

# Relational Success Stories

# Success Stories

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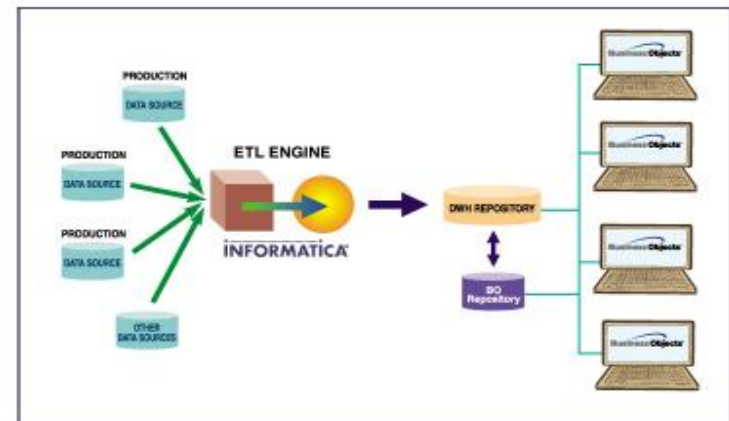
- National Bank
- Nik. I. Theocharakis (Nissan)
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# Athens International Airport

Design and creation of a corporate Data Warehouse.

- The Data Warehouse Database is populated during the night from the AIA production databases. The production databases are more than nine. For the extraction, transformation, data movement and loading we have used the Informatica ETL tool. The ETL procedures are optimized for the daily extraction and cover all the production systems of AIA, regarding flights – passengers – charges. The DW database has a unique structure, which facilitates the creation of multiple structured queries from the final users with the use of BusinessObjects reports.
- Design and creation of a series of reports which present processed data and cover significant information needs of AIA employees.
- The implementation of the project, serviced significant information requests of AIA employees regarding flights, destinations, intermediate stops, number of passengers, delays, charges, etc.

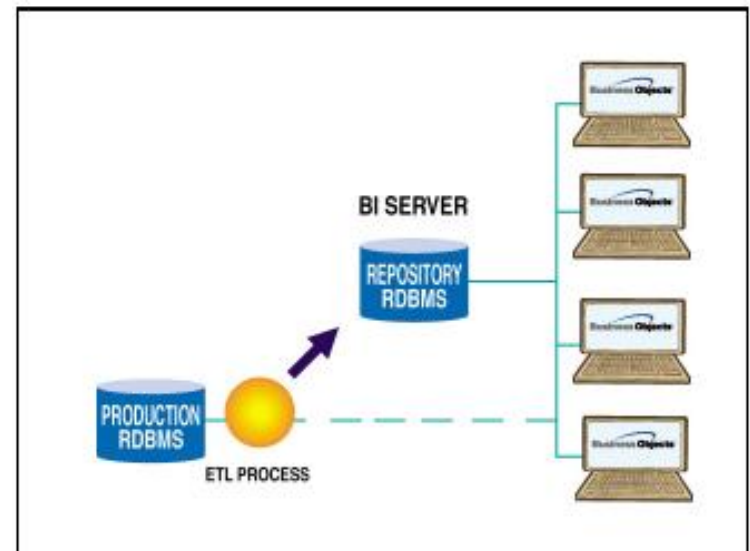
Number of Bo/Webi Users: 150.



# British American Tobacco Hellas

- Analysis, design and development of a series of reports which derive data from the company production ERP system (SAP R/3), as well as creation of infrastructure which gives users the capability, to construct reports whenever necessary, in a dynamic and easy way, through the environment of Business Objects tools.
- The project plays a substantial role in timely and accurate managerial decision making, based on the documented information.

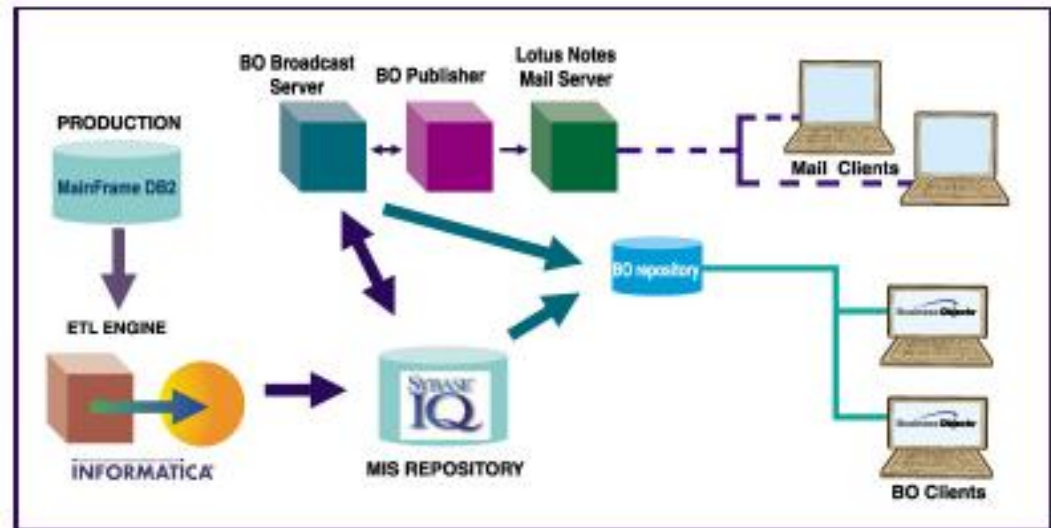
Number of Bo/Webi users: 20



# Commercial Bank (Emporiki)

- The Information and Report management system manages information from a number of production systems, and transforms it appropriately so that it becomes manageable for the reporting system. Every authorized user has the ability to create ad-hoc queries, formulating through the system the desired target group so that he can both come in contact with the customer base and record the outcome of his research as well. The users of the bank acquired a friendly and flexible environment for ad-hoc analysis and reporting, with capabilities of holistic presentation and thorough research of the customer. The ultimate target of the system is the increase of cross-selling and recurring up-selling through the entire Banking Product range of solutions consistent with the customers' profile.

