CASE STUDY

From drowning in data to data-driven in 3 weeks

With Incorta, Nortek brought data to the core of its supply chain operations, elevating strategies and advancing productivity.

2HOURS
to create new real-time dashboard

Radically simplifying complex processes creates a powerful new mindset.

For global security system leader Nortek, mitigating everyday crises requires thoughtful responses based on data-driven analyses. But gathering data from disparate systems was time-consuming and, as a result, key priorities were getting eclipsed by urgent, day-to-day, data-related issues.

Nortek needed an analytics tool that would help them become agile in today's rapidly changing market. They were looking for an easy-to-use solution that would give leaders access to insights without tying up IT resources. And the solution had to be able to quickly combine data from existing systems (including those brought in from acquisitions), and handle the complexities of new acquisitions with ease.

With Incorta, Nortek could integrate complex data from multiple sources without the unnecessary parts of ETL, and deliver critical dashboards within weeks. Now, minstead of losing time manually manipulating and analyzing data, Nortek can focus on problem solving and strategy execution. As a result, everything from critical management discussions to navigating the impact of trade-war tariffs, centers around Nortek's use of Incorta's powerful dashboards and real-time analytics.

> *"Incorta was the first data analytics platform of its kind I ever encountered that could actually keep up with the kind of customizability and flexibility we had come to expect while using NetSuite as our ERP."*
>
> **BRIAN KEARE**
> Chief Information Officer, Nortek Security & Control

Using Incorta, Nortek benefited from:

Rapid, seamless integration of complex data

Incorta users can manage huge amounts of data from multiple systems with unprecedented speed, all while bypassing the unnecessary parts of ETL—saving time and key resources.

Instant insights that propel business growth

Operational analytics delivered rapidly and with precision provide vital insight for growth across the entire supply chain.

Increased critical thinking that drives results

Incorta's power and flexibility lets exploring critical issues, asking important questions, and creating action plans.

The Challenge

Disparate systems and data restructuring hinder business agility.

With over 10,000 products and millions of connected systems deployed globally, Nortek's complex business was further complicated by multiple new acquisitions.

Rapid IoT and smart home advances added market pressure to deliver value—which required real-time insights. But to analyze Oracle NetSuite ERP data, they had to dump it into Microsoft Excel and then manually apply pivot tables and lookup functions. Nortek turned to business intelligence (BI) tools like Tableau or Microsoft Power BI, which require keeping the data warehouse up-to-date and structured correctly. IT resources were focused on these time-consuming processes rather than delivering business analytics. The company needed to find a better way.

The Solution

Instant insights with no ETL enables agility and flexibility.

Within three weeks, Incorta delivered value—starting with real-time analytics dashboards the company's CEO and CFO could access on their iPads. Now leaders and managers can look at complex problems from any angle and solve them quickly, which has allowed the entire business to become strategic and action-oriented. Just four weeks into the implementation, the government's trade war with China threatened to impact 40% of Nortek's business. With tariff rates and other factors constantly changing, they couldn't keep up. In a single day, Incorta dashboards with granular detail were created to deliver robust insights across the entire business. Nortek was able to implement thousands of targeted, strategic actions across their global supply chain that result in better outcomes for their customers, suppliers, and business.

The Results

Rapid process transformation

- **2 hours** to deliver real-time operational intelligence dashboards with new analysis, compared to two days previously.

- **6 weeks** to full production deployment, with critical dashboards delivered in half that time.

- **40% faster** integration of acquisitions, each of which came with its own people, products, systems, and data.

Business agility drives added value

- **2,000 SKUs repriced** within 16 hours with strategic analysis and precision (in response to the China tariff issues impacting its products, suppliers, and customers globally).

- **75% lower TCO** compared to the legacy data warehouse, while also eliminating the need for costly upgrades.

- **100s of hours saved** by freeing IT resources from tedious manual work— simple dashboards replaced war rooms full of analysts and managers drowning in data.