

BI TOOLS PROVIDE NEXT GEN ARCHITETURE AND DESIGN

**INCREASED REVENUE COLLECTIONS EFFICIENCY BY 28.4% & \$7.37MM
CASH ACTUALIZATION WITHIN 4 WEEKS OF THE IMPLEMENTATION**

About the Client:

Cisco Systems, Inc. is an American multinational technology conglomerate headquartered in San Jose, California, in the centre of Silicon Valley. Cisco develops, manufactures and sells networking hardware, software, telecommunications equipment and other high-technology services and products.

Cisco (NASDAQ: CSCO) enables people to make powerful connections--whether in business, education, philanthropy, or creativity. Cisco hardware, software, and service offerings are used to create the Internet solutions that make networks possible--providing easy access to information anywhere, at any time.



Industry

Manufacturing

The Project Challenges:

The company had recently opened a new market and started offering a service in addition to the core products that were being sold previously. It faced a challenge in realizing that the financials models that applied to the core business did not apply to the new business. Biggest challenges were in Sales productivity and Collection.

Visvero was bought to help the company to develop an analytics model to do:

- Root Cause analysis of the problems
- Identify alternate mitigation strategies
- Isolate the manageable and out-of-control causes
- Help teams communicate and control the manageable causes.

Visvero's Solutions Approach:

Visvero deployed QuikWIN® development strategy and helped demonstrate the impact of application iterations. We implemented a causal analysis model within 3 days of the engagement, that allowed the managers to look at the data in cause categories, drill down to the transaction level granularity and isolate the controllable causes, hence collectable receivables, and uncontrolled causes. The following technologies were used for the project:

- Oracle Applications and OBIEE tools
- Business Objects
- Visvero has helped the company develop key analytics for:
 - Revenue Collections and Accounts Receivables Management
 - Causal Analysis for potential collections problems
 - Sales Leadership Development and Coaching Models
 - Daily unit metrics communication and exception management.

Overall Performance & Results:

The company reported exciting results from the project:

- The company was able to get payment commitments for 67% of the outstanding revenue leading to a \$7.37MM cash actualization within 4 weeks of the implementation.
- In addition, application alerts were developed to scan for the potential recurrence of the causes so that pre-emptive actions could be taken. The DSO on the new business is a healthy 42 days.
- Visvero developed applications to help the company to implement causal analysis in service center, shop floor defect analytics
- It also helped in service center operations effectiveness and field return analysis
- Reduce the DSO from 91 days to 70 days
- Pinpoint inventory inefficiency problem and increase inventory turns to ~ 3.

Technologies Used:



WANT TO FIND OUT IF YOUR COMPANY CAN SEE COMPARABLE RESULTS?

Click on the link below to schedule a discovery call with one of our analytics experts. We will be glad to consult with your team about your data problems and discuss possible analytics strategies, expected results and feasibility in your organization.

[Schedule a Discovery Call](#)



Analytics, That's IT!

Founded in 2003, the Visvero team offers deep—and proven—expertise in artificial intelligence (AI), big data management, business intelligence, machine learning (ML), and robotic process automation (RPA). Supporting strategic business goals, Visvero's contingent staffing, project management, and agile methodologies help ensure every project is delivered on time and within budget.

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