



TABULUS CASE STUDY: TABULUS HELPS HIGH TECH CEO SLICE AND DICE GLOBAL REPORTS



“First of all, WOW! This is one of those tools that you don't realize you need until you see it in action”.

-Sean Flaherty, CEO
Nemetschek North America Inc.

With over 450,000 thousand users in more the 85 countries and software in 9 languages Nemetschek North America Inc. is one of the industry leaders in CAD software. Put yourself in the shoes of Sean Flaherty, CEO of Nemetschek North America Inc., a brand division of Nemetschek AG. Mr. Flaherty is responsible for the global distribution of Vectorworks¹ CAD software but what does that really mean? On a daily basis his responsibilities include, but are not limited to the company strategy, monitoring all aspects of efficiency, and most important the company successes by tracking performance management, attachment rates, and unit sales.

The single most important word that stands out in the first paragraph is “efficiency”. Without efficiency you cannot build the structure needed for a successful company. To create reports Nemetschek North America Inc. pulled raw data which was subsequently massaged by many different systems. The most common process started by running a report in their enterprise software and exporting the raw data in a tab delimited format. With over 450,000 customers the data pulled for various reports consistently contained several hundred thousand lines, which a traditional spreadsheet cannot accept. Therefore the introduction of a database program had to be added to the equation. The next step was to import the tab delimited file into a customized database created in-house. The final steps were to export from the database only the information needed and then

import this data into a traditional spreadsheet program. Already you can see where the word “efficiency” has been thrown out the window.

Four times a year Mr. Flaherty creates quarterly reports for Nemetschek North America Inc. company staff meetings. Several reports are also created for the parent company Nemetschek AG for overall business developments. Yet a third group of International partner meetings for the distributors around the world require even more reports. All three groups require different levels of reports all taken from the same master data.

While creating reports for company staff meetings the big picture numbers need to be kept in mind. Showing the overall quarterly and yearly growth figures in charts is what the staff needs to see. By showing revenue and product units sold by global regions with quarter over quarter, and year over year growth the staff can see the results of their efforts. The data is broken down even further for individual departments to show regional contributions and individual channel growth. As a part of the TABULUS maintenance, users can Publish and Subscribe Data Models. Published Data Models allow TABULUS users to share file information with other TABULUS users that have been granted access privileges to the file. As the published models are updated the linked models can be updated accordingly. The following is a good example of how a Published Model can be used by two different groups for entirely different performance reports: A channel manager might want to see eight specific countries unit counts and sales by week, and the sales manager wants to see larger regions like Europe compared to Asia.

Interviewer: How much time would you estimate TABULUS saves you on projects?



Sean Flaherty: When creating quarterly reports I have cut my time from 5-6 hours down to 1 hour. With the extra time saved I can now create “what if’s” and other analysis of data that normally would be too time consuming to create and maintain.

When creating corporate reports the data is broken down to show the metrics of plan to goal. The reports required are more based on current growth and moving forward looking at forecasts. This is another area where working with the same master data file allows time to create corporate level “what if” statements and analysis.

International partner meetings for distributors can require currency conversions, which are easily created by using the built-in formula option “Create currency conversion” within TABULUS. With time savings reports can be more specific by drilling down further to show specific comparisons; country vs. currency, or vs. world. This could be Switzerland vs. Euro, or Switzerland sales vs. world sales.

Interviewer: What was your Ah-ha moment when using TABULUS?

Sean Flaherty: I was able to create a new sheet and create a new layout without changing or adding any formulas. I believe the calendar timeline capability is the first thing that made an impact.

Things to keep in mind are that all of these reports were created from the same data file. While creating reports it is estimated the time savings by using TABULUS is as much as 80%. These time savings are hugely based on built-in calendar functions, formulas, and the ability to select from currency and inflation indexes.

“To take one set of data and show it monthly, then quarterly then yearly and by product, distributor, and region without using pivot tables is really useful. I have been able to convert a 9 tab Excel file to TABULUS—the efficiency, and accuracy gains are impressive”. Says - Sean Flaherty

By using TABULUS there are several challenges that were overcome but one of the biggest was the ability to dissect the business to make accurate discussions, and for the managers to be able to see the overall strengths and weaknesses. More managers can do analysis instead of waiting for data to be handed to them. “Better information for the team gives better decisions, the better eye sight you have, the further down the road you can see”. Says - Sean Flaherty

Interviewer: What type of applications would you recommend TABULUS for?

Sean Flaherty: If somebody is working with data held over time, Pivot tables, or more than one tab in a worksheet they should be using TABULUS.

By using one program as opposed to several there is an obvious time savings, not to mention preserving data integrity. Take a look at how long you spend on your reports today. If your reports were created in TABULUS how much time do you think you can save per project? With the time savings how much deeper can you drill down into your reports? Will more thorough reports allow you to make better business decisions?¹

¹ Vectorworks is a registered trademark of Nemetschek North America, Inc. www.vectorworks.net