

## IN THE FAST LANE WITH SAP FIORI AND SAP BW

ERCO implements an SAP Fiori application to visualize information in real time and generate real-time reports.



Danubiana Mediensteine Art Museum in Bratislava illuminated with ERCO lighting tools  
Photo credit: Dirk Vogel, Copyright: ERCO GmbH, www.ercoco.com

*Inspiricon professionally implemented the project from start to finish. Our communication was open and straightforward. There was full visibility into the project's status at all times and all of our project objectives were achieved in time and budget. We are looking forward to continuing to work with Inspiricon in the future.*

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– Celina Berg, Project Manager, ERCO GmbH –

### The Company

ERCO is a leading international specialist in architectural lighting, using 100% LED technology. The family business, based in Lüdenscheid, in the heart of Germany, now operates as a global player with independent sales organizations and partners in 55 countries worldwide. Founded in 1934, ERCO pioneered architectural lighting across Europe in the 1960s, and today, less than 50 years later, is the first established luminaire manufacturer with a portfolio based entirely on LED technology. Around 1,000 committed and dedicated ERCO employees worldwide ensure that LED technology is developed from a pure technology into a sophisticated lighting tool.

### The Challenges

ERCO as an innovation leader asked Inspiricon to develop an app that would not only visualize key figures, but also give users the opportunity to comment on the figures in order to provide a variance analysis. In its aggregated form, the information was to be used for general sales management purposes.

The objective of the project was to deliver a mobile iPad app that would allow the companies approximately 250 employees in the field to always stay on top of their key sales figures. Through this, the company wanted to provide its field staff with a means to pull information on their current sales performance at any time and from anywhere.

## SUCCESS STORY

### Customer:

ERCO GmbH

### Industry:

Lighting technology

### The Objective:

ERCO wanted to optimize the process of exchanging information between the sales staff and senior management by introducing an SAP Fiori application and integrating it with an SAP BW system.

### The Project:

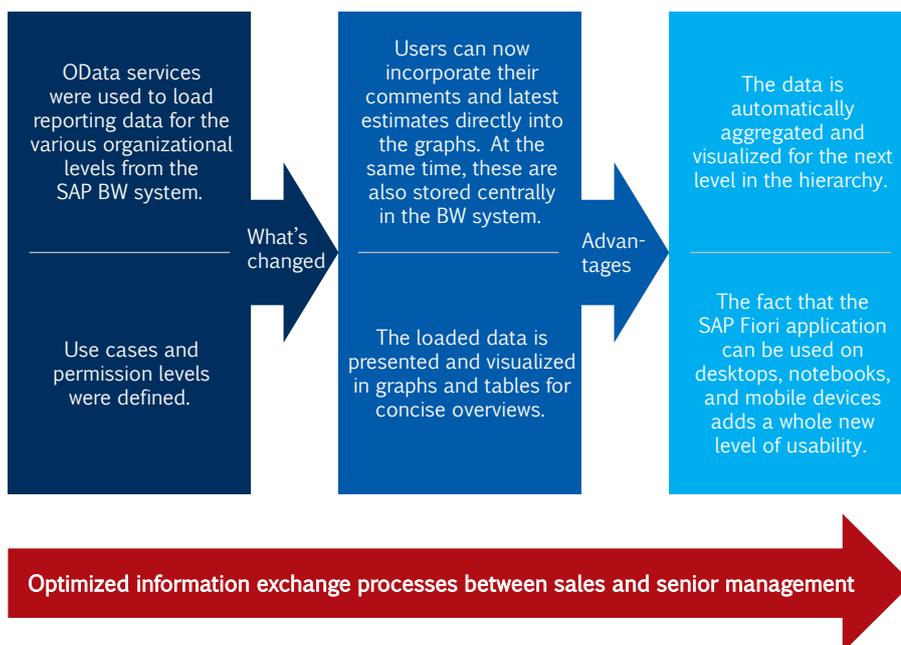
Implementing an SAP Fiori application integrated with an SAP BW system to accelerate the exchange of data and add value to the generated information.

This translated into the following project requirements:

- Make reports and feedback options more easily accessible for sales representatives.
- Enable mobile access.
- Allow reports to be created in real time.
- Capture comments and estimates by sales reps in real time and store them in a central location.
- Make the consolidated data available to senior management as soon as it is put in by the sales staff.

## The Project

ERCO provided thorough and detailed requirements specifications to illustrate the company's current situation and project expectations, allowing Inspiricon to design a solution to meet these requirements based on an SAP Fiori application.



With it, Inspiricon has created and established a mobile, streamlined, and most importantly highly intuitive process that enables ERCO to monitor and modify its forecasts. Executives and sales staff alike now always have the latest data at their fingertips. This adds significant value to the data; because, after all, when it comes to business intelligence, the worth of information is determined by its timeliness.

## About Inspiricon AG

Inspiricon is your business partner for SAP Business Intelligence. Benefit from our expertise concerning SAP BI consulting for your strategy, organization and governance, your processes as well as BI architecture. The Inspiricon portfolio is completed by software and platform development. Through this unique combination of consulting experience and development topics, we are able to support and advise you during this time of digital change.

RUN BETTER. RUN DIFFERENT.

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