



Myllyn Paras utilizes K4 Analytics® in Qlik® for Budgeting and Forecasting

The Customer

Myllyn Paras Group manufactures, sells and markets flour, flakes, soda and pasta, and frozen dough and bake-off products. In total, the company employs over 100 people and has a turnover of more than EUR 50 million. The company's two factories are located in Hyvinkää, Finland.

The Challenge

Myllyn Paras was looking for the most appropriate tool for developing business reporting, especially for sales. Qlik's existing ready-to-use product did not meet growing reporting and analytics needs, and sales required a tool for more accurate product and customer budgeting.

Myllyn Paras had already implemented Qlik as a turnkey solution for its ERP system project even before working with Pengon. However, Myllyn needed help with using Qlik more efficiently: the solution was originally deployed for sales reporting, and the reporting solution for the turnkey solution needed to be crafted to serve Myllyn.

The Solution

Myllyn leverages Qlik as a comprehensive analytics visualization tool, both at different stages of the supply chain and as a management support. *"We use it to report sales, financials and inventories. In addition, it collects production reporting and quality measurements, that is, data is fed into ERP and then reported through Qlik,"* ; Jari Riippi – Business Controller – Myllyn Paras Group.

In the fall of 2018, the Myllyn started development efforts aimed at improving the accuracy and efficiency of sales budgeting. For this purpose, the **K4 Analytics** module via Pengon was implemented in Myllyn Paras. It is a versatile data entry and management module for managing budgets, forecasting and simulation calculation in Qlik.

Previously used manual reporting in Excel was laborious and partly impossible. *"We have a lot of products and customers and, with it, data. When we had to start budgeting at a more accurate level, Excel was no longer good for that purpose, accuracy and workload needed relief,"* Riippi explains. *"That's why we introduced K4 Analytics module for finance and sales budgeting,"* he continues.

Riippi indicates that the greatest benefit of K4 Analytics is in ERP integration: the report automatically retrieves all the historical data in the ERP and the classifications used there. Classifications make analytics more accurate, and historical data makes forecasting easier.



The Challenge

- Improve sales forecasting
- Accurate reporting
- Refined Budgeting
- Improve Production planning

The Benefits

- Fast data reporting
- Minimize wastage
- Reliable & Accurate
- Real time reporting
- Improved Production planning





“At the same time, these forecasts and budgets can be transferred to other reports, or back to the ERP. It makes a lot of budget work easier” he says.

Closer tracking of sales has improved production planning - especially for product launches

“K4 Analytics also has a direct impact on production optimization by manufacturing products according to more accurate sales budgets and forecasts. This reduces both interruptions and losses, which naturally has an impact on business figures.”



Better analytics has supported, in particular, sales tracking and forecasting of new product launches:

“The new products do not yet have any historical data on which to base their sales planning on production. Now we see in real time how the sales of a new product are developing and this helps us plan the production of that product”

Riippi describes the benefits of exchanging information between sales and production.

With more accurate production planning, Myllyn's Production Volumes are now more accurate. The benefits are tangible, both in minimizing wastage through more precise raw material orders and inventory levels, and in improving the company's security of supply.

“K4 Analytics has a direct impact on production optimization by manufacturing products according to more accurate sales budgets and forecasts. This reduces both interruptions and losses, which naturally has an impact on business figures...”

Jari Riippi - Business Controller - Myllyn Paras



For more information contact:

panu.pihl@pengon.fi

www.pengon.fi