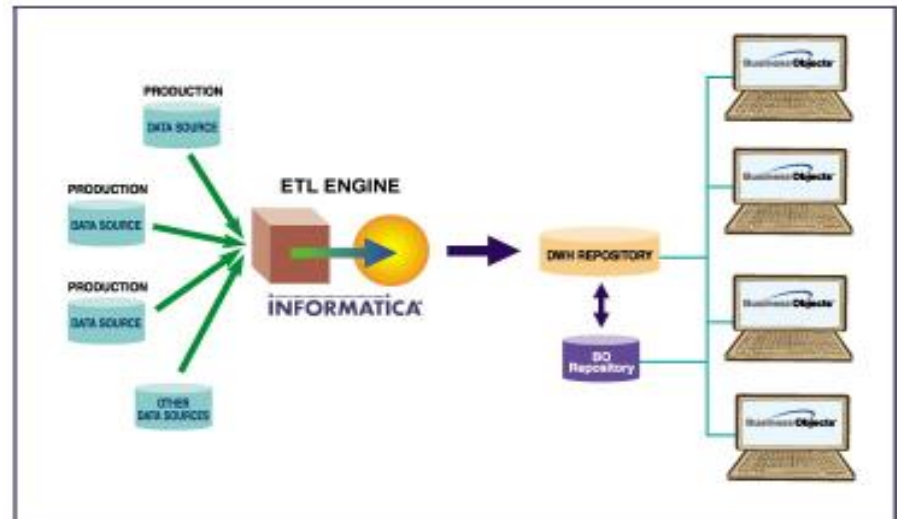
Number of Users: 2000



# Credicom

- A pilot project was originally implemented in a data mart of a banking organization, though which Business Objects and Informatica tools were evaluated and the needs of the organization were discussed. In continuance of the pilot project, a reporting system was implemented for the needs of the Marketing and Sales departments of Credicom. The specific project, although originally a pilot, resulted in the implementation of a reporting system for the Marketing and Sales departments of Credicom, which satisfies the reporting needs of the above mentioned departments on a daily basis.

Number of BO/Webi Users: 15



# DEPA (Public Gas Company)

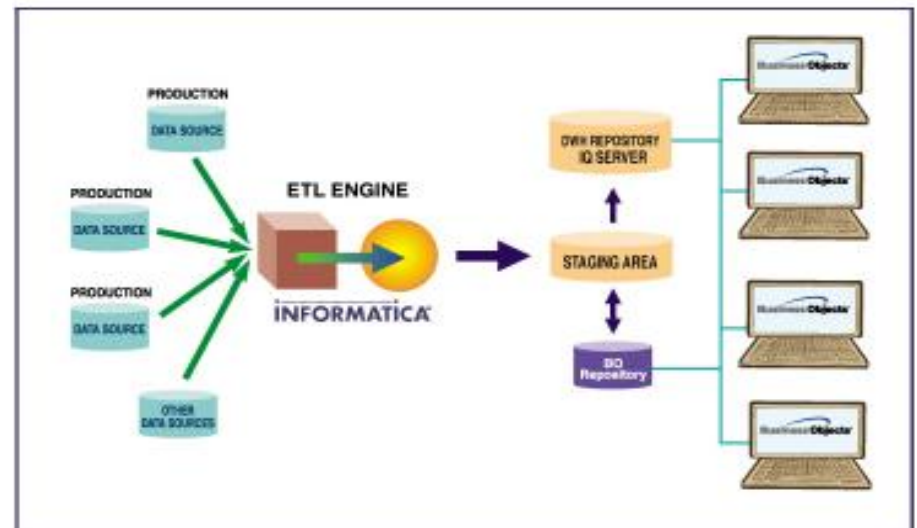
- The scope of the project was the installation and activation of Business Content as well as the Audit of operation of Standard BIW in the SAP/R3 environment of DEPA. Through this, the customer acquires the capability of deriving all possible statistical reports, provided by OLAP Cubes of BIW.

Number Of Users: 15

# EFG Eurobank Int./Bancpost Romania

- Solution Description Implementation of a DataMart for the statutory reports of the Central Bank Of Romania. The solution includes the design of the DataMart, covering all the discrete phases of the implementation phases such as extracting-transforming-loading the data and producing the reports. The proposed solution solved quite many issues dealing with the prompt delivery of the reports. Changes of the production environment, alterations in report definition, loading time windows, system response, scheduled processes and other critical issues were solved effectively while we were transferring knowledge to the IT personnel in order to be capable of undertaking all the critical tasks.

Number of Users: 170

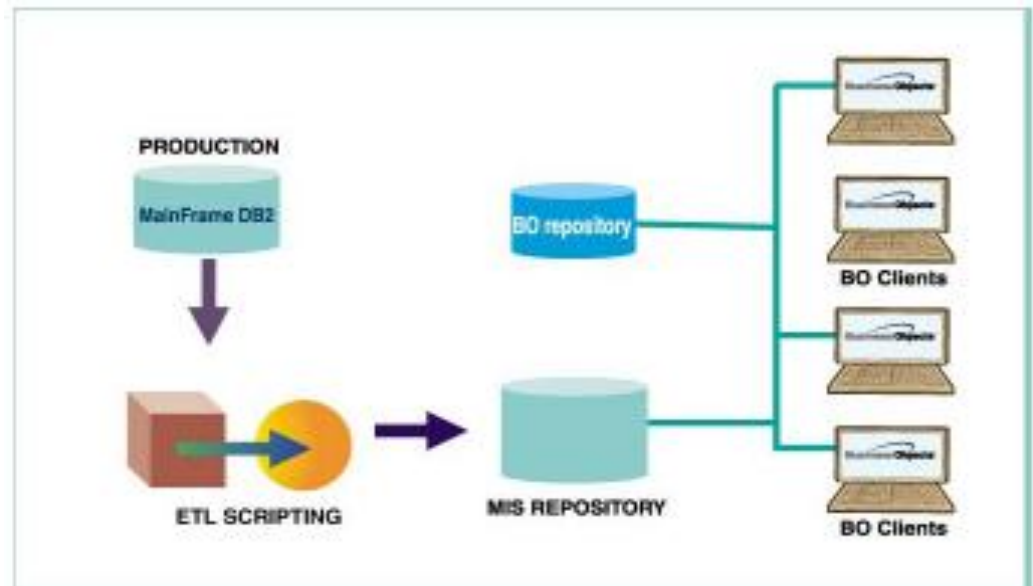




# Ethniki Asfalistiki

- This project relates to services for the development of a reporting system for Ethniki Asfalistiki. The project resulted in implementing a data mart reporting system regarding auto damages and general financial data.

