

SCOTTISH MIDLAND CO-OPERATIVE SOCIETY SELECTS INCA FOR PLANNING, MARGIN AND PRODUCT MIX ANALYSIS



INCA TO IMPLEMENT IBM COGNOS PLANNING FOR LEADING RETAILER IN SCOTLAND AND NORTHERN IRELAND

Inca, winner of the IBM Cognos Partner of the Year award, today announces that Scottish Midland Co-operative Society (Scotmid), leading retailer in Scotland and Northern Ireland, has selected IBM Cognos Planning from Inca for budgeting, forecasting, reporting and ad-hoc analysis.

It will provide users with greatly improved analysis capabilities for increasing profitability, such as tailoring the product mix, stock loss, wastage reductions, and assessing the impact of margin changes and seasonal wage fluctuations.

It will also reduce the budget cycle, provide rolling forecasts for enhanced planning and performance management, and replaces Scotmid's existing bespoke budgeting system, which no longer has the capacity to deal with the sustained growth of the organisation.

After a full survey of the marketplace, Scotmid selected IBM Cognos Planning from Inca. "We had high expectations from the IBM Cognos technology, all of which were met during Inca's initial demonstration.

The team at Inca has proved to be professional, reliable and knowledgeable about how we can get the most from IBM Cognos to suit our specific requirements", commented Paul Etherington, Systems Accountant at Scotmid. He continues, "We have been very impressed by IBM Cognos Planning. It is a well-designed product and has so far met all our requirements".

Feedback from the end users has been encouraging. One of the key strengths of the product has been its flexibility, both in terms of the building of the model, and in terms of the reporting process. These are extremely important factors when dealing with a degree of differing information requirements within a complex organisation with a diverse range of operations."

"The combination of the flexibility of the product and its strong functionalities have resulted in us being able to change many aspects of the budgeting process from a procedural perspective."

As we have learned more about the product, we have found that it can do so many modelling exercises in extremely quick time that we have been able to exceed the expectations of the budget holders. It has been very satisfying to observe how this aspect has grown as the knowledge of the product has grown, and certainly bodes well for future developments in this area."

"We are delighted to be working with Scotmid, and it's great to see that retail organisations are continuing to see the potential of IBM Cognos Planning. As well as being a sophisticated, state-of-the-art planning tool, it can provide a wealth of performance management analysis capabilities to impact the bottom line."

