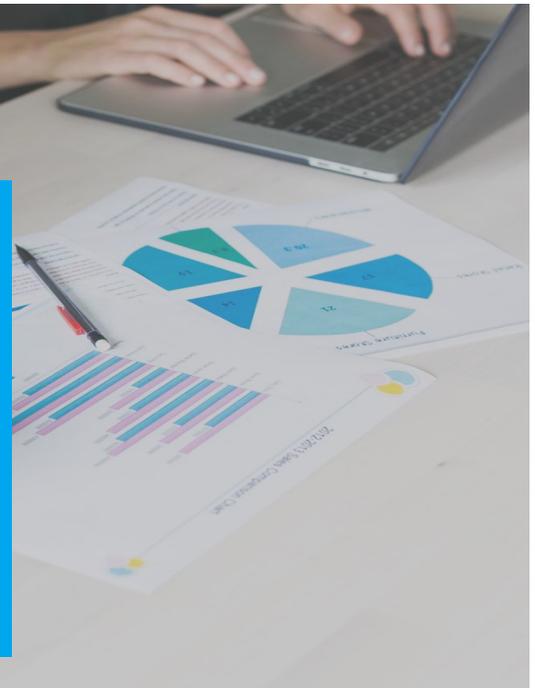


CASE STUDY

SUNPOWER®

SunPower Corporation, one of the largest manufacturer of solar panels, consolidates crucial business information using Triniti's BI powered solution by QlikView



Industry
Manufacturing

Website
<https://us.sunpower.com/>

Location
California

Challenges

SunPower was experiencing multiple operational inefficiencies in their day to day business processes due to lack of single view of information required for analysis or decision making. Some of the major challenges were :

- Poor data quality of reports with unintuitive and non-user friendly interface. The data was irrelevant with inconsistent data governance methods
- Lack of an easy process to combine and analyze data from Oracle and non-Oracle sources (with or without data warehousing)
- Absence of a proven analytic system which could be integrated to existing Oracle business application and provide the required information
- Lack of centralized information gathering which could be shared in a decentralized corporate environment

Solution

Leveraging Triniti's expertise in the BI space together with strong technical understanding of the Oracle eBusiness Suite, the following solution was performed :

- Deployed QlikView for over 500+ users across multiple geographical locations
- QlikView application implementation was performed across 10 functional areas such as Accounts Payable, Accounts Receivable, Supply Demand, Procurement, Manufacturing, MRP Planning and so on
- Created a single dashboard that could give one-stop access to all of SunPower's data
- Provided QlikView support efficiently to over 500+ user community, at various locations across the globe
- With QlikSense deployment, a self-servicing data visualization and discovery application, SunPower users could create, modify and expand visualizations, share knowledge and also analyze data in groups and across organization
- QlikSense enabled SunPower users to build presentations within the tool so that they can share the insights



Customer

SunPower Corporation is one of the largest global solar players with offices in North America, Europe, Australia and Asia. It designs and manufactures high-efficiency crystalline silicon photovoltaic cells, roof tiles and solar panels based on a silicon all-back-contact solar cell. It has the largest U.S. residential and commercial installed base, with over 100,000 residential systems installed.

Triniti

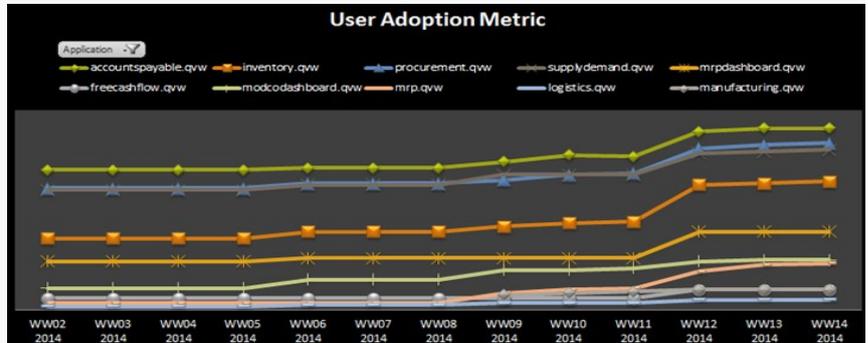
Triniti Corporation is a two-decade young business and application consulting firm that partners with enterprises in improving business performance using Oracle's e-Business Suite of products.

Triniti also builds enterprise-class products in the areas of Master Data Management, Application Testing and Objects Migration, Project Management, Business Intelligence and Reporting.

