals created:

A hierarchical column chart showing sales by product group in both currency and quantity, making it possible to drill down in a product group to see the subgroups and item codes within that group.

A searchable slicer showing available stock levels for all products across Bike It's product range.

A stacked bar chart to compare the sales made by each FAM with the average FAM sales across each product group.

A customer specific column chart showing product groups and items purchased over the last year.

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The Outcomes

- Creation of 10 UK FAM Dashboards, 9 French FAM Dashboards, 13 Italian FAM Dashboards and 2 Management Dashboards.
- Reduced the time spent by FAMs pulling up customer data before meetings as the Dashboards already contain all the required sales and stock information. This means the FAMs can now spend more time selling!
- Reduced the time spent by the Management team analysing sales history and populating sales performance spreadsheets as the Management Dashboard now contains all the relevant KPI information for each FAM for the last two years.
- Increased customer satisfaction and engagement during sales meetings as the FAMs now show up to sales meetings with live, accurate customer data which can be filtered on the spot to help the customers easily identify their product needs and compare themselves to the company average.