

Interactive Reporting Customer Success Story: Skins Compression Garments

The Company

- Established in 2002.
- Head office in Sydney, Australia with subsidiaries in the US, UK and Europe.
- Leading developer and distributor of Skins BioAcceleration Technology™ body-moulded sports compression garments as regularly seen on the world's finest athletes.
- Distribution spanning over 10 countries including New Zealand, Ireland, France, Germany, Switzerland, Italy, Spain, Denmark, Sweden, Austria, United Arab Emirates, Singapore and Malaysia.



The Problem

- Rapidly expanding into the international market.
- Little visibility into corporate sales performance and distributor sales channels within SAP Business One.
- In-house report development and analysis by Sales Managers very time consuming.
- Requested variations in reports taking Management weeks to create and distribute.



The Challenge

- Reduce report development and generation time.
- Must interface into existing ERP system; SAP Business One.
- Improve corporate sales analysis and reporting.
- Web-based, deployable globally.



The Solution

- Centralised, web-based access to all SAP Business One data via the IR portal hosted in Sydney, Australia.
- Accessed by all business divisions worldwide.
- All sales people, account managers and management have access to the system and develop their own queries, reports and favourites.
- Reduced report development time to mere seconds.
- Key management automatically receive reports via email.
- Informed business decisions and increase in overall profitability.



“Interactive Reporter has not only dramatically improved the efficiency and quality of all our reports, it has actually encouraged further exploration into our database and led to the development of significantly more detailed trend analyses by a number of variables... something we never even considered with SAP due to the complexities involved with the queries.”

– Steve Ozmai, Project/Channel Development Manager, Skins Compression Garments