ICON GROUP

End to End Technology Consulting Partner

300+
Customers

250+
Employees

6
Offices

20 years
in business

- Incorporated in the year **1999**
- Headquartered in Singapore, 5 centers in India
- 1000+ successful project implementations for clients globally
- Domain certified consultants
- Singapore **SME 500** Awardee in 2007

Business Practices

BUSINESS ANALYTICS

Business Intelligence

Advanced Analytics

Information Management

ENTERPRISE PERFORMANCE MANAGEMENT

Enterprise Planning

Financial Consolidation

Account Reconciliation & Close Management

Artificial Intelligence

Machine Learning

Natural Language Processing

Data Analytics Offerings

Gold
Microsoft Partner
Microsoft

- The Icon Group provides end to end Business Analytics consulting services to enterprise & mid size customers including many Fortune 500 companies

- Our consulting team can assist on all stages of BI Journey – **BI Assessment**, **BI Road Map Creation**, **Technology Investment** and **Application Development**

- We have a experienced team of certified business and technical consultants

Our Services	Our Expertise	Vertical specific solutions	Solutions
• Business Discovery • Dashboarding, Reporting & Analytics • Self-Service Visualization • Balanced Scorecard • GeoAnalytics	• BI Assessment & Tool Evaluation • Consulting & Roadmap • Architecture Design & Development • Custom Development • Maintenance & Support • Migration & Upgrades • Testing & QA	• **Automotive** – Production planning, Inventory mgmt. Dealer mgmt , Sales planning & analysis • **Manufacturing** – Production Planning , Inventory analysis, Sales & distribution mgmt., Predictive maintenance • **Insurance** - Underwriting & pricing, Claims mgmt., Customer intelligence, Sales analysis, Financial mgmt. • **Pharma**. – Primary and secondary sales analysis, Qualitative and quantitative analysis of field force, Demand planning and analysis, New product analysis	• **Finance** – Financial planning & analysis Expense mgmt, Cash flow mgmt. • **Supply Chain** - Inventory mgmt., Operational planning, Supplier mgmt. • **Sales& Mktg**.-Pipeline & quota mgmt. Sales planning, Channel analysis • **HR** -Workforce mgmt., Recruitment& payroll &compensation • **IT** – Helpdesk Mgmt, IT Asset mgmt., inventory tracking

Key Functional Areas

Executive Dashboard
- Balanced Scorecard
- Performance Management
- Predictive Analysis
- What-if Analysis
- Activity-Based Management

Supply Chain
- Demand Planning
- Procurement Analysis
- Supplier Performance
- Inventory and Warehouse Management
- Logistics & Fulfilment Analysis

Sales, Marketing, Service
- Sales Planning Analysis
- Customer Analysis
- Campaign Performance Analysis
- Product Profitability / Price Waterfall
- Contact Center / SR Performance

Finance & HR
- Financial Consolidation Reporting
- P&L Analysis by Division / Business Unit
- IFRS / GAAP / SOX Compliance
- Risk Management & Sustainability Report
- Workforce and Benefits Analysis

Operations
- Production Planning & Scheduling
- Production Management
- Quality Management
- Six Sigma / Process Analysis
- Plant / Equipment Maintenance Analysis
- Costing and Price control

R&D and IT
- Product Portfolio Analysis
- Product / Project Management
- System Performance Controlling
- Service Level Reporting
- Infrastructure Planning / Sizing

Executive Dashboards

**YTD / MTD Performance**
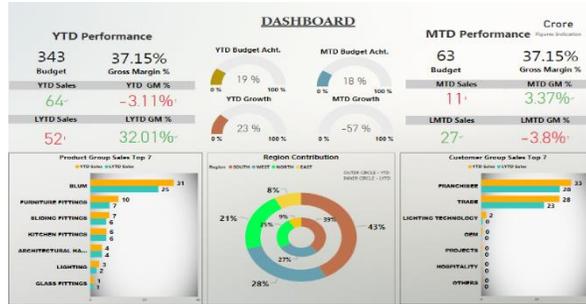
Sales Dashboard

Financial Performance
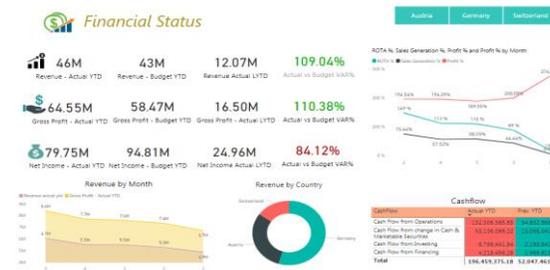
Product wise sales
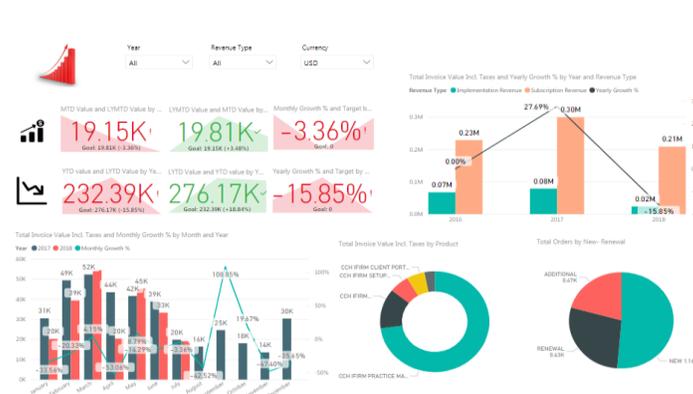
Open Order Dashboard

