



CASE STUDY

Dover Food Retail



Introduction

Dover Corporation is a manufacturer of industrial products across four different segments: energy, engineered systems, fluids and refrigeration, and food equipment. Dover Food Retail is an industry leader in commercial and industrial refrigeration. Founded in 1887 and headquartered in Conyers, Georgia, Dover Food Retail currently employs around 4,000 people.

Products Used

- Oracle Business Intelligence Enterprise Edition (OBIEE) 12c
- Oracle Data Integrator (ODI) 12c
- Oracle E-Business Suite (EBS)
- Oracle Enterprise Planning and Budgeting Cloud Service (EPBCS)

Challenge

As an S&P 500 company, Dover operates dozens of different subsidiaries, each with its own separate sales and finance data. In addition, each of these companies pulls information from multiple source databases, making it difficult to understand the provenance of any given figure or item.

The challenges that subsidiary Dover Food Retail faced as an enterprise included:

- Aggregating data from different subsidiary companies under a single roof.
- Converting raw data into metrics and KPIs that executives could use to make smarter data-driven decisions.
- Ensuring that the information in its sales reports was up-to-date and accurate.
- In general, improving the company's reporting and analytics capabilities.

Solution

After a thorough examination of Dover Food Retail's objectives and requirements, Datavail implemented an end-to-end solution that dramatically enhanced the company's data management practices.

Datavail built a custom sales and financial analytics data warehouse for Dover Food Retail leveraging a model created by another Dover operating company, but incorporating key design changes specific to Dover Food Retail, using an Oracle database as the repository and Oracle Data Integrator (ODI) 12c as the tool to transform data via ETL (extract, transform, load).

Datavail also created elegant storyboards out of raw data, and used OBIEE 12c to select the most relevant metrics and KPIs for customized reports and dashboards that enabled business analysts and executives to make informed decisions.

In addition, our team migrated their financial planning to Oracle Enterprise Planning & Budgeting Cloud (EPBCS) to replace their existing Excel-based FP&A processes.



A lot of people have the technical skills, but to have a company that...feels like they're in it with you, that's important to me, and the primary reason I would recommend Datavail.

Matt Higgins,

Information Technology Director,
Dover Food Retail

Results

Building this data warehouse and migrating Dover Food Retail to the cloud for planning and budgeting enabled the following results:

- Disparate sales data from different subsidiaries is now combined within a single source of truth, providing visibility and transparency for employees across the entire organization.
- Information pulled from the data warehouse is automatically validated, without the need for employees to manually double-check.
- Employees can easily trace figures and information displayed in Oracle EPBCS back to the origin in the Oracle EBS source system.
- Significantly fewer hours of stressful and tedious manual work.
- Managers and executives can request more scenario analyses, running through different sets of assumptions to be better prepared for whatever the future holds.