Number Of Users: 100



# Eurobank Cards

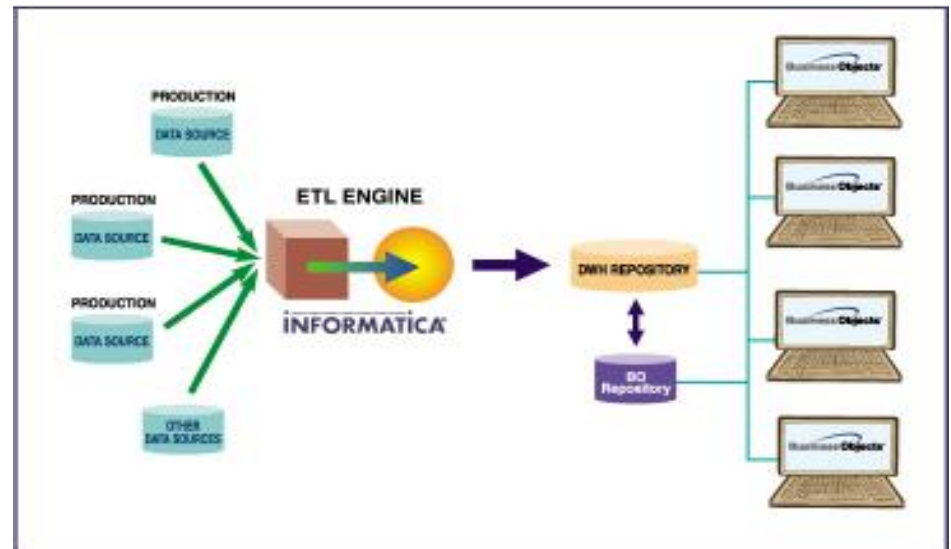
- This project deals with the implementation of a full fledged datamart supporting the corporate executives indecision making. We provided relates services for the development and implementation of the reporting systemfor Eurobank Cards, enabling the end users to be autonomous in report production.

Number of Users:50

# Geniki Bank

- This project relates to the development of a reporting system for Geniki Bank. An M.I.S. DB was designed and created, in which information from the production D.B. of Geniki Bank is collected. ETL procedures were created for everyday data extraction from the production DB of Geniki Bank, regarding customer, account and loan information. Auditing, Cleansing, Enrichment of data, and input into the MIS DataBase.

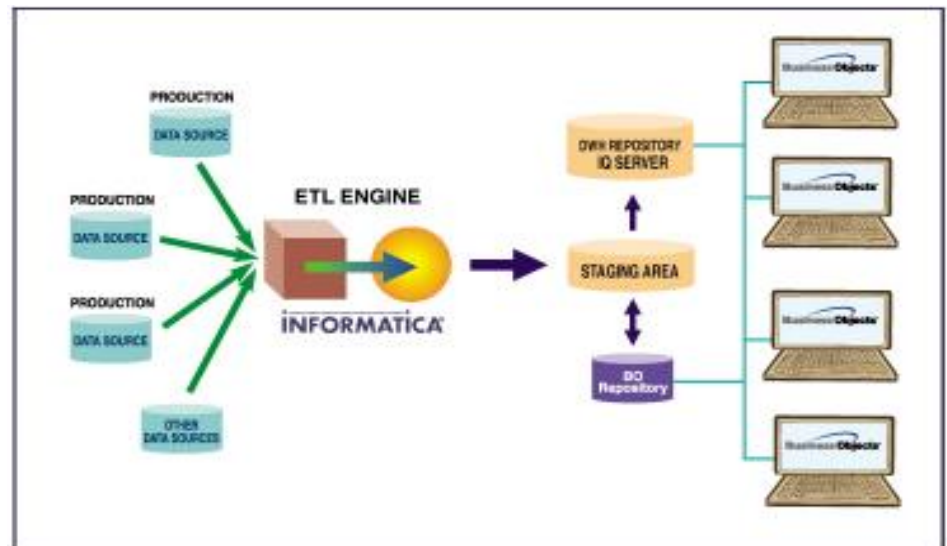
Number Of Users: 400



# INKA Hanion (Supermarket Chain)

- This project comprises a complete MIS system. The MIS System of INKA Hanion includes the development of:
  - A company Data Warehouse
  - An application for order receipt through the Internet
  - A reporting system
  - A number of input applications for the optimization of the production system and the MIS system of INKA Hanion.

