

Business Intelligence for all Managers

A client with managerial and organizational reporting needs wanted to deploy more efficient business intelligence capabilities to better control costs and more effectively manage employee spend.

Challenge

Travel and entertainment expenditures for one of the largest pharmaceutical companies in the world exceeded \$700 million globally. Due its size and T&E transaction volume, there was need for an easily-configured T&E managerial reporting solution to enable **spend visibility, increase compliance**, and support ongoing corporate activities.

The client needed:

- Access to historical spend information to enable planning and budgeting.
- Summarized information with the option to view and analyze additional detailed data.
- Ability to enforce compliance with T&E policies and regulatory regulations (e.g., FCPA and Sunshine Act) through improved data visibility.
- Team-level spend to support ongoing sourcing and procurement activities.

Collaborative Approach

To help define the manager reporting strategy, Acquis gathered and prioritized requirements from managers and various operational groups. Acquis leveraged data from existing T&E system functionality and designed a multipurpose dashboard and stand-alone reports on key metrics.

Once the strategy and design was complete, Acquis:

- Built the reporting dashboard and stand-alone reports.
- Coordinated testing efforts, created the change management materials, and managed the phased deployment.
- Managed the change with the affected business units and end users through meetings and communications.

Drive Change

- **60 countries with 100,000 employees** were successfully provided with managerial reporting.
- Project was **cost neutral** with no additional license cost to enable managerial reporting.
- Significant **positive feedback** from the user community.
- The **overall success** of the project resulted in additional request for Acquis to enhance the existing back office and finance reports.

About Acquis

Acquis is a consulting firm specializing in strategy and implementation. We help ambitious organizations solve business challenges that enable sustainable growth and healthy efficiency. We do this by not just designing strategies but also putting them to work.

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