SUCCESS STORY

Challenge
Reduce the real risk of incomplete licensee billing and save time at a crucial period

Solution
Import licensee reporting spreadsheets into a database for contract validation

Results
Recording and reporting of license fees has become more complete and efficent, generating revenue and saving valuable time

USE THE RIGHT TOOL FOR THE RIGHT JOB

The licensee billing department of a world-leading application infrastructure software company asked I Get It! Development to help them migrate an Excel-spreadsheet-driven system to an Access database. The database has led to greater accuracy in license fee reporting and an enormous savings in time. The database stores historical data for quick and easy analysis of business and customer trends. Up-to-the-minute reports can be generated for management with a click of a button, saving valuable time near quarter close when reports are requested most.

Challenge

The license royalty billing department receives dozens of Excel workbooks from licensees every quarter. While the department requests that reports be made using an Excel workbook in a standard format, they can be...not very standard. Some licensees retrieve their reports from proprietary ERP systems and just can't output to the standard format.

The old system was time-consuming for two reasons:

1. Contracts were negotiated on a sliding scale and included different license packages. Each Excel file had to be checked against the original paper contract to determine the correct license fee given licensee sales volume, geography and product.

2. The transactions reported in non-standard Excel workbooks sometimes contained data corruptions like an exact value typed where a formula belonged or a quantity on one line multiplied by the unit price on another due to copy-paste problems.

Unfortunately, this type of data corruption is not uncommon in Excel spreadsheets used for transactional reporting. The errors are not obvious and valuable time is spent tracking them down.

I Get It!®

> **For almost all of our contracts, we can click a button, select the Excel spreadsheet to import, and we're done. We can run reports for the quarter to date or report on individual customers immediately. The time savings is enormous, and our ability to catch errors in reporting is hugely improved as well.**

Use the Right Tool
For the Right Job

Excel is a fantastic tool for analyzing data but it's not for storing and reporting on data based on complex relationships like those between customers, sales volumes, and product types. If you are storing data in spreadsheets or have historical data hiding in different folders throughout your company network, contact I Get It! Development to consolidate your data in one secure, central storage place. You'll have the data you need to make critical business decisions at your fingertips.

Solution

I Get It! Development created a database to hold customer information and contract detail including pricing schedules to accommodate any negotiated contract. Contract terms are identified by product, sales volume, type of customer, geographic location, and other key factors in how licensees will distribute their own products. Instead of retrieving the paper contract to check the Excel files, the database verifies the Excel spreadsheet data on import. Any discrepancies are immediately noticed and can be reported to sales management for resolution. License volume sales are checked on a per-transaction basis to see if a licensee has reached a new pricing level, modifying their license fee.

Results

Recording and reporting license fees is now much easier and faster. "For almost all of our contracts, we can click a button, select the Excel spreadsheet to import, and we're done. We can run reports for the quarter to date or report on individual customers immediately. The time savings is enormous, and our ability to catch errors in reporting is hugely improved as well."

Many individuals who review the reports are diehard Excel users and like to analyze quarterly and annual results. Finance analysts and regional managers initially resisted the move from Excel for fear of having to learn how to use a database. But for the final analysis, Excel is the right tool. While the contract terms and transactions are stored securely in a database, I Get It! Development simply created a series of reports that create Excel spreadsheets! Database for storage, spreadsheets for analysis — use the right tool for the right job.

I Get It!® Development

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