Preventive Maintenance Tracker
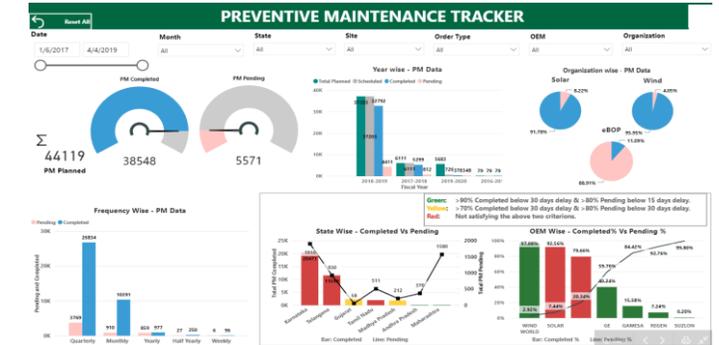
Expense Vs Budget YTD

Simplifying Business
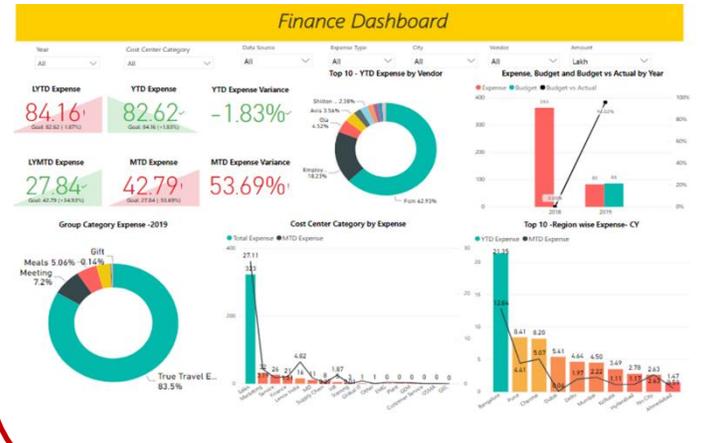

Customer Analysis

Material Consumption Analysis
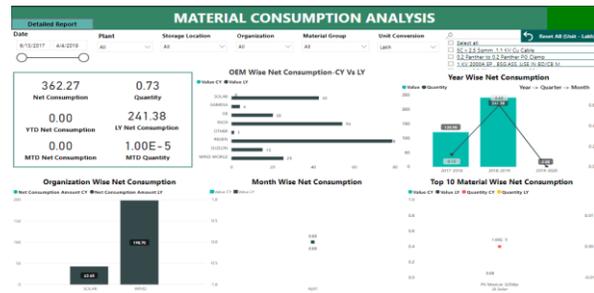
Top Bottom Analysis
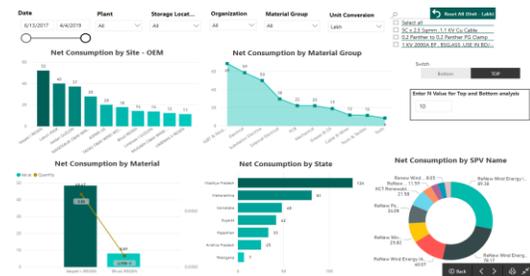
Margin Report
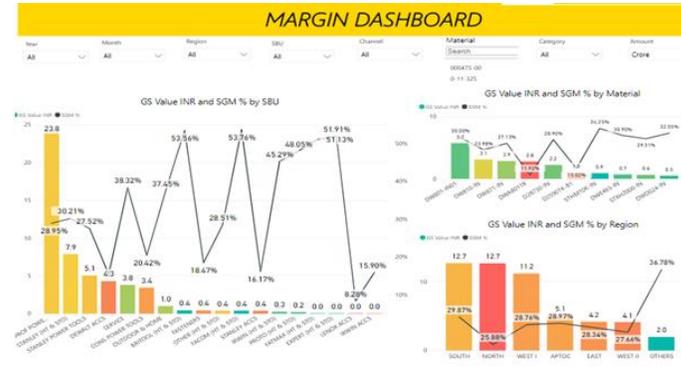
Sales Representative Report

Product Analysis Report

Sales Manager Report

Customer Success Stories

A global automotive client

Business Problem

- Lack of visibility into dealers data
- Inability to know the actual progress made in Sales across geographies
- No visibility of data for each sales office and large volumes of data hard to maintain in excel

Solution

- Near real time analysis now possible with the BI solution implemented
- All global dealers can access data on product availability to take decisions swiftly
- Planning of targets based on performance of the areas is now possible with what-if analysis.

Business Benefits

- 600+dealers all over India have access to data real time
- 360 degree view of customer, dealers data to top mgt

A reputed manufacturing client

Business Problem

- Difficult to determine the no. of customer Contract created, renewed and lost on Monthly basis.
- Lack of decision making due to incomplete overview of data.

Solution

- BI implementation helped to give complete visibility on the customer contract details .,
- Detailed reports and analysis can be made on Customer base on active contract, maintenance of Contract, lost and renewed on Monthly, Quarterly and Yearly basis, Monthly Payment, AR, Warranty Labor and Monthly Credit Reports

➤ **Business Benefits**

- Significant increase in sales due to in depth analysis of customer details

A global insurance client

Business Problem

- The static reports generated via excel files were not sufficient to analyze and visualize important KPIs
- Productive manhours lost due to manual creation of monthly and quarterly reports in Excel

Solution

- Management Dashboard implemented could now analyze their major KPI's like Total Gross Premium / Commission / Net Premium, YOY/MOM Premium, Customer Retention Ratio, Renewal Rate etc., across different periods / branch / business class / policy types

Business Benefits

- Dynamic BI reports could now easily analyze growth trends, policy expiration Alerts, etc
- Easy and faster execution of what-if scenarios for effective decision making

THANK YOU

THE ICON GROUP

37 Tannery Lane, 05-01 Tannery House, Singapore 347790

Office: +65 6844 7100

Email: singapore@iconresources.com