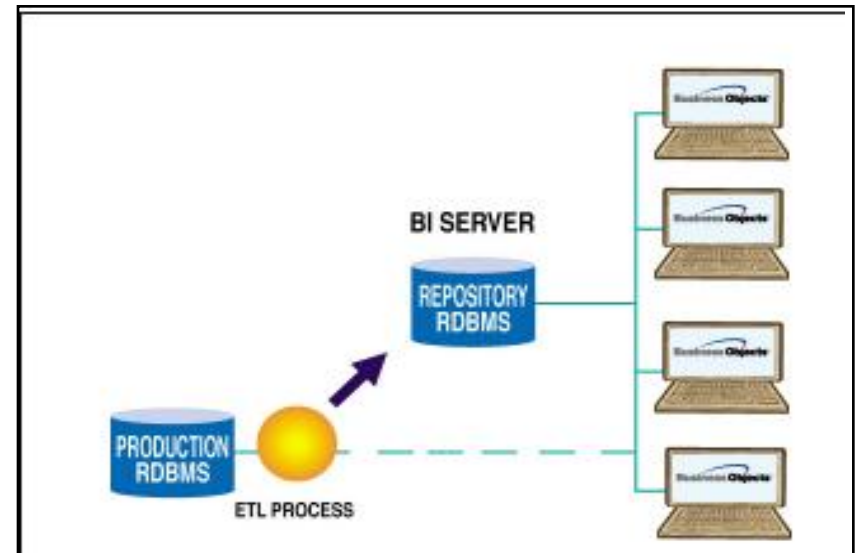
Number of Users: 30



# Intersport

- Design and creation of a data mart regarding offers by suppliers, procurement and product redistribution to Intersport stores. This was achieved through designing and creating a database in which information from the production databases of Intersport is collected. The structure was created in such a way, so as to allow the easy creation of queries by the end users through Business Objects, as well as supporting an application created by the Development Department. In addition, DTS procedures were created on Microsoft SQL Server 2000, for everyday data extraction from the production Bases. Data cleansing and enrichment according to needs.

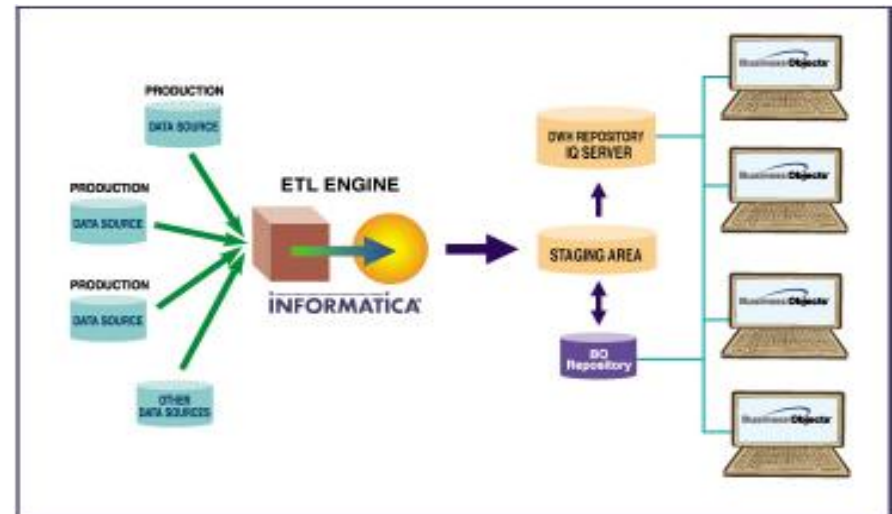
Number of Users: 50



# Kotsovolos

- Design and creation of an Enterprise Data Warehouse Repository for Kotsovolos AE, in which data from the production systems of the company is collected, for analysis and processing. The Enterprise Data Warehouse Repository is comprised by allocated data marts, which are centralized in discernible departments / applications of the company. Design and implementation of necessary ETL procedures, for data extraction from the production data base systems of Kotsovolos AE, the transformation, cleansing and audit, as well as the input to the Enterprise Data Warehouse Repository. Design and creation of business reports presenting and analyzing processed data, covering significant information needs of Kotsovolos employees. In particular, the following data marts were implemented: a) Sales ,b) Purchases, c) Inventory, d) Loans, e) Accounts/funds

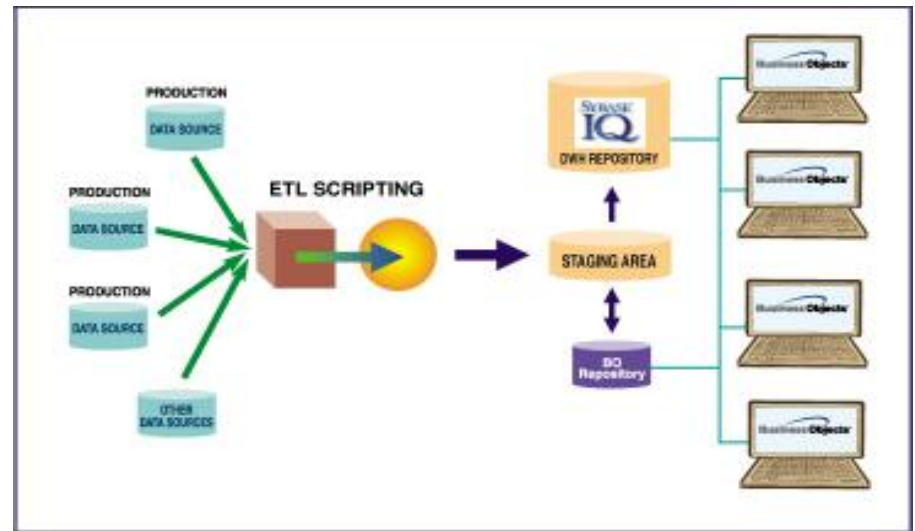
Number Of Users: 100



# METRO Cash & Carry

- Relational implemented a BI solution, with the goal to increase the competitiveness and profitability of Metro. With the completion of the project, Metro employees were given access to direct and selective information, so that at any time, they will be in the position to comprehend all perspectives of management activities and to make the best management decisions. The ultimate goal of the system was not only to become a Management Decision Making Tool, but also to organize all Management activities of Metro, thus, upgrading the value of every management position and improving productivity and effectiveness of employees. As a result, the exchange of important information between Metro and its co-operators, gave the company the opportunity to develop new services and products adapted better to its customer needs.

