

# Turning data into meaningful information

Tired of compiling data scattered across several Excel spreadsheets and Access databases? Irritated by preparing similar analysis on a regular basis? Fed up with making decisions based on outdated information?

Business Intelligence (BI) solutions enable you to explore real-time data from all of your IT systems. Managerial dashboards will allow you to clearly understand what is happening in your organization and help to monitor current level of KPIs. Not only can you have a holistic view of the business units' performance, but also an opportunity to drill down to the smallest detail and single transaction line.

Business Intelligence (BI) is not only about simple reporting. BI is there for you to enable efficient and accurate planning, budgeting and reporting activities, as well as to assist in decision making process and help monitor the results.

“

The Right Information, to the  
Right People, at the Right Time,  
to make the Right Decisions

KPMG

”

## Why to implement?



Through smart use of information technology, BI offers instant and unlimited insight into organization's processes and risk exposures. Access to the real-time information on emerging issues and ongoing risk assessment gives managers opportunity to optimise decision-making process and prioritise projects addressing or mitigating identified process gaps.



Minimize losses due to early problems detection and opportunity to address them in a timely manner



Enhance the decision-making process by providing easy access to up-to-date management information, as well as key performance and risk indicators (on-demand access to KPI and KRI results)



Increase process efficiency and effectiveness

## The Trust Deficit



CEOs have concerns about the quality of data on which they base their decisions



CEOs have limited trust in the accuracy and effectiveness of the way their organization uses Data & Analytics

- KPMG CEO Survey 2016

## Why KPMG?



Our Data Analysts and Business Intelligence specialists took part in many BI implementations, both locally and internationally, having gained practical experience and exceptional know-how in the area.



Business Intelligence is not only about technology. We ensure access to absolutely mandatory and unique set of skills including finance, taxes, business processes optimization, design and implementation of adequate business intelligence tools.



KPMG owns number of „ready-to-deploy“ reports with built-in automatic control mechanisms based on the analysis of source data from various business areas, such as: finance and accounting, tax, procurement, sales, supply chain, inventory, quality assurance, retail and treasury.



We offer assistance in designing and implementing interactive reports adjusted to the particular business requirements directly addressing your specific business needs.



Based on our experience, we have developed set of interactive dashboards which main purposes is real-time monitoring of operational efficiency and control mechanisms addressing potential process gaps.

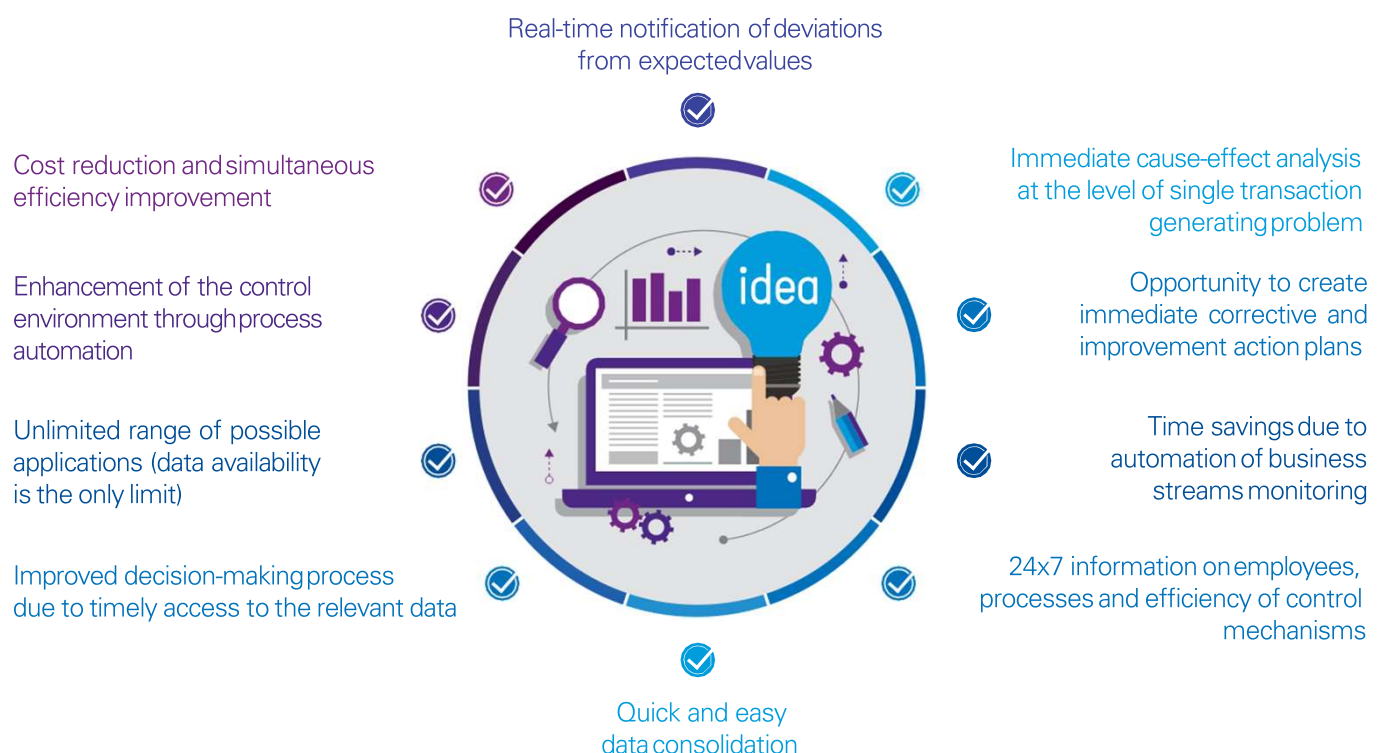
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Data and analytics really got our attention after the economic crisis when we had to identify potential business opportunities in a more uncertain and competitive environment. With data and analytics, we gathered insights on economic conditions, consumer interest, changing regulations and financial conditions.

