Calean Tech

After the ERP: first steps in data analytics

For the small or mid-sized company that has outgrown the reports built into its system.

You rolled out the ERP. At first, the reports that came with the system were enough. Now the questions have changed: why did margin drop in this region? Which customer is buying less? And the built-in report has no answer.

That is a sign of growth, not a problem.

You are not alone

In a Qlik and Accenture survey of 9,000 employees, just 21% were fully confident in their data skills. 74% said they feel overwhelmed or unhappy when working with data. By the survey's count, companies lose more than five working days (43 hours) per employee each year.

And 48% said they frequently decide on gut feeling.

The path, in four steps

- [ ] **Pick three business questions.** Start with what changes a decision, not with what is easy to measure.
- [ ] **Bring the sources together.** ERP, spreadsheets and forms in one model, with one definition for each number.
- [ ] **Build the first dashboard.** A few indicators, refreshed on their own, that management opens every week.
- [ ] **Teach people to read it.** Data literacy is knowing how to ask, read and question a number. A dashboard nobody can read changes nothing.

Next step

Get to know Qlik, the data analytics and integration platform I use. IPC Global runs demos and proofs of concept: **talk to IPC Global**.

Source

- The Human Impact of Data Literacy, Qlik and Accenture, January 2020.