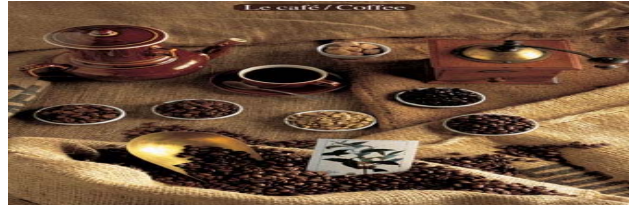




Instant Results for Coffee Republic



MIS Alea helps put the beans back in the Coffee Business

The company.

Coffee Republic is an AIM listed company currently operating over 60 specialty espresso bars and delis throughout the UK.

The challenge

When the project started Coffee Republic operated over 100 bars throughout the UK. They have SUN Systems financials and produced all of their Management Reports, Forecasts and Budgets using Microsoft Excel Spreadsheets. Graham Norton their Systems Accountant and Marketing Analyst, produced all of the reports by skillful manipulation of a 10,000 line spreadsheet. "Much as anything I felt that the company was far too reliant on my Excel skills and needed a solution that they could own and run themselves." Said Graham. "We also needed to have a much more flexible approach to forecasting and reporting as the company has to have visibility of its key numbers accurately and early and be able to test the impact of different scenarios, especially when considering bar closures, openings and refurbishment."

The Approach

Coffee Republic was introduced to multi-dimensional analysis over a year before eventually embarking on a development of a solution. We started with the production of the actual management accounts with data coming from SUN Systems. Within a day the Alea cubes were built and populated with 12 months of SUN data and a first cut of the management accounts was produced. In the Coffee business waste is not specifically measured so an accounting reconciliation is developed to calculate this. This was delivered using MIS Alea's Business Rules Engine along side all of the other Business Logic which was required to generate reconciled Management Accounts.

The next development area was the Operational Forecast which flowed into the Budget and then into a reforecast.

The initial solution has been built using a single copy of MIS Alea and with 10 operational Managers a reliable method of providing base data from the system and collecting forecast data was required. This was achieved using MIS Alea database formulae in spreadsheet templates. As soon as an ops manager completed their forecast this was sent to Graham. All he had to do was to open it up, press F9, which updated

the database and the P&L effect was calculated immediately. Based on this forecast the company's budget was produced. Many of the cost lines were entered as total year amounts and the Business logic within MIS Alea was used to spread the figures monthly. Particularly impressive, according to Norton, was the way MIS Alea handles the different time frames. The Ops forecast is done based on weekly sales and margins and the P&L is monthly. MIS Alea had no problem linking the right weeks to periods.

The conclusion

Since the Management Accounts were produced MIS Alea's multi-dimensional

database has allowed Coffee Republic to analyse the numbers by groups of bars, by account and by period, with comparison against Budget and forecast, just by slicing out a new view of the data. Because MIS

Alea is a real-time multi-dimensional solution, the company's management can now immediately see the effects of changing anything from a rent review date or a bar closure date to a percentage increase in sales across the whole company.

The MIS Alea solution just makes the whole company more confident about its decision making process as the numbers are more immediately available.



Implemented Software

MIS Alea Professional
MIS Alea Server running under

Operating Platform

Windows NT 4 with 3 concurrent
Users

Source Systems

Financials from SUN Systems
Forecasts from remotely input
spreadsheets
Other adjustments via
spreadsheets directly into MIS
Alea.

Applications

Management Reporting
Budgeting
Forecasting.