

Data Warehousing



VOLVO Truck North America

**Sunrise helped Volvo
Truck North America to
achieve an enterprise
wide data
management solution,
saving substantial user
time and facilitating
better decision making**



Executive Summary

Volvo Truck North America (Volvo Truck NA) wanted a more robust and flexible way to analyze the sales data for one of its major product lines. To accomplish the new reporting methodology, the company needed to develop a consolidated "view" of its data by developing common classifications and transform imperfect data from multiple legacy and external sources into an accurate, consolidated view of their business.

Sunrise defined the Volvo Truck NA's business rules and requirements to determine the dimensions, metrics, and attributes as well as the actual database, daily extraction, transformation, and loading (ETL) procedures for a new "Datamart". Sales, customer, and forecast information from existing systems were integrated along with report and analysis scenarios.

The key benefits of the data warehouse initiative were, saving substantial user time in extracting reports, facilitating better decision making for all business users, monitoring and measuring performance at various levels, and implementing an easy, inexpensive, and scalable solution.

Company Profile

Volvo Corporation is one of world's largest truck, bus, and construction equipment producers with more than 70,000 employees and approximately \$ 170 billion annual sales. Volvo trucks are sold and serviced in more than one hundred countries. Volvo Truck North America is responsible from United States, Canada, and Mexico operations of Volvo Truck Corporation with two assembly plants, four parts distribution centers, and seven field offices.

Data Warehousing

Business Requirements

Today organizations started to recognize the competitive advantage of analyzing their data and realized that database structures that were so well suited for some systems were not able to effectively handle the complex and ad hoc reporting requirements of their business users. Data warehousing aims to address the needs of business users by providing techniques for selecting, migrating, cleansing, transforming and storing data from disparate systems into a repository whereby users can extract and analyze the information.

Volvo Truck NA wanted a more robust and flexible way to analyze the sales data for one of its major product lines. The existing reporting system that only generated monthly and quarterly reports did not provide the responsiveness that managers needed. Management wanted information like trends, sales incentive programs, customer service levels, inventory, pricing programs, and order history at their fingertips.

To accomplish the new reporting methodology, Volvo Truck NA needed to transform imperfect data from multiple legacy and external sources into an accurate, consolidated view of their business across systems, departments, and business lines. Before the data transformation, the company needed to develop a common "view" of its data by developing generic classifications and drill-down hierarchies.

Sunrise Solution

Sunrise was engaged to provide both short and long term solutions; develop a reporting architecture to answer operational reporting requirements in the short term, and to design and build a sales and marketing "Datamart" to consolidate data from the multiple legacy application systems over the long term.

Sunrise consultants began the task of defining Volvo Truck NA's business rules and requirements to determine metadata and define the dimensions, metrics, and attributes for the new "Datamart." Further, Sunrise consultants designed the actual database and daily extraction, transformation, and loading (ETL)

procedures for "Datamart" population. Sales, customer, and forecast information from the existing legacy systems were integrated into the new "Datamart" along with report and analysis scenarios for comprehensive pre-deployment testing.

The data from multiple legacy applications was extracted and stored or manually entered into the "Datamart", which was updated on a schedule and agreed time-frame. The front-end browser utilized the stored data to provide visibility to the summarized sales information at any organizational or departmental level. The data extraction process was automated and audits have been established within the automated interfaces to minimize ongoing support costs.

AT A GLANCE

Company web site	www.volvotrucks.us.com	
NA Headquarters	Greensboro, NC	
Services by Sunrise	Data warehousing	
	Platform	Solaris OS 5.8
	Database	Oracle 8.1.7.3
	Modeling Tool	Erwin 3.5.2
	ETL Tool	PL/SQL

Benefits

The key benefits of the data warehousing initiative were, saving substantial user time in extracting reports, facilitating better decision making for all business users, monitoring and measuring performance at various levels, and implementing an easy, inexpensive, and scalable solution.

Volvo Truck NA received not only a short-term solution to their operational reporting challenge, but a flexible, intuitive reporting and analysis platform that provided their key decision makers with valuable insights into critical business needs.

For more information, call Mike Pereira at (336) 722-6741 or visit www.sunriseconsult.com