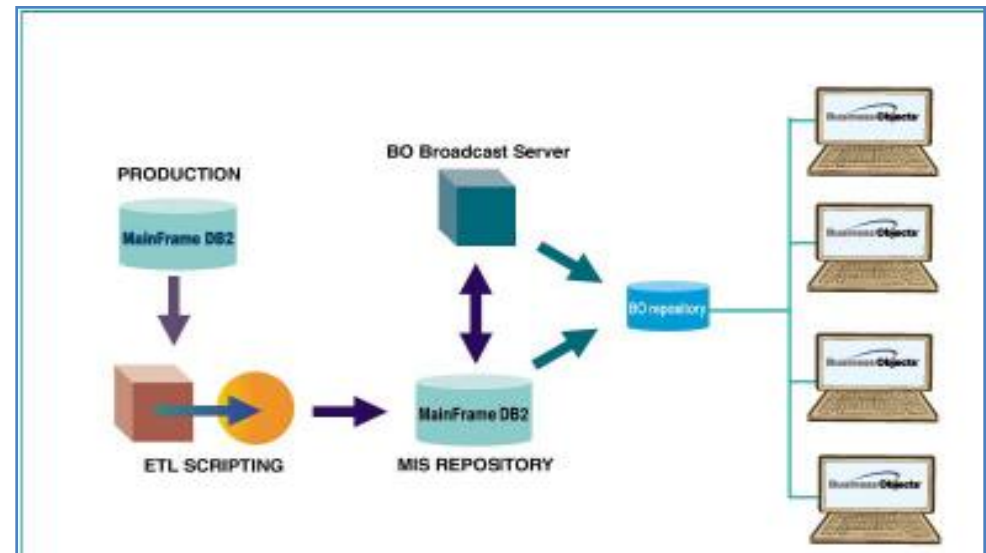
Number Of Users: 50



# National Bank of Greece

- An architecture infrastructure was created with Business Objects, through which, more than 100 report groups would be created in 35 days, so that system users would have access to all necessary information, depending on the status given to each one. The whole implementation did not affect the Production Server, as the management of the Reports is completed in parallel sessions, thus decentralizing workload.

Number Of Users: 300

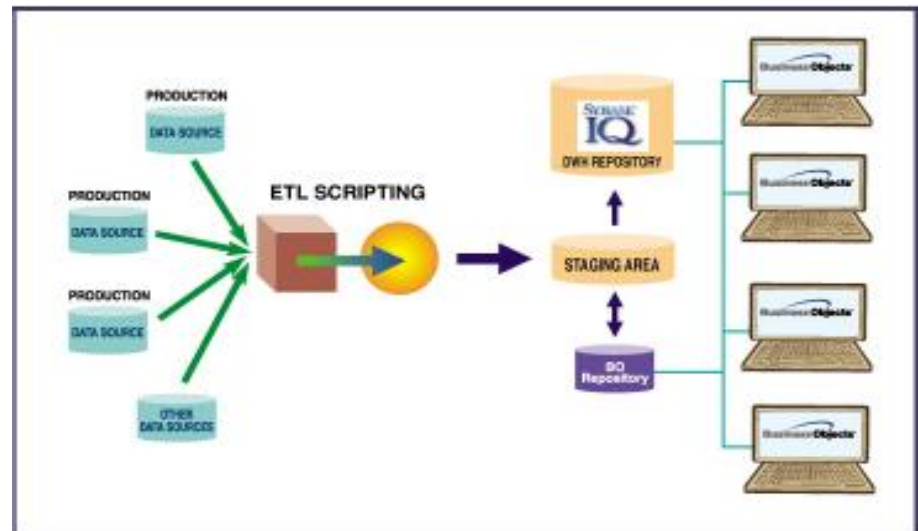




# N. I. Theocharakis S.A. (Nissan)

- The creation of discernible data marts in specific management departments of the company covered significant demands of company employees regarding dynamic information analysis and processing, which they either never had before or this information was static and limited. The following data marts were implemented:
  - Spare part sales,
  - Customer historic data / Nissan Car Orders
  - Statistics of the Nissan Online Car Availability application
  - Statistics of Nissan Car Warranty
  - Customer Account Analysis and Check Receipt
  - General Accounting
  - Note Movement Analysis
  - Analytical Car Classification  
by the Ministry of Transport

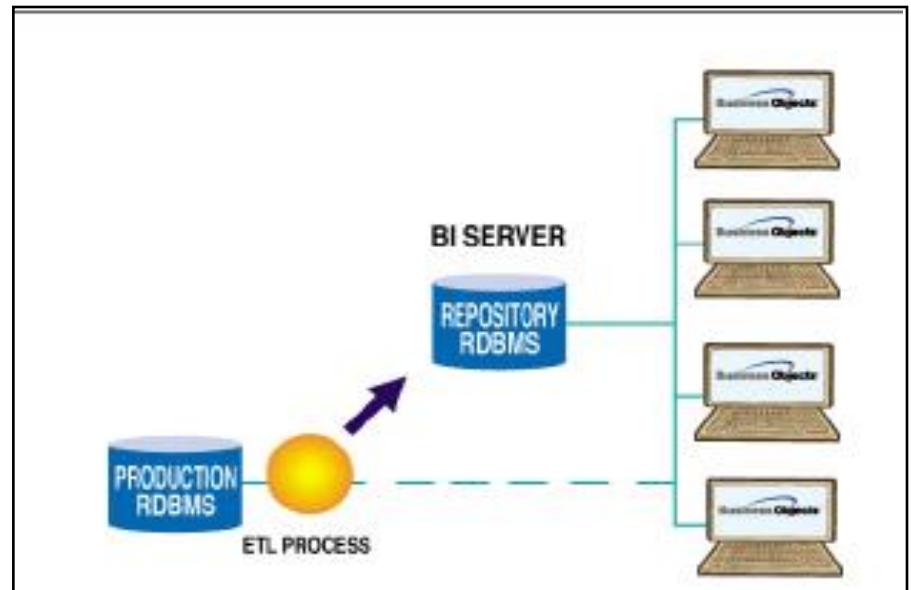
Number Of Users: 100



# Proton Bank

- This project relates to services for the development of a reporting system for Proton Bank. Through this specific project, Grouping and distinction of information that is connoted with data in the environment of the customer were achieved.

