

EOS KSI Romania: implements an analytical and reporting solution for income and costs.

The company **EOS KSI ROMANIA** is present on the local market for more than 10 years and starting with 2005 it operates as a subsidiary of the EOS International Group, provider of services in the field of receivables management. EOS currently holds a market share of approximately 26% and a portfolio of customers that is continuously growing and diversifying, mainly in the banking field, but also in those of insurance, energy, telecommunications and IT.

Due to the extended financial crisis of 2008, the receivable collection rate has grown, both in volume and also numerically, being followed by an exponential growth of the receivable collection costs also.

Confronted with this situation, EOS Romania has chosen Fair Value to develop a business intelligence solution on the SAP platform, in order to facilitate decisions at management level regarding the distribution of costs by business lines or profit centers.



General overview

Company

EOS KSI Romania

Head office

Bucharest

Industry

Management of receivables

Products and services

Complete services, specific to dialysis centers

Turnover

EUR 13.6 mil.

Website

www.ro.eos-solutions.com

Partner

Fair Value

www.fairvalue.ro

Main objectives

- Monitoring of cost distribution
- Centralized and automated generation of profit and loss reports and the possibility of querying reports by multiple users
- The ability to create new reports, by various users, without IT knowledge

Solution

- A business intelligence solution developed by Fair Value on a SAP platform centralizes the data in a single database and allows the automated distribution of costs so that it is easily tracked
- A solution that allows the creation of multidimensional reports, with the possibility of comparative analysis

Key benefits

- Offers a single information source at enterprise level and it reduces the possible errors that occur when data is centralized
- Support for making decisions at management level, with the help of precise monthly reports, through a dedicated analytical solution.
- Self-service access of business users, without requiring IT knowledge

EOS Romania figures

26%

Market share

11

Regional centers

700

Employees



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Company objectives

The EOS activity involves the acquisition of portfolios of receivables, mainly from banking institutions and, after that, the collection of debits from debtors. To provide informational support to decision-makers in the company, the solution developed by Fair Value meets the following needs:

- Consolidating multiple databases into a single system from a workplace level to the central level
- Necessity of an integrated system which reduces all redundant activities, such as file imports, manual data synchronization in different systems
- Necessity of ensuring a framework for obtaining reports locally and for the group's management
- Company wide focus on cost control and increasing efficiency, which means the chosen solution must fulfill advanced financial reporting and management requirements
- Reduction of manual data processing due to the automation of processes (for instance, automated legal reporting in SAP)
- A better business control through better expense and income tracking
- Adopting a mature and stable tool that helps the company reach and track its business objectives



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Solution components

1. SAP licenses

The solution was installed so that several users can access analytical data

2. Backend Web based administration console

The Web console is used for administration / management (such as defining users and roles), tasks that are not connected to the mobile application and that are done by accessing a public web address (secured with username and password).

3. Central database

A central database was created, into which all primary data from the Excel tables are imported. All the data collected in tables are stored in the central database so that they can be easily accessed for analysis and reporting purposes.

4. Analysis solution for creating reports and analyses

This area is used for creating drag & drop reports and analyses necessary for the monitoring activity. The managers handling the management of the transport services now benefit from a BI system to create detailed reports.



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Implementation stages

1. Installation and configuration of SAP Business Objects module
2. Shaping the database
3. Mechanism for importing data from Microsoft Excel sheets
4. Configuration of cost distribution algorithms
5. Optimizing reporting data
6. Connection of SAP Business Object to the database
7. Creation of data universes
8. Initial creation of P&L reports
9. Training
10. Administration of Business Objects platform by the IT department
11. Testing the SAP Business Objects platform
12. Creation of drag & drop reports



About Fair Value

For more than 10 years, Fair Value provides complex business solutions based on SAP, the most powerful business suite in the world.

In 2007, Fair Value becomes SAP Gold Partner and currently is the most reputed SAP partner for the private environment, with more than 30 complex implementations in companies of all sizes, active in fields such as retail and distribution, services, constructions or production.

Besides the consulting services for the implementation of ERP, CRM and eCommerce solutions, Fair Value also develops proprietary intellectual property with the new SAP technologies, such as mobile applications, performance management solutions and BI solutions.

www.fairvalue.ro

About SAP

SAP is the leading supplier of IT business solutions in the world. SAP uses its extensive experience to offer a full array of solutions for all business needs.

By using SAP solutions, enterprises of all sizes, including small and medium enterprises, reduce their costs, improve their performance and gain the ability to adapt to the changes in the business environment.

The SAP solutions are specific solutions, customized to your company's field of activity, and not general solution; integrated solutions that provide complete functionalities, and not partial applications; solutions that are easy to implement and manage and that can be expanded as the company develops.

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