

SUCCESS STORY

# Improved P&L management with data analytics for a helicopter manufacturer

## CHALLENGES

With purchasing accounting for ~70% of recurring costs base, **important efforts were requested from Programs to boost their competitiveness and secure their P&L.** With **more and more data to be analyzed** and limited resources, our client needed support to **develop automatized financial analyses** to focus on key business drivers and improve P&L.

## SOLUTIONS

To focus on priorities and improve its business impact:

- We **developed an analytic tool** based on the client's database and shared assumptions, enabling the identification of key business opportunities
- We trained the client's teams to leverage analyses available in the dashboard
- We defined a "standard action catalog" to **support deep-dive and root causes identification**

## KEY DELIVERABLES



### Validated business assumptions

Shared controlling business rules to ensure data quality and alignment of stakeholders



### Integrated controlling analytic tool

Analytics to enable new analysis/service and improve the efficiency of controllers



### Operational buy costs synthesis

Top costs deviations, opportunities areas, identified risks & Opportunities with related impact on P&L

## CUSTOMER BENEFITS

**-70%**

**of workload** related to operational data management

**1**

**shared truth** for baseline and hypotheses

**100%**

**capability** to focus resources on topics with a major P&L impact