



**Planning Process ITT- Lowara**



This solution supports all the sales data collection through the web in order to draw up the budget, the different through-years forecasts and a strategic three-year plan. It has contributed to the management and the monitoring of a hierarchic approval process, supporting bottom-up logic. The sales planning process is multidimensional and allows a capillary action on product plan, market, customer, sales agent and company hierarchies.

- **Products**  
Hyperion System 9.2 (migration to 9.3-1 has been already planned)
- **Markets**  
Industrial



**Why is it innovative?**

The solution is able to rapidly manage the planning of large volumes of data with a high level detail. It standardizes and homogenizes the planning cycles of different companies operating in different markets, creating "participatory" processes of goals definition.



**Iconconsulting**

Via Bazzanese, 32/ 7 - 40033 Casalecchio di Reno (BO) - Italy  
Tel. +39 0514391318  
Fax +39 0514391302.  
www.iconconsulting.biz  
f.mingardi@iconconsulting.biz



## Sales & Stock DWH Project "La Rinascente"

It is an advanced solution supporting the "La Rinascente" (a well-known company operating in the retail market) decision system for sales and stock goods analysis. The system daily conveys and integrates peripheral data coming from 16 subsidiaries, spread all over Italy, into a centralized database.

- **Products**  
Oracle DBMS 10g R2 with RAC
- **Markets**  
Retail

### Why is it innovative?

The system is designed to perfectly comply with the specificities of each single user while preserving a model and a basic logic that can be applied to every customer independently for his specific needs.



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[f.mingardi@iconconsulting.biz](mailto:f.mingardi@iconconsulting.biz)