TVK CONSULT
Unternehmerberatung

Business Intelligence
for medium-sized
companies: Increasing
company value
through data analytics

MANAGEMENT INFORMATION SYSTEM

MANAGEMENT INFORMATION SYSTEM (MIS)

Study proves:
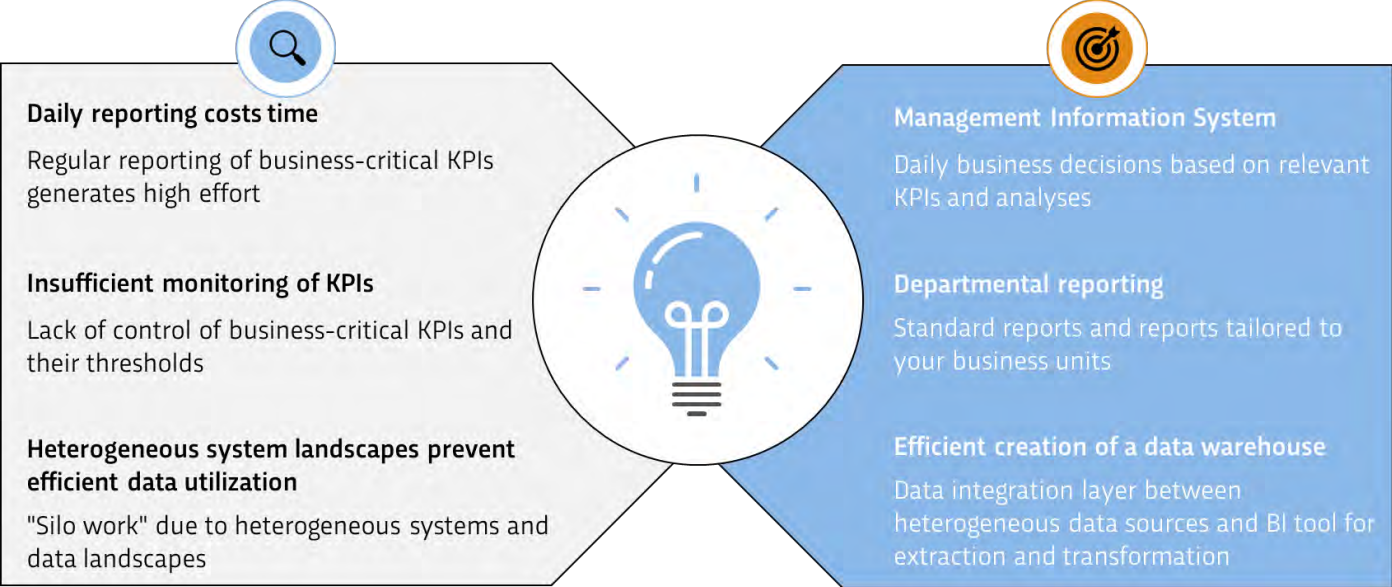Digitized companies generate 13% more revenue

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Insufficient digitization is a threat to corporate success.

Digitization in the midmarket often insufficient.

Especially in medium-sized companies, many processes have grown over time, but are often inefficient and no longer appropriate for the current size of the company. Business processes and key figures require clear definition and precise analysis to be able to carry out decision-making processes quickly and in a well-founded manner. Digitization is one of the most important optimization levers. According to a survey conducted by the Ifm (Institute for midmarket research) in 2020, 62.2% of the experts surveyed see digitization as the most important challenge for companies, directly after securing competitiveness.

Exploiting unused potentials.

Analog processes are often inefficient and error prone. A central data integration platform (DIP) and a BI solution based on it create new transparency across departments. Leveraging this treasure of data leads to an increase in corporate value. An integrated Management Information System (MIS) offers you a quick entry into the data-driven steering of your business processes and countless possibilities for individualization.

Daily reporting costs time

Regular reporting of business-critical KPIs generates high effort

Insufficient monitoring of KPIs

Lack of control of business-critical KPIs and their thresholds

Heterogeneous system landscapes prevent efficient data utilization

"Silo work" due to heterogeneous systems and data landscapes

Management Information System

Daily business decisions based on relevant KPIs and analyses

Departmental reporting

Standard reports and reports tailored to your business units

Efficient creation of a data warehouse

Data integration layer between heterogeneous data sources and BI tool for extraction and transformation

CUSTOMER EXAMPLE

Status Quo.
Customer Info & Initial Situation.

A German medium-sized company uses an ERP system from SAP and a CRM system from Salesforce. KPIs can be extracted from this data, but the provision via Excel is very time-consuming. As a result, there are regular delays and errors when querying data.

Result.
Benefits gained.

With the help of Microsoft Power BI, diverse and stakeholder-oriented analyses are created, such as performance dashboards and individual reports that enable daily reporting. The data creates confidence in managing business processes.

MANAGEMENT INFORMATION SYSTEM BLOCKS

The different blocks of the demand-driven Management Information System (MIS).

The foundation for your daily reporting across departments.

In order to meet the different requirements of the various stakeholders, a distinction is made between three modules within an MIS. For full integration, these blocks are bundled in the central management information system and published to the respective target groups. The modular structure also allows to publish individual blocks within your company.

Exception Reports:
Identify and track problem areas in real time

The different MIS blocks at a glance.
Individual, modular design according to your needs.

