

FAST GROWING COMPANY, MAYFLEX, CHOOSE IBM COGNOS EXPRESS TO DELIVER ESSENTIAL BUSINESS INTELLIGENCE & PLANNING CAPABILITY



"We chose the software based on the perceived ease of use and the time that would be saved by the end users; also the system updates itself as all the data is linked from the sales budget right through to the P&L, running alongside our Distribution Resource Management integrated system, IBS Enterprise. We plan to bring in actuals to compare against budgets at various levels. We had done this in the past but over several reports; with IBM Cognos Express we can see everything in one place"

As a successful, privately owned cabling infrastructure, networking and physical security products distributor, with a respected name and a proven track record in partnering installers and integrators, Mayflex has experienced a period of rapid growth over the last few years. During this period of growth Mayflex found that their spreadsheet system, used to budget business activities, was becoming complex and unwieldy. Lyn Dolphin, Financial Controller at Mayflex, comments, "each time the company expanded, the spreadsheet system became more unstable; we have remote users in the UK and in Dubai who were beginning to lose confidence in the spreadsheets because the links kept breaking".

Having decided to review the budgeting system Lyn received a timely invitation from Inca to attend a launch event for IBM Cognos Express. "We were aware of Inca's partnership with IBM and therefore did not need to speak to any other suppliers. Having discussed our requirements with Inca we felt that IBM Cognos Express was right for Mayflex". Lyn continues, "We chose the software based on the perceived ease of use and the time that would be saved by the end users; also the system updates itself as all the data is linked from

the sales budget right through to the P&L, running alongside our Distribution Resource Management integrated system, IBS Enterprise. We plan to bring in actuals to compare against budgets at various levels. We had done this in the past but over several reports; with IBM Cognos Express we can see everything in one place".

"The service and help we have received in introducing IBM Cognos Express into the business from Inca has been excellent. Our timescales are very short and Inca have done everything they can to assist us in achieving our target."

IBM Cognos Express will provide Mayflex with a stable environment within which to budget business activities. Due to the requirement of UK and international users connecting remotely, the facility to use the web for inputting and viewing data will prove invaluable. "We are still implementing the software but our manager in Dubai is already using the system for his sales budget", comments Lyn.

The implementation of IBM Cognos Express has been split into three phases; phase one (sales forecasting and budgeting) and phase two, (cost forecasting and budgeting) have now completed. The third and final phase, company financial consolidations, began in mid March 2010. In the space of just three to four months Mayflex will have implemented a complete budgeting and forecasting solution, enabling them to plan and analyse their business more effectively.

Lyn concludes, "the service and help we have received in introducing IBM Cognos Express into the business from Inca has been excellent. Our timescales are very short and Inca have done everything they can to assist us in achieving our target."



In the future Mayflex will consider the dedicated reporting element of IBM Cognos Express to produce a fully integrated Business Intelligence and Performance Management solution.

Ian Stone, Managing Director of Inca, says, "We are delighted that Mayflex have chosen IBM Cognos Express from Inca. Midsize organisations are focused on driving cost and improving profit and efficiencies; the IBM Cognos Express solution provides them with the necessary tools to achieve their goals".

ABOUT MAYFLEX HOLDINGS LTD

Mayflex is a successful, privately owned distributor with a respected name and a proven track record in partnering installers and integrators. Since its formation in 1917, Mayflex has become a leading distributor of cabling infrastructure, networking and physical security products. Through dedication to customer service, providing a comprehensive and complementary product range and by remaining at the forefront of technical innovation, Mayflex is committed to becoming the installer's partner of choice.

ABOUT INCA SOFTWARE

Inca, a Logicalis company, is the largest and most successful UK IBM Cognos partner, providing customers with the full suite of IBM Cognos products. Inca's professional services division is home to the most experienced performance management team in the UK, having implemented IBM Cognos solutions for over 400 companies across all industry sectors. Inca is the IBM Cognos Partner of choice for companies who want to gain a clear understanding of business performance through improved performance management processes.

For further information, visit the Inca website at www.incasoftware.co.uk

