



The Environment

Journeying into a foreign environment, whether it's for business or pleasure, requires a substantial amount of planning and diligence to ensure that you're properly accommodated. Acquiring a vehicle is just one of the aspects that you need to take into account but in some cases it may prove to be the most important. With this in mind, German company **MicronNexus GmbH** has been working for the last seven years to become the leading provider of interfaces to both local and global car rental suppliers, establishing a number of B2C products across Europe and developing B2B car-hire solutions for its business partners.

The Problem

When a company is dealing with automotive dealerships and renters spread over a large area, it's vital that they keep a firm understanding of the health of their main investment – the cars. According to Nico Voltarelt, Database Engineer & IT Consultant at MicronNexus GmbH, all of the numbers associated with these metrics, like car health and rental rate, could prove to be difficult to absorb in their old form. "We needed a solution to help management understand the metrics. We were using a number reporting system in the form of spreadsheets, but sometimes the numbers were unclear. It was difficult for us to find out what our figures were versus where they should be."

The Solution

Mr. Voltarelt understood that when you're dealing with data sets of a large caliber, it's often easier to visualize it and allow the data to speak for itself. "Our old reporting was not sufficient because there were less graphs and visuals to help management understand, so we switched to Dundas." The results the team experienced were noticeable immediately and allowed them to compare metrics like never before. "The main indicators we were able to display are informative key figures like sales, rentals, turnover and so on; including things like rentals for this year versus last year and selling price per day" explained Nico.

The Benefits

“Now, what we are doing is managing car health metrics and systems easier. If we need access to our key figures, sales and effects, the Dundas solution helps us understand those figures clearly. A simple numbers table is not as detailed as the functions you get with a dashboard, and management likes looking at something visual more than a numbers table.” This new layer of exploration also makes it easier for the management team to make decisions about what MicronNexus should do going forward. As Nico translates the benefits into an applicable metaphor “it’s all about how we would steer our product forward towards areas where there are hidden benefits” he explained, “and with Dundas, we are definitely able to steer it in the right direction.”