MIS-Block	Target	Practical example
Standard Reports	› Basis for comprehensive, department-specific business steering › Covers fundamental problems › Common basis for internal communication	› Daily sales figures › Margin development › Daily comparison of ACT vs. BUG
Individual Reports	› Flexible data pool for differentiated control › Task-related views and dimensions › Simple application via user-friendly interface (self-service)	› Sales development depending on customer/location etc. › Region- and manager-related analyses
Exception Reports	› Exception report as warning signal › Significant deviations of business-critical key figures are bundled and forwarded to responsible persons (automated)	› Top/flop lists › Identification of outliers › Threshold crossing reports

TECHNICAL STRUCTURE & INTEGRATION

Flexible application:

Replication of data into the data warehouse is possible from all common databases.
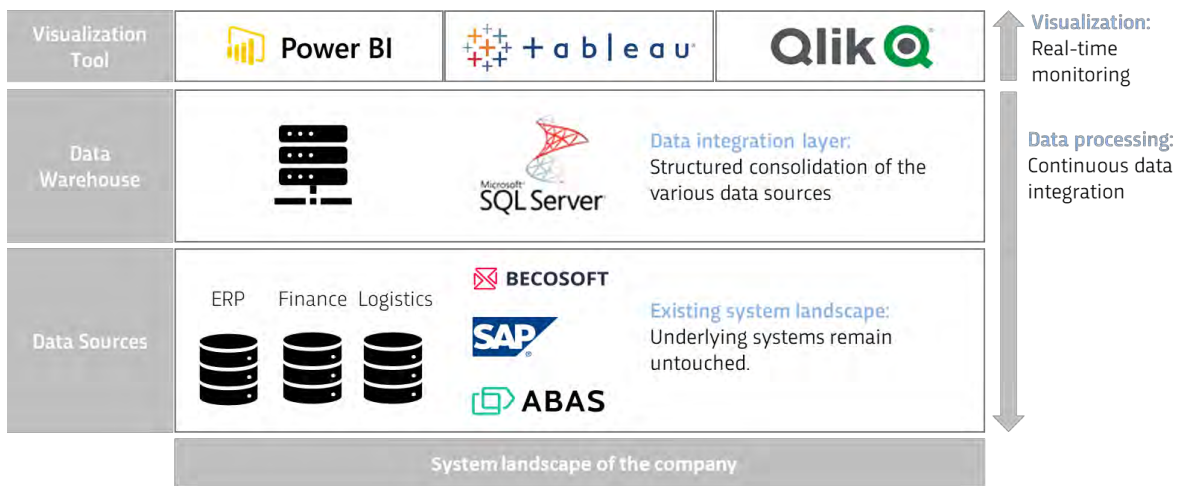
Technical setup and integration into the legacy system landscape.

The added value of your data is realized without changing or costly renewing the complex infrastructure of the legacy systems.

The introduction of a new ERP system is costly, time-consuming, and lengthy. We avoid this hurdle by placing a data integration layer as an additional layer on top of the existing IT landscape, thus accessing the existing treasure of data.

The technical structure of a MIS.
Universal integration into your existing system landscape.

Visualization Tool	Power BI	+tableau	Qlik Q		**Visualization:** Real-time monitoring
Data Warehouse		Microsoft SQL Server	Data integration layer: Structured consolidation of the various data sources		**Data processing:** Continuous data integration
Data Sources	ERP Finance Logistics	BECOSOFT SAP ABAS	Existing system landscape: Underlying systems remain untouched.		
		System landscape of the company			

MANAGEMENT INFORMATION SYSTEM

The engine of your digital transformation is powered by your own data.

TvK Consult 360° Service: Value-added consulting & implementation.

We also support you beyond the consulting process and convince through interdisciplinarity, a maximum of trust and well-thought-out concepts.

For a successful BI integration, you need a flexible and reliable partner. From the determination of your requirements for the MIS to the fully comprehensive integration of the BI tool, accompanied by workshops, we support you.

Success factors always in view.
Many years of experience in strategic management consulting, in various functions and C-level positions. With technical know-how for fast and efficient implementation of your projects.

Transparent workflow.
Short decision-making processes and a clear way of working ensure that projects are completed quickly and successfully, so that you can benefit from the added value created in a short time.
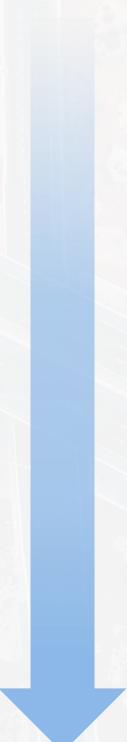
Efficient start.
On-site evaluation and feasibility study within 1-2 weeks at the start of the project - these will be credited entirely towards the project start.

DATA TO VALUE JOURNEY

The MIS of TvK Consult: Releasing value through targeted data flow.

Structured project setup for the start of data-driven steering of business processes.

1. **Assessment & analysis of feasibility**

2. **Setup of the data warehouse**

3. **Data visualization in BI-tool**

4. **MIS implementation & roll-out**

From data to value: In 7-8 weeks TvK Consult gets from the first action to the increase of your company value

MIS
EXPERTISE

Your contact persons.

Experienced. Result-oriented. Integer.

Dr. Thomas van Kaldenkerken
Partner

Alexander Gronwald
Manager & Data Analytics Expert

TvK Consult is different, guaranteed!
We have your company's best interests at heart. Your goals are our goals. Together, we develop ambitious solutions that increase your profitability and sustainably promote competitiveness. Our team consists of men and women who have worked in management/board functions, as shareholders and supervisory board members for many years.

Our ambition: Continuous generation of added value
The data of your business processes contributes to the value of your company. Our aim is to leverage and continuously increase the added value of your data through a management information system tailored to your needs. At the same time, your system landscapes remain untouched, and you take no risk of extensive system migration.