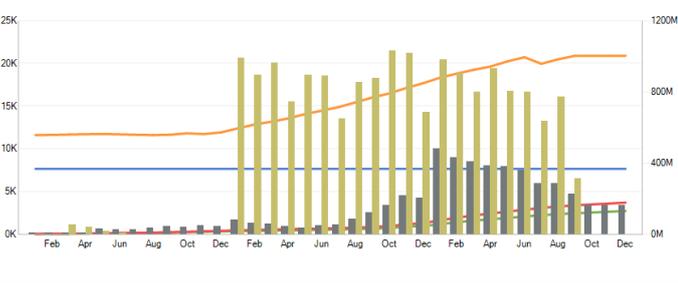


Laerdal has over the years established sales operations in 23 countries and manufacturing and R&D operation units in four different locations. The company has 1400 employees. The operations consist of high-end manufacturing, R&D, marketing and management & support functions for the global company, as well as sales for the Norwegian market.

Laerdal has been using BI and data warehouse for reporting and business analysis for over 10 years; First on Microsoft SQL Server 2000 platform, now on Microsoft SQL Server 2008R2 platform and soon on Microsoft SQL Server 2012 platform. The solution is developed and operated from the Stavanger office, but is in use worldwide.



Through continuous expansion and improvement of the solution over the years, the BI solution now covers about 80-90% of all official reporting needs in the company in the areas of:

- Sales and Orders
- Finance
- HR
- Supply Chain
- Manufacturing
- CRM
- Production
- Projects

Of Last Year	Diff to On Pace	Diff to On Pace	Achieved On Pace
73%	- 8 746 596		●
102%	10 261 475		●
70%	- 110 371 219		●
70%	- 2 103 298		●
70%	29 053 522		●
51%	- 6 883 202		●
59%	- 15 220 254		●
66%	- 14 810 423		●
74%	- 736 692		●
65%	- 308 803		●
68%	- 2 717 406		●
67%	- 5 392 394		●
83%	8 102 756		●

The data originates from several different applications including Siebel CRM (SQL Server), MFG QAD (Progress), Agresso (Oracle), Agile (csv exports), WinTid (SQL Server), and a couple of in-house developed web applications.

Before implementing Xpert BI as a data warehouse automation tool on top of SQL Server, Laerdal experienced some common issues and challenges including:

- Slow update times
- Data quality issues due to update failures
- Solution complexity in general
- Many SSIS/DTS packages
- Person dependency

Since the BI solution is a global solution, it is in use 24/7 and updates are run 3 times a day to account for the different time zones.

After implementing Xpert BI for all data loads and redesigning the data warehouse from the 2000 to 2008R2 platform, update times have been reduced to less than 10% of what they were, and that is when more data sources have been included and the solution has grown substantially.

*« ... the resources spent on operating and maintaining the data warehouse daily updates has been reduced by over 90% ... »*

The data quality and reliability has increased and analytic users are now able to get very detailed information in both standard and ad-hoc reports.

After implementing Xpert BI, the resources spent on operating and maintaining the data warehouse daily updates has been reduced by over 90%, and the solution has increased its successful daily update rate from 50-60% to over 99% which means that the users can now trust the data in the reports. The total number of SSIS packages for the entire BI solution has been reduced to less than 10. Xpert BI uses SSIS for scheduling and deviation handling only, not to run regular data flow tasks.

Xpert BI has enabled Laerdal to include new reporting areas in the data warehouse solution without increasing the total solution complexity. It has also enabled a fast implementation of complex history tracking on personnel, inventory status and other snapshot data.

Laerdal uses 3 modules of Xpert BI;

- **Xpert BI Collection** for csv file imports
- **Xpert BI Extraction** for all other data imports and idealizing of the data sources
- **Xpert BI Transformation** for building and scheduling data loads in the data transformation process

To learn more about Xpert BI, please visit [www.bibuilders.com](http://www.bibuilders.com)

Xpert BI – Releasing the power of your data!