

# Uponor empowers users and cuts IT and factory costs

## uponor

*Leveraging IBM Cognos Express with help from eCapital Advisors*

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### Overview

#### Business challenge

In order to empower end users and address a multitude of backlogged request reports, Uponor needed to upgrade its reporting system.

#### Solution

Uponor utilised eCapital Advisors' services and product recommendations, and purchased and implemented IBM® Cognos® Express.

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Formerly known as Wirsbo, Uponor was founded in 1620, forging high-quality steel and weapons for the King of Sweden. Wirsbo changed its name to Uponor in 2006, and is now a top international heating, fire and plumbing systems manufacturer.

Uponor operates in more than 20 countries throughout the world, offering plumbing, heating and fire safety systems for residential and commercial buildings.

Uponor also provides snow and ice melting, turf conditioning and permafrost prevention systems. Its systems can be found in major ski resorts as well as in several NFL stadiums throughout the United States.

### Challenges

In order to empower end users and address a multitude of backlogged request reports, Uponor needed to upgrade its reporting system. The company needed a system that would allow end users to customize information reports in a reliable and timely manner. Uponor also wanted to move away from supporting multiple expensive legacy platforms, and instead install one powerful and reliable platform that would be more cost-effective.

Uponor also previously had no way of analysing its sales and financial data. It needed to implement a tool that would create visibility for important variables such as international market trends and business spending.



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## Business Benefits

- Empowers end users in creating their own customised reports utilising eCapital Advisors' services and IBM Cognos Express technology.
  - Allows greater efficiency for IT team, who can rely on the power and intuitiveness of IBM Cognos Express for end users, and focus on projects other than creating reports.
  - Easily and effectively analyse international sales trends, business spending, and other key variables that lead to dramatic savings in indirect spending.
  - Upgraded to a single powerful, efficient IBM Cognos Express platform and have saved \$400,000 annually by retiring multiple legacy platforms.
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## Approach

- Utilise eCapital Advisors' services and product recommendations to assist with numerous current and future software implementations.
- Purchase IBM Cognos Express.
- Take advantage of eCapital Advisors' competitive resources and expertise.

"eCapital Advisors has not only acted as a reseller, it has also been a real partner for Uponor. The eCapital team was always attentive, provided sharp resources, and has a full staff of talented people that directly assisted us in our projects, which is a rarity in mid- to large-sized resellers," comments Chris Moore, VP Information Technology at Uponor.

## Impact

- Saved the IT department over \$400,000 annually on maintenance costs for the legacy platforms which have now been retired.
- Improved analysis of worldwide market trends, leading to increased sales of five to ten percent in the first year of the implementation.
- Empowered end users with the ability to easily and quickly create their own customized reports.
- Increased the IT department's productivity by enabling them to focus on other projects while end users create their own reports.

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## Solution Components

### Software

- IBM® Cognos® Express

### IBM Business Partner

- eCapital Advisors
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*“IBM Cognos Express is a great tool for us. It’s intuitive, so our end users find it easy to implement, and it provides crucial analysis for our sales and marketing that were previously unavailable to us. I would encourage any IT department looking to upgrade to take advantage of IBM Cognos Express, as it has all the power and reliability of IBM Cognos at a competitive price.”*

— Chris Moore, Vice President Information Technology, Uponor

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## About eCapital Advisors

eCapital Advisors LLC, headquartered in Minneapolis, MN, is a management consulting firm specialising in Performance Management (PM) solutions. These PM solutions include software and services designed to empower the business user with real-time budgeting, forecasting, analytics and reporting. These powerful tools provide comprehensive, real-time views of performance that facilitate decision-making to improve efficiency and increase profitability.

eCapital Advisors has certified professionals on staff that represent over 150 years of consulting and industry experience. Using a proprietary methodology, these consultants quickly assess, design and implement Enterprise Planning and Business Intelligence solutions. eCapital Advisors has a continuously growing client base of over 100 leading firms now successfully using Performance Management technologies.



## About IBM Business Analytics

IBM Business Analytics software delivers complete, consistent and accurate information that decision-makers trust to improve business performance. A comprehensive portfolio of business intelligence, predictive analytics, financial performance and strategy management, and analytic applications provides clear, immediate and actionable insights into current performance and the ability to predict future outcomes.

Combined with rich industry solutions, proven practices and professional services, organisations of every size can drive the highest productivity, confidently automate decisions and deliver better results.

## For more information

To learn more about IBM Cognos software, contact your IBM sales representative or visit: [ibm.com/cognos](http://ibm.com/cognos)

To learn more about products, services and solutions from eCapital Advisors, visit: [ecapitaladvisors.com](http://ecapitaladvisors.com)



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