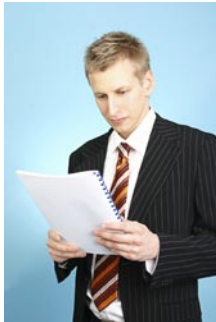


Business Process Reengineering - Application Development

A major pharmaceutical company was faced with a cumbersome and complex business process for the processing and reporting of its sales data for compensation planning. A major flaw in the process was its very inefficient processing of source data files. The data files came from many different sources on varying schedules and in multiple formats. Each data file needed to be validated from a technical and quality standpoint. The data flowed across several different platforms being processed at several different points and, eventually ending up in a Cognos database environment.



process flow can be more easily configured, and maintained.

Our challenge was to automate and simplify the entire sales force compensation data process. After studying the process in detail, Interphase consultants designed a new, fully automated, workflow management system. This new system was able to import files directly from the various external data sources into staging tables. These tables were then examined to verify the data was accurate and correct. Once validated, the data was then imported into the Oracle data management system and validated thru the alignment process.

Once the data was in the Oracle data management system, it was archived into their data warehouse. This data warehouse was then subsequently dissected into discrete datamarts to be then reported on using Cognos Cubes. This entire process is run and monitored via the workflow management system.

The workflow management system was completely run and configured via a website interface. With this interface, every aspect of the