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Behr America:
Controlling the Environment

Behr America uses Integra for Notes to Integrate Financial Databases and Take Mission Critical Decisions Based on Report Outputs

Behr manufactures air conditioning and engine cooling systems for the commercial and passenger automotive industry – customers include DaimlerChrysler, Volvo, GM, BMW and Ford. The group is global with 18,000 staff at 17 development and 30 production sites, and additional 13 joint venture locations world wide. Sales in 2005 were 3.0 billion euros. Behr America, the North American subsidiary operates four manufacturing locations and two development centers. So it's no surprise that such an operation needs to be in complete control of its business critical data so it can be agile in its manufacturing operation and be secure in the knowledge that it has the correct information to make such decisions.

"We use a variety of systems across our business units, with Lotus Notes being utilised in every unit," states John Ballard, Lotus Notes manager, Behr America. "We needed a solution to our turgid reporting system – which was effectively, the manual collation and processing of data from 39 sources including SAP and JD Edwards."

"This would then be emailed to executives, dependent on their needs. Managing the number and complexity of the

reports was a task in itself, ensuring the right exec got the relevant report was another," Ballard continues. "The process took 18 days in total – almost as soon as it was over, we were starting again. We knew there had to be a better way."

"We were looking for something that could extract data from multiple sources and report using Excel – which is the format the execs were used to. We scoured the market and found a couple of products that fitted the bill."

"We had to dismiss Intelliprint as it required installation on execs machines – this is against our policy. Also, the product wasn't able to offer the depth and functionality we required in terms of using Excel for reporting - it's pretty weak in that area."

"We found Integra for Notes on the web – and being assured by the sales guys that it would meet some very specific needs that we had – proceeded to do an evaluation of the product there and then."

The Integra for Notes product family enables reporting from Lotus Notes to Microsoft Word and Excel, enhancing financial information for our key execs," adds Ballard.

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"There is an icon for the execs to launch their report and the whole reporting cycle takes just 5 days now instead of virtually the full working month."

"There is a very limited audience to the information – so we had to ensure complete confidentiality in the distribution of reports. Integra for Notes allowed us to gather the information from our multiple databases, creating the pre-formatted reports in Excel with the pivot tables and charts available right away, and then, save it into our separate secure Notes storage database. We then used the Doc Link facility within Integra for Notes to ensure the right recipient gets access to the right report and that we have 100% integrity. The best bit – there is an icon for the execs to launch their report and the whole reporting cycle takes just 5 days now instead of virtually the full working month," Ballard adds.

"The success of the project is evident," said John de Giorgio, CEO, Integra for Notes. "The group are now looking to expand the usage to China, India and some European office locations so that timely and secure reporting can be utilised by more of the Behr team."

"Not only are we in complete control of the reporting process because of this impressive product, but I must say, the service during the evaluation and subsequent purchase and installation was seamless," concludes Ballard.

Integra for Notes improves your capabilities for data analysis, printing, graphing, mail merge and even data import and export by integrating Lotus Notes with Microsoft Excel®, Word®, XML and PDF files.

Features for END USERS:
- Wizard based
- Determine layout, fields, filtering and outputs
- Pivot tables, charts, mail merge, labels etc.,
- Import AND Export
- E-mail, save to Notes or file system, utilise doclinks, print

Features for NOTES DEVELOPERS:
- 'Point & Click' data selection and layout
- Event driven LotusScript
- No design changes to databases
- Zero footprint – No installation required
- Runs on Notes client, browser & scheduled

For more information, demos and downloads, please contact us.

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