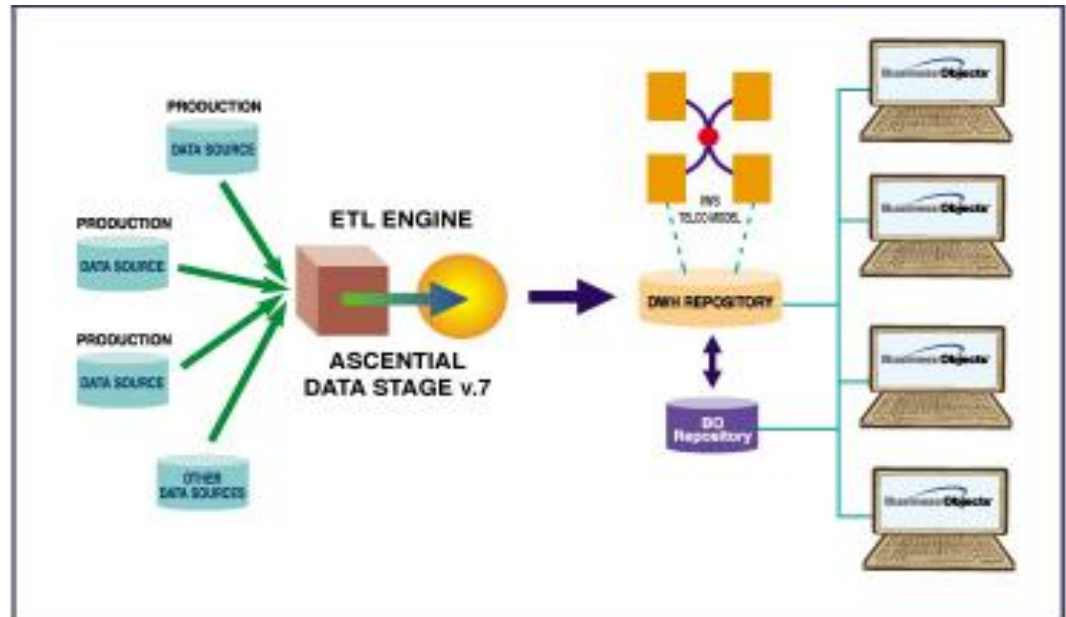
Number Of Users: 35



# Orange Romania

- Implementation of reporting system having as source of data the IWS that the customer uses as telecommunications base.

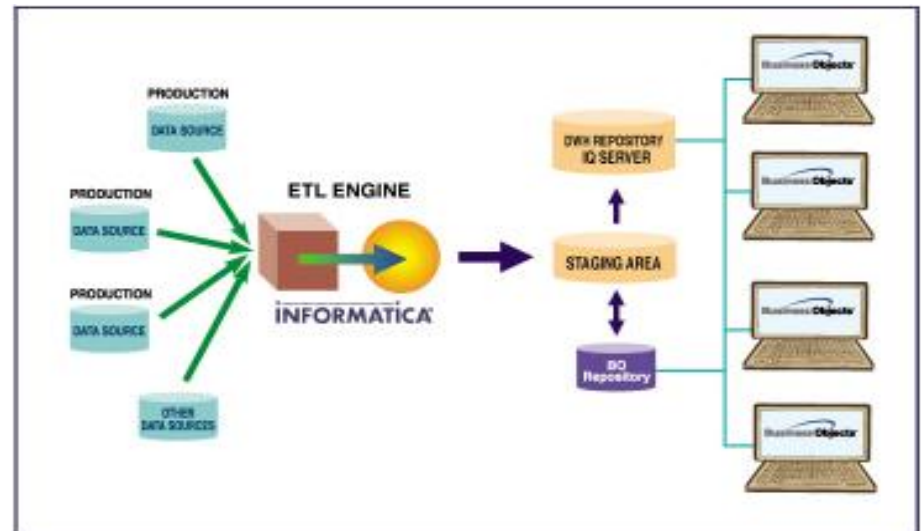
Number Of Users: 200



# O.P.A.P SA

- Briefly, this solution is about the implementation of a contemporary and complete management data exploitation system, regarding the on-line game conduct of OPAP. This system collects, transforms and stores data, so that report production is possible, which will include necessary information for all departments of the organization, and will allow information processing using data mining technology.

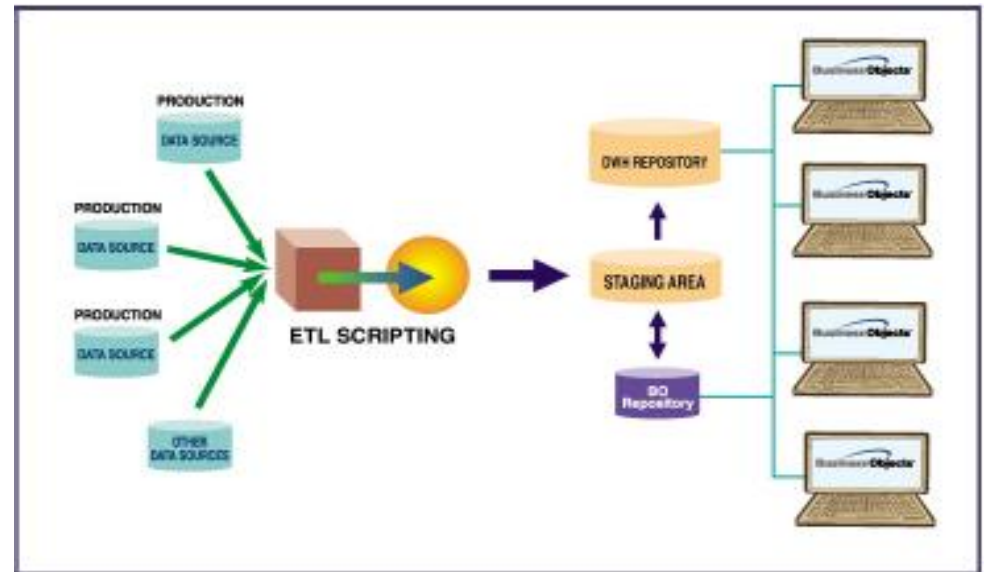
Number Of Users: 150



# P.A.E.P.

- Creation of reports for unemployment recording with the use of Business Objects. Through the implementation of the project, significant information needs of PAEP employees regarding age, education and unemployment duration of the unemployed, were covered.