Business Benefits

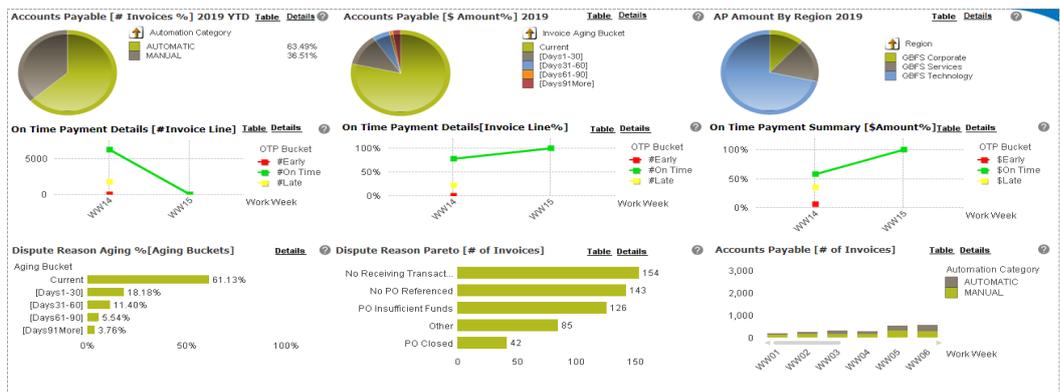
Trinity guided the whole QlikView implementation which minimized the gap between customer expectations and actual development. As a result, SunPower realized the following business benefits :

- Expedite decision making
- Empowered business users to perform their own analysis and reporting with Google-like simplicity (reducing required IT support for BI by up to 90%)
- Respond to new analysis and reporting demands
- Improved data quality and data governance methods
- Minimized complexity through the use of flexible and agile dashboards
- Reduced the time strain on IT, due to frequent requests for aggregated information
- With an efficient implementation, the applications were improved to reduce the "average click required rate" to 1.65 clicks to get to the required information. Thus, the stakeholders could view the data faster without digging deep into the application

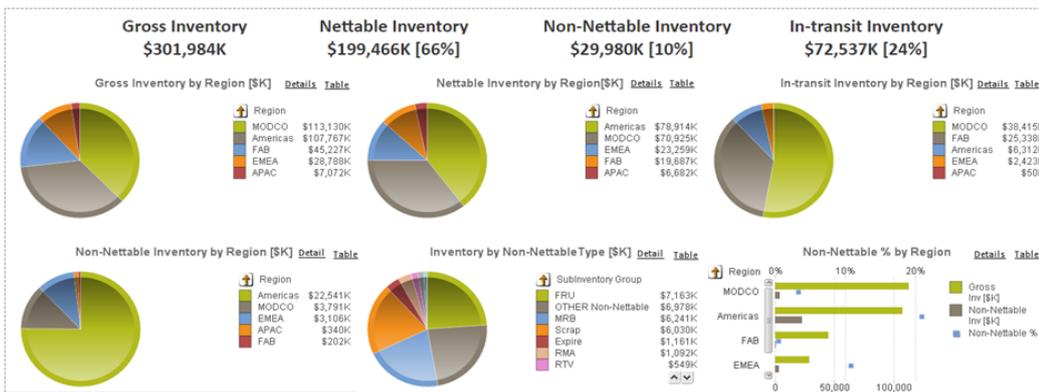


Some Dashboard Snapshots

Accounts Payable



Inventory



Dealer Lease Tracker

Current Selections	INSTALLED PAYMENT APPROVED	SHIPPED NOT INSTALLED	COUNTERSIGNED NOT SHIPPED WITH CRD	COUNTERSIGNED NOT SHIPPED WITH DEFAULT CRD
Dealer Lease Tracker Co-subsided Date Dealer P/S Tracker Dealer Name P/S Linearity Lease Details Welcome Pop How To Report Specific	1,046 Lease Count 9,638.3 Kilowatt	802 Lease Count 7,582.6 Kilowatt	1,102 Lease Count 10,175.3 Kilowatt	1,778 Lease Count 16,817.6 Kilowatt
PTO Status by Dealer				
Dealer Name	PTO Status	Lease Count: Installed / Payment Approved	kW: Installed / Payment Approved	Estimated 20% Dealer Fee
① Venture Solar	PTO Submitted	146	952.91	466,587.16
	PTO Not Submitted	52	351.80	169,622.04
	PTO Not Submitted	94	602.12	289,952.12
② PMSM Electric Inc. dba Titan Solar Power	PTO Submitted	22	209.24	66,367.56
	PTO Not Submitted	72	452.69	207,901.48
	PTO Not Submitted	41	434.19	157,906.60
③ Infinity Solar Systems	PTO Submitted	8	80.64	30,232.80
	PTO Not Submitted	33	353.55	127,673.80
	PTO Not Submitted	67	424.74	170,424.60
④ Others	PTO Submitted	18	133.09	53,239.40
	PTO Not Submitted	29	291.65	117,195.00
	PTO Not Submitted	35	424.12	148,536.80
⑤ TSP Solutions	PTO Submitted	2	17.51	6,149.00
	PTO Not Submitted	2	17.51	6,149.00
	PTO Not Submitted	31	406.81	142,390.80