*KPMG International D&A survey, August 2013, Survey respondent*

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## The main advantages of BI reporting



## Use case examples

### Finance



### Retail



- Working capital & cash conversion cycle monitoring
- Duplicated invoices and payments review
- Performance monitoring (both process and employee level)
- Transaction-Level exception report
- Foreign currency level planning
- Working capital & cash flow prediction
- Days and products out of stock / lost margin
- Network utilization
- Inventory turnover
- Top/bottom branches

### Quality Assurance



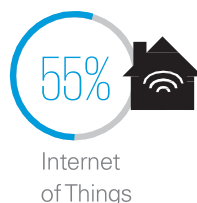
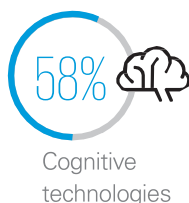
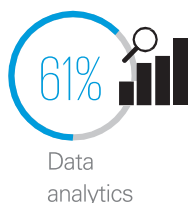
- Monitoring and managing production deviations
- Planning and monitoring implementation of Corrective and Preventing Actions
- Cost of Poor Quality management
- Transforming manual businesses processes to digital, automated workflows
- First Pass Approval monitoring
- Complaint-handling process

### Sales & Logistics

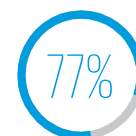


- (Backlog) orders in hand volume monitoring
- On time and in full delivery performance
- Inventory management
- Missed sales opportunities
- Sales value recognition
- Top clients & products
- Geographical sales margin analysis
- Negative margin identification

### Areas of greatest investment in technology expected in three years






### Technology



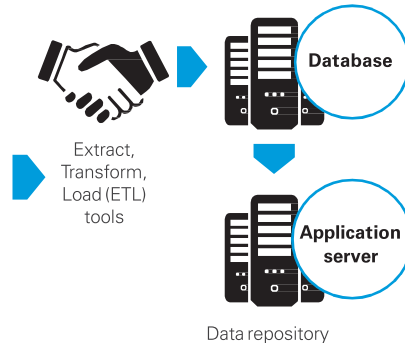
The speed of change will be exponential and fueled by technology. Seventy-seven percent of CEOs are concerned about whether their organization is keeping up with new technologies. Data and analytics will be a top area of investment over the next 3 years (25 percent).

## High-level architecture

### SOURCE DATA

- 
**Transaction data**  
 ERP, CRM and other systems supporting processes
- 
**Customized data**  
 Information from emails, reports, access management systems, etc.
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**Other data**  
 Data from non-electronic sources (e.g. forms)

### DATA PROCESSING



### STANDARDIZED REPORTING

#### Cause and Effect Analysis

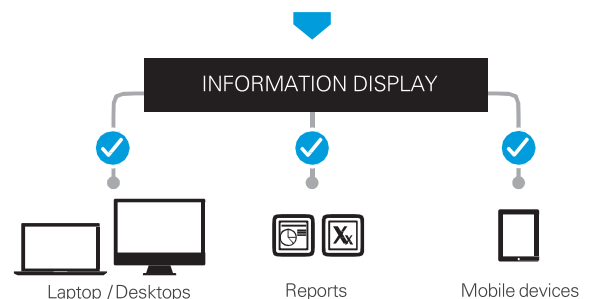
Drill-down functionality enables detection of causes of deviations from the expected values

#### Controls, exceptions and KRI dashboards

Dashboards in a standardized layout allow ongoing monitoring of controls and key process parameters

#### Alerts and notifications

System of notifications based on e-mails and SMS



“ Any fool can make things bigger, more complex, and more violent. It takes a touch of genius and a lot of courage to move in the opposite direction.

Albert Einstein

## Benefits on the technological level



- + Intuitive, user - friendly interface
- + Possibility to present multi - source data on a single dashboard
- + Ease of maintenance (low hardware requirements and full scalability)
- + Integration of all data sources
- + Possibility to adjust data layout according to the audience's requirements
- + Fully operational product (high customer satisfaction)
- + Convenient access to reports from any device (including mobile devices)
- + Customization according to the business needs
- + Live data connection

## Contact

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