

Industry: Pharma Dental Implants

## About Client

Based in Basel, Switzerland, a leading company specializes in the research and development of dental implants, instruments, prosthetics, biomaterials for tissue regeneration, and digital solutions. Their innovative products are designed for tooth replacement, restoration, and preventing tooth loss. Additionally, they offer a comprehensive range of precision instruments and handling components that complement their dental solutions, catering to the diverse needs of dental professionals worldwide.

## Our Collaboration:

- S P A has delivered all the projects on Fixed fees and Fixed scope delivery model.
- Project was delivered with almost 90% offshore and 10% onsite.

## Customer Segmentation Solution:

- To provide a tool to segment customers into various groups by Sales Managers.
- To allow sales team to organise effective marketing efforts and achieve additional share in the attractive digital segments.
- To maximize the value of each customer.

## Offered solutions:

- SAP BI and SAP IP Integration with Fiori front end desktop app was developed for the business requirement.
- SAP Integrated Planning Functionality in BI was implemented to record data in BI cubes
- Planning Cube and Sequences were developed to read/write data in BI Cubes
- Three Apps were developed for Territory Managers, Area Sales Managers and Country Managers
- Various Queries and Data Maintenance routines were developed to extract data from BI using ODATA services Fiori front end.

## Business Advisory and Segmentation Process Design – Provided by JMS Partners

- S P A played a crucial role in conceptualizing and designing the solution, integrating Business Intelligence (BI), Integrated Planning (IP), and FIORI systems seamlessly.
- With expertise in project management, S P A oversaw the entire solution development process, ensuring timely delivery and adherence to quality standards.

- The project spanned a duration of 4 months, including implementation and ongoing support. It has been live and operational since January 2018.
- Leveraging advanced technologies such as BI, Business Explorer (BEx), IP, and FIORI, the solution offers robust capabilities and functionalities for effective business advisory and segmentation processes.