

Case Study

ElegantJ BI Business Intelligence

**ElegantJ BI Business Intelligence for Tally®
Implementation for a leading Automobile & Auto Ancillaries Dealer**



ElegantJ BI
ISV Partner for *Tally* - Business Intelligence

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Case Study

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Client

The client is one of the largest dealers of Hyundai Motors in western India.

The company has 5 workshops, 2 showrooms, 2 stockyards, and modern infrastructure required by Hyundai Motors.

The Objective

Being one of the largest dealers of Hyundai, the client needed reports and analysis related to daily operations, financial activities, sales, after sales service, and administration. They were using Tally® ERP as their main transaction system and the Dealer Management System supplied by Hyundai Motors.

They needed a simple BI and Reporting tool to derive consolidated analysis of data coming from Tally® ERP and the Dealer Management System for better decision-making on time.

Challenges

- ❖ Traditional spreadsheet-based reporting was noninteractive, time consuming, and inaccurate
- ❖ Data collection and manual consolidation from Tally® and the Dealer Management System was error prone and time consuming
- ❖ The finance team and power users were unable to perform ad hoc reporting as well as slice and dice of data for advance MIS reporting

The client needed a business intelligence solution that could be integrated with Tally® ERP and provide consolidated dashboards, KPI, and ad hoc reports for multicompany, multiyear data.

The Solution

Elegant MicroWeb demonstrated a ready-to-use, off-the-shelf BI solution integrated with Tally® ERP that catered to most of the client's BI requirements. Proof of Concept (PoC) was conducted, and the client was given brief training to get hands-on experience with their own data.

The PoC was critically analyzed and verified by the client's finance department and management team. Results achieved from successful PoC, led them to opt for ElegantJ BI as their enterprise BI solution.



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The client opted for customization to integrate and consolidate data from Tally® ERP 9 and the Dealer Management System. Additional dashboards, reports, and KPI were developed to cater to the client's specific requirements.

ElegantJ BI provided consolidated data views, dashboards, KPI, and ad hoc reports for sales, finance, inventory, and purchase functions. Automated delivery and publishing agent was used to schedule regular delivery of MIS reports via email to relevant stakeholders.

The Elegant MicroWeb team provided training on BI concepts using default dashboards, KPI, and analysis.

Technology & Platform

- Server : IBM Xeon E5 2420
- OS : Windows OS
- ERP : Tally® ERP 9 & Hyundai Dealer Management System

Key business intelligence objects implemented included the following:

Sales

- Sales Growth and Estimation
- Customer Performance
- Product Performance
- Sales Distribution

Inventory

- Stockyard-wise Analysis
- Sales vs. Quantity Performance
- Inventory-level Analysis

Finance

- Receivable and Payable
- Ageing Analysis for Receivable and Payable
- Debtors and Creditors Analysis
- Balance Sheet
- Profit & Loss
- Ratio Analysis



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Purchase

- Vendor Performance—Delivery and Quality
- Rate History
- Vendor and Product Performance

Elegant MicroWeb's Role

ElegantJ BI provided dedicated consultancy and support services to the client for the following:

- Installation
- Integration with Tally® and Dealer Management System
- Customization in Tally® ERP
- Training—BI Concepts, Administration, and User Training

Conclusion

Being a growth-oriented business and considering the complexity of MIS requirements, the focus was to upgrade Tally® users to the self-serving BI environment.

ElegantJ BI provided ready-to-use Tally® ERP connectivity and prebuilt ready-to-use BI solution with cubes, dashboards, KPI, analysis, and reports. Tally® ERP customization and integration with the Dealer Management System provided consolidated data, and the client's requirements were served within a month and within the allocated budget.

Key benefits & deliverables:

- On-site PoC was developed and demonstrated within a few hours
- Off-the-shelf ready connection and integration with Tally® ERP 9
- Integration and consolidation of Tally® ERP and the Dealer Management System
- Customization in Tally® ERP
- Consolidation of multicompany and multiyear data
- 100% browser-based interface that is compatible with desktops, tablets, and mobiles
- Enterprise architecture with 100% browser interface ensured rapid rollout across the organization

ElegantJ BI for Tally®'s primary value proposition of being a simple to use, off-the-shelf, affordable business intelligence tool for Tally® ERP contributed to the project's success.



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