

## AT A GLANCE

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**Company Name:**

SizweAfrica  
Business Consulting

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**Industry:**

Information Technology

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**Key Challenges:**

Sizwe's clients are in the business of supply chain activities and with the rising cost of gas, maintenance and operations, the focus on optimizing revenue streams has increased. Dundas Dashboard allowed Sizwe to find areas where money could be saved.

# SIZWE

*"The team provided an interactive dashboard that we can show our clients so they can see how it works. It's the ideal solution because it integrates so easily with their existing systems."*

- Chad Kilian, Associate Partner  
SizweAfrica Business Consulting

### The Environment

Providing design, implementation and support services in the areas of supply chain design & execution, SizweAfrica is a business and technology consulting company that helps companies of all sizes manage their operational performance and cost activity. SizweAfrica is using practical supply chain experience to assist their customers in identifying and developing the appropriate measures and action plans to optimize supply chain activities. As a technology consulting company they design, implement, and support all services specializing in enterprise visibility, as well as supply chain design, planning and execution.

### The Problem

"Over the past ten years, with the cost of petrol, maintenance and general operations constantly on the rise, there is a major focus on where money can be saved" said Chad Kilian, associate partner with SizweAfrica. Since the concept of data visualization is fairly new, companies are still using antiquated methods of tracking their performance. However according to Mr. Kilian, this is rapidly changing. "Distribution is one of the most important areas to focus on and it is no longer just about tracking, but about being intelligent distribution operators. Operators in the industry are coming to understand the value that can be derived from business intelligence and dashboarding tools." In this regard, SizweAfrica has been able to change their client's business from a reactive model to a proactive one using data visualization. "Before dashboards, our clients were always reacting to information after the fact. So, you might be servicing a customer for ten years and not knowing if you're actually making money on the account. Without having those metrics visible, there is no easy way for a company to see which customers and routes are profitable."

### The Solution

By visualizing the important data, SizweAfrica's customers are able to determine route-level profitability and see the real-time cost breakdown of fuel consumption, maintenance, vehicle time, and other customized KPIs. This allows SizweAfrica's clients to become more informed when selecting and allocating routes for vehicles. In addition, when the software was linked to the telematics system in the vehicles, clients were able to use dashboards to track fleet management and receive metrics for vehicle movement, customer delivery time and idling. "We look at improving operations across all facets of the client's supply chain including distribution, and inventory. We combined all of these offerings into a single platform using Dundas Dashboards" said Chad Kilian.

### The Benefits

Working with the Dundas Visualization team made the decision clear for Chad. "The team provided an interactive dashboard that we can show our clients so they can see how it works" he said. "It's the ideal solution because it integrates so easily with their existing systems. Even if you don't have systems, you can take the raw data from the telematics and have it presented in real time on maps, charts and gauges on the dashboards rather than having to review it after the event in rows of spreadsheet data"