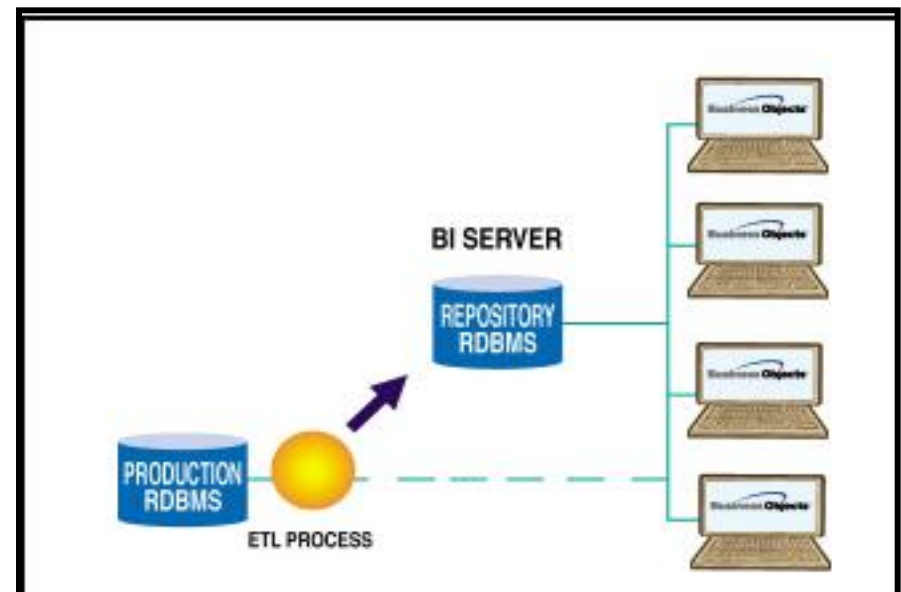
Number Of Users: 10



# Philip Morris S.A.

- Design and development of a reporting system, with the use of Business Objects, for data extracted from the production system of the company, regarding cigarette sales through Papastratos A.B.E.S.

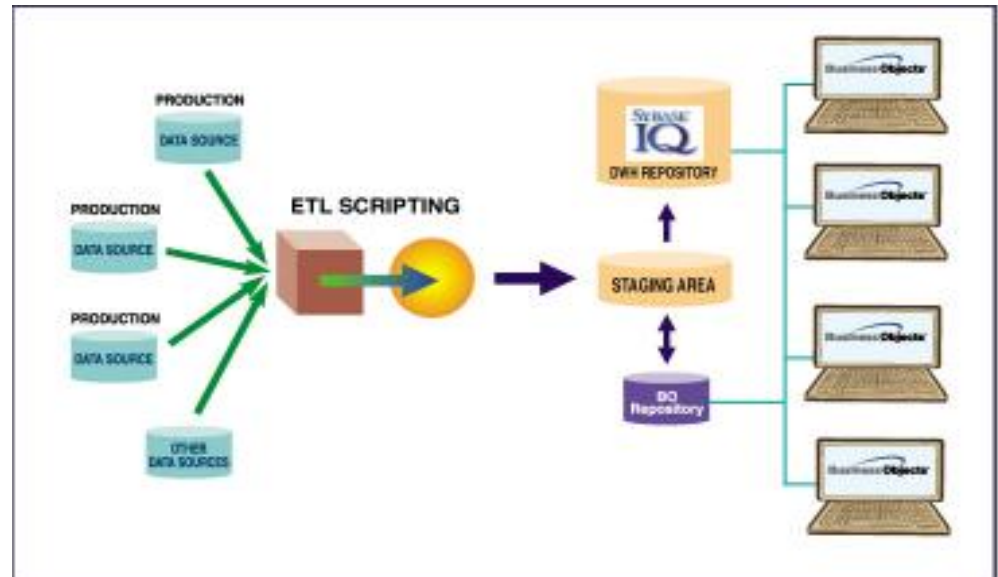
Number Of Users: 25



# Plias SA

- With the implementation of the project, significant information needs of Plias employees were covered, regarding sales, budget, products, targets, schedules, customers e.t.c. This was achieved with the design and the creation of an MIS database in which information from the production DB of Plias is collected.

