

**Basics**

Bosselman Energy faced a number of challenges such as giving users access to a datamart that contains item-level sales information captured in large-scale POS (point of service) systems.

“There are more than 15 million records in this datamart and we add more than 600,000 new records each month,” explains Harry Galbraith, IS Director of Bosselman Companies.

**Challenge**

“Our situation wasn’t very good,” says Galbraith, “We were using tools that were not enterprise-wide or enterprise-level tools, and ran on the client-side. Because our data files are large, it required extra logic to cut them up, and then we had to build separate programs to read different dimension-based facts. It was very cumbersome.”

Additionally, the POS system covering these fifteen companies and eight industries ran separately from JD Edwards. The data was only combined when it hit general ledger.

**Solution**

Galbraith and his team used m-Power to create an intranet of applications to allow users to access and analyze crucial data in a powerful large-scale datamart.

By using m-Power, these complex applications were all built in-house without the need for a traditional developer staff.

**Value**

In fact, Galbraith says that m-Power is so fast that it usually takes longer to gather reporting requirements than to create the report itself.

“After the requirements are gathered an application is usually generated in a few hours or even minutes. This allows users to make changes as needed, and has the added bonus of creating flexibility in the design process, providing our users with a more efficient decision tool.”

**Flexible Web Reporting:**

With fifteen companies representing 8 separate industries, flexible Web reporting was not only key, but crucial to keeping Bosselman Energy employees informed, and able to perform their jobs at top levels.

Bosselman’s IT department had 12 on staff, but no full-time developers and only one business analyst in-house. The remaining staff have their hands full with end-user support and hardware/software maintenance for over 50 locations as far west as New Mexico and as far east as Kentucky.

Additionally, the applications are easy to maintain, which means Galbraith and his team can focus more on developing new ways to improve their business processes rather than maintaining software.

Sale Date	Store Number	Group Number	Dept Number	Dept Name	Quantity Sold (Units)	Amount Sold (\$)	Variance
		GROUP 00			1	1	
		TAXABLE PACKAGE REFU			15	15	10.05
		GM / ACCESSORIES	102,088	161,073	595	976,378.36	966,040.96
		MAGAZINES	11,263	11,345	-82	60,646.42	61,079.32
		FOUNTAIN	15,636	15,714	-78	18,142.63	18,210.02
		GROCERY NON TAXABLE	100,772	109,838	-66	140,004.72	140,145.77
		GROCERY TAXABLE	9,580	9,565	15	21,037.2	20,655.21
		HOT DRINKS	47,742	48,150	-408	45,460.72	45,700.51
		BEER	5,925	5,917	8	25,043.66	25,009.64
		PRE SOLUTIONS CARDS	28	28		1,452.25	1,452.25
		TAXABLE PRE SOLUTION	721	711	10	11,210.22	10,965.24
		TOWELS & SHOWERS	1,943		1,943	17,422.09	17,422.09
		TRANS/RETTLEMENT FEE				11.98	11.98
		MOKEY ORDERS	862	868	-6	67,024.74	412,078.62
		VENDING	1	1		1	1
		LOTTERY	6,881	6,777	104	10,162	10,020
		LOTTERY OUT	1,636		1,636	-10,848	-10,848
		PICKLE SALES	12	12		34	34
		PICKLE OUT	24		24	-339	-339
		FOOTBALL	6,335		6,335	27,900.29	27,900.29
		FOOTBALL OUT	477		477	-3,209	-3,209
		BOSS DELI FARMS	19,478	19,519	-41	44,851.46	44,942.54
		DELI	19,920	20,013	-93	27,945.74	27,906.86

Period Ending	Business Units	Category	Division Location	12 Month COGS	12 Month Inv. Avg	Inventory Turns	DSI	PROJECTED SAVINGS IN CASH FLOW & CARRYING COSTS IF TURNS REACH		
								12 Turns Increased Cash Flow	12 Turns Reduced Carrying Costs	12 Turns Reduced DSI
		Beer		2,845,091	194,164	14.7	24.6	48,977	10,744	36,070
		Boss Deli Farms		99,198	3,933	25.2	14.3	4,333	1,083	1,578
		Butter		32,017	2,089	15.4	23.4	569	147	201
		Candy		822,233	157,589	5.2	49	89,068	23,267	111,900
		Chew & Tobacco		1,203,599	111,185	10.8	33.3	10,885	2,721	44,318
		Cigarettes		7,607,631	531,464	13.2	27.3	52,505	13,124	142,151
		Cold Fountain		476,102	45,114	11	32.6	2,437	659	16,662
		Electronics		406,459	94,559	4.3	83.8	40,882	25,170	71,071
		General Mde/Accessories		5,773,251	2,059,895	2.8	140.5	1,777,791	444,446	1,936,159
		Groceries Non-Taxable		3,267,631	251,522	13	27.7	20,781	5,195	65,987
		Groceries Taxable		749,905	50,283	14.9	24.1	12,209	3,052	8,622
		Health & Beauty		276,130	57,163	4.8	74.5	34,152	8,538	41,822
		Hot Drinks		354,178	23,183	15.3	23.5	6,390	1,587	3,488
		Liquor		46,474	17,224	2.7	133.4	13,352	3,336	14,643
		Magazines		802,271	91,941	8.6	65.9	80,885	12,521	64,037
		Oil/Additives		1,337,575	255,609	5.2	66.8	144,135	36,034	181,200
		Packaged Beverages		3,644,061	218,615	16.7	21.5	85,056	21,264	16,168
		Pickle Cards		577,611	15,338	37.7	9.6	32,797	8,193	16,752
		Prepared Foods		926,039	61,252	15.1	23.8	15,918	3,974	9,805
		Taco Express		38,490	1,637	23.6	10.3	904	226	57
		Tires		3,702,470	1,106,424	3.3	107.6	789,885	199,471	880,731
		Tires - Used		178,353	104,214	1.7	211.2	90,466	30	84,610
		Grand Total		34,259,086	5,651,643	6.1	59.4	2,796,718	695,179	3,746,358

“While it is difficult to assign specific measurements to improving information delivery, before m-Power, the users simply did not have access to the information in a flexible or timely manner.

Our objectives included getting Web-based reports out to as many users as possible in a cost-effective manner. We have succeeded in meeting that objective. We can expect to see more and more returns from our people getting more information faster and subsequently making better decisions,” said Galbraith.

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