

## Client Case Study



## J.D. Edwards Business Intelligence Solution Enables Timely, Informed Business Decisions for Acme Brick Company

### Profile

Acme Brick Company is a wholly owned subsidiary of Berkshire Hathaway Inc.

### Business Need

For organizations to compete in today's economy, they need instant access to key financial and sales data that provides meaningful insight into their current performance. Every organization has this raw data, but it's often housed in several systems that may not be linked together by a sophisticated reporting tool. These unrefined systems are generally not user-friendly; they include old data; they are sluggish and unresponsive; and they are time consuming to work with due to the high degree of manual work that may be required to incorporate the data into the desired reporting metrics.

Acme Brick Company wanted to improve the ROI on its J.D. Edwards ERP system. By leveraging its core financial data through a J.D. Edwards Business Intelligence (BI) solution, Acme would provide a more robust and user-friendly "dashboard" of key performance indicators (KPI) to its executive management team. Acme managers would also be able to monitor financial and sales data from this same centralized web based location.

### Approach and Scope

Fujitsu Consulting integrated an end-to-end collaborative BI Financial Management solution for Acme. This solution is designed to pull existing financial data from Acme's J.D. Edwards ERP system into a preconfigured data mart through Informatica and SQL. Once the system pulls the raw data, it assimilates and pushes the data through to 10 different analytic reports that run within MicroStrategy, the reporting component of the BI solution that provides a centralized view of the reports. Due to limitations in the existing structure of Acme's chart of accounts (COA), many of the BI analytic reports could not be used within the preconfigured structure. Acme also needed additional key financial attributes and metrics that were not supported by MicroStrategy's standard configured reports, such as units sold and units shipped. As a result, Fujitsu Consulting developed custom SQL scripts that enabled Acme to capture and display this data for its management team.

To ensure implementation success across the organization, Fujitsu Consulting followed an incremental roll-out approach for the BI deployment. This approach allowed select business units within Acme to realize benefits immediately without having to wait for a full-scale BI solution. Leveraging the completed preconfigured and customized reports, metrics and schemas, Fujitsu Consulting decreased the time needed for each additional business unit roll-out, which ultimately saved Acme money.

*"Fujitsu Consulting is very skilled in the J.D. Edwards BI product and knew exactly how to implement in our environment to ensure success," said Judy Hunter, vice president of finance for Acme Brick. "Fujitsu Consulting was very responsive and supportive, and extremely flexible. They were in tune with our needs and always kept Acme's goals and objectives in mind during the entire project."*

## Benefits

Thanks to the J.D. Edwards BI solution, Acme is now able to view its critical financial information in one centralized location. Management is able to see their metrics in both an at-a-glance and detailed view from a much more robust and user-friendly system. This new system provides the required time-sensitive performance and trend information "that will only enhance Acme's ability to make quicker and more informed business decisions," said Hunter. This BI solution also provides an analytical foundation and tool set for Acme to develop additional metrics, KPIs and reports as it continues its J.D. Edwards OneWorld ERP component implementations throughout the organization.

## Experience the Fujitsu Consulting Difference

A trusted provider of management and technology consulting to business and government, Fujitsu Consulting is the North American consulting and services arm of the \$44.5-billion Fujitsu group. Fujitsu Consulting integrates the core expertise of the Fujitsu companies and its partners to deliver complete business solutions in the areas of IT governance, information management, legacy systems modernization and application outsourcing. Through its full range of consulting, implementation and IT management services and its industry-recognized strategic approach, MacroScope®, Fujitsu Consulting enables clients to build more value into their IT investments and drive their leadership in the marketplace.

***We work with you to create solutions and produce results that drive your business.***

### Headquarters & United States

333 Thornall Street  
Edison, NJ 08837  
United States  
Tel: +1 732 549 4100  
Fax: +1 732 549 2375

### Canada

Simcoe Place  
200 Front Street West  
Suite 2300  
Toronto, Ontario  
Canada M5V 3K2  
Tel: +1 416 363 8661  
Fax: +1 416 363 4739

### Quebec

1000 Sherbrooke Street West  
Suite 1400  
Montreal, Quebec  
Canada H3A 3R2  
Tel: +1 514 877 3301  
Fax: +1 514 877 3351

