Timecost Solutions

- *Provide real-time business intelligence quickly and cost-effectively*
- *Offer additional value to clients and compete more effectively*
- *Help clients quickly identify business problems and opportunities*

InterSystems DeepSee Adds Real-time Business Intelligence Capabilities to Timecost Solutions' ORCA Financial Application

ORCA Financial is a complete financial management system developed by Timecost Solutions, a leading New Zealand developer of financial management software, and was built on the InterSystems CACHÉ® high-performance object database.

"DeepSee provides a value-added edge that makes our software more marketable."

– Colleen George
Managing Director
Timecost Solutions

To offer additional value to its clients and to compete more effectively, Timecost Solutions made the decision to enhance the ORCA Financial application by embedding InterSystems DeepSee™ business intelligence software. DeepSee makes it possible to embed real-time business intelligence in transactional applications, enabling better operational decisions.

The real-time business intelligence capabilities of DeepSee help Timecost Solutions' clients identify business problems and opportunities more accurately and quickly. "DeepSee provides a value-added edge that makes our software more marketable," said Timecost Solutions' Managing Director, Colleen George.

"The use of DeepSee with ORCA Financial has enabled us to provide our clients with business intelligence that is real-time, user friendly and actionable," she said. "We can now offer more value to clients than our competitors while playing a more strategic role in their businesses."

Providing Business Intelligence with Improved Speed and Cost-Effectiveness

Embedding DeepSee improves the speed and cost-effectiveness with which Timecost Solutions can provide business intelligence capabilities to its clients. DeepSee is quick and easy to configure with no additional systems requirements. No data warehouse is required, which minimizes upfront consulting and implementation costs.

DeepSee's ability to run business intelligence queries against live transactional data also keeps Timecost Solutions' support costs to a minimum. "With DeepSee, you don't have to extract the data, which means there are no issues with data integrity. That makes it a lot simpler, and easier to support."

ORCA Financial Client Reaps Benefits of Embedded Business Intelligence

Peter McInnes, a Newcastle Australia-based kitchenwares distributor, has already benefited from ORCA Financial's embedded business intelligence capabilities. The company has increased its revenues following Timecost's implementation of dashboards based on DeepSee, providing the management team with access to up-to-date key performance indicators relating to sales.

DeepSee allows Peter McInnes to drill down deeply into operational data within ORCA Financial. This gives the distributor the ability to perform real-time, detailed sales analysis and to respond quickly to changes in the business while working more strategically with the retailers it supplies. For example, Peter McInnes can help retailers improve their revenues by identifying the best products to sell. "We are now seeing more sales with less effort required from our sales representatives," said Peter McInnes' General Manager, Alan Coupe.

"The data has been there all the time, but we now have more flexibility in reporting because of DeepSee," said Alan Coupe. "We can now group related accounts together when supplying a franchise or a group of stores and look at them as a single unit to see what they are contributing to the business. We can then give that franchise or group a breakdown of the stock they are buying, including which stores are buying what stock, see where there are holes and work with them to drive additional sales."

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