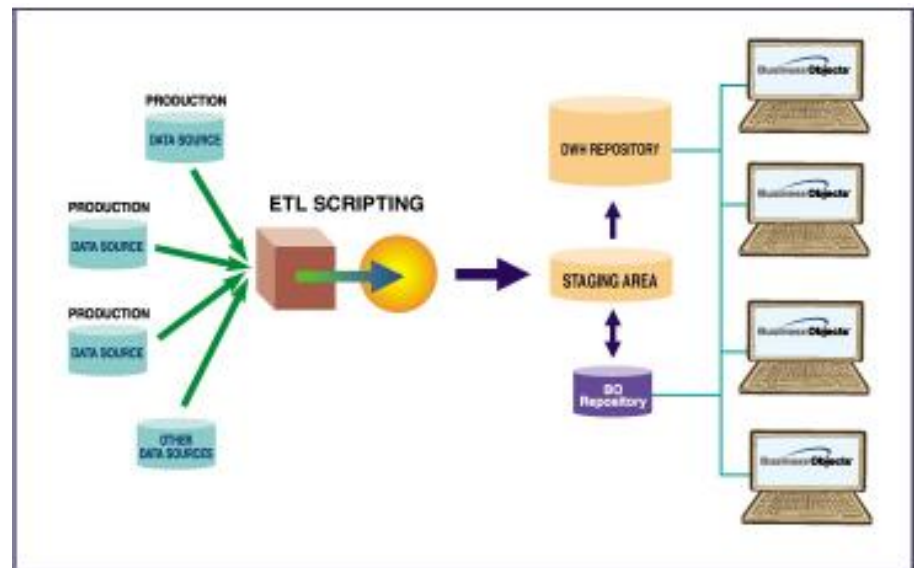
Number Of Users: 60



# Sarakakis SA

- Design and creation of an Enterprise Data Warehouse Repository for Sarakakis, in which information from the production system of the company is collected for analysis and processing. Design and implementation of necessary ETL procedures, for data extraction from the production system of Sarakakis, its transformation, cleansing and audit, as well as its input to the Enterprise Data Warehouse Repository. With this solution, direct and dynamic business report production by Sarakakis employees regarding financial data (Profit & Loss), sales/purchases and inventory movements for VOLVO parts, becomes possible without the contribution of the IT department.

Number Of Users: 30

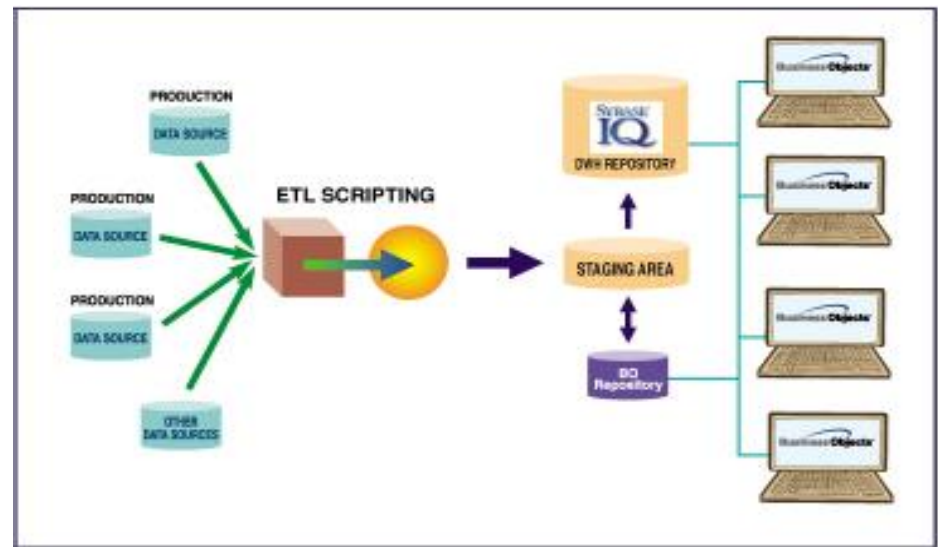




# Tefin/Toyota SA

- Significant information needs of Tefin employees were covered, regarding marketing, dealer, bonus, sales etc. This project concerns a Data Mart implementation, which is supplied by the OLTP data sources. The data extraction and integration from the production system are accomplished through scripting for the IQ. Data management for the Data Mart is completed by the Sybase Adaptive Server IQTM. Finally, the design, creation and management environment of the reports is accomplished through Business Objects.

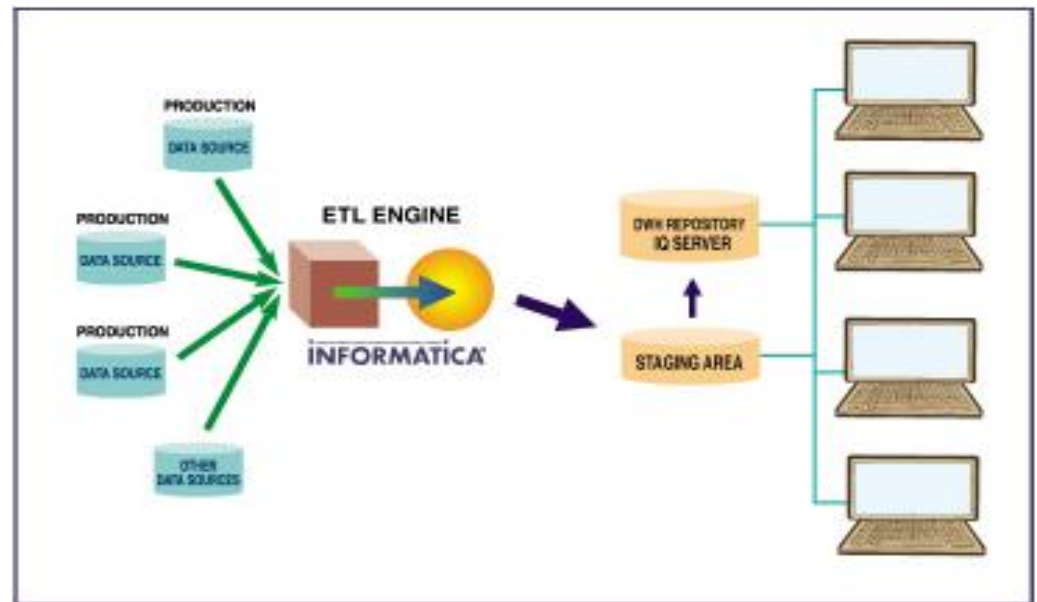
Number Of Users: 25



# Wind Hellas

- Design, development and implementation of a Data Management System related to profiling deactivated customers and contract traffic profiling. These procedures were originally designed to be executed on a monthly basis, collecting data from the production base to the new target board, with an intermediate processing stage and the update of a stage board. Due to the large amount of data, the execution on a daily basis was decided, through a batch process.

Number Of Users: 30



# Vodafone

- With the implementation of this project, information needs of Vodafone employees were covered, regarding customer service level in stores. The services provided were related to users' specifications gathering and Business Objects Universe design and reports creation.

Number Of Users: 250

