



New Generation Software Delivers Business Intelligence Solutions to Frontier Natural Products Co-op

CHALLENGE: Frontier Natural Products Co-op is a leading U.S. manufacturer and marketer of natural and organic products, including Frontier* packaged all-natural and organic spices, dried foods, teas and holistic herbs; Aura Cacia* aromatherapy products; and Simply Organic* all-organic spices, baking flavors, seasoning mixes and food products. Headquartered in Norway, Iowa, Frontier Natural Products has approximately 250 employees and annual revenues of more than \$50 million.

Frontier found it very time-consuming to obtain accurate data and useful reports from its PRMS software's packaged report writer and IBM* Query/400. Critical information—new orders, sales totals, scheduled shipments—had to be updated each morning in Excel workbooks that contained numerous tabs and rows of data that were difficult for managers to read. Frontier required a better query-development solution that would minimize programming, simplify the presentation of information to users and provide a graphical way to slice and dice the data.

SOLUTION: Frontier selected New Generation Software's NGS-IQ business-intelligence (BI) solutions because of their robust functionality compared with other BI tools. NGS-IQ enables the co-op to manipulate and summarize data to generate meaningful Web dashboards and multi-dimensional presentations that are easy for users to view and analyze. By simply using their Web browsers, Frontier's CEO, managers, reps and board members now have real-time access to accurate key-performance indicators (KPIs). XML files created with NGS-IQ automatically update dashboards as needed. Frontier's corporate dashboard displays new orders, shipments and sales of products by customer type, region and periods of time so managers can quickly detect ordering patterns, trends, out of stock percentages, and whether budget numbers and sales forecasts are being met.

“NGS-IQ gives us unprecedented visibility into sales, finances, shipment and inventory KPIs.”

—Christine Sweet, programmer analyst, Frontier Natural Products Co-op

credits, leases, adjustments and debits, and the ability for the finance department to track the ARs of its largest customers. The accounts payable dashboard targets top vendors to request discounts based on volume. NGS' online analytical processing module tracks weekly up-sell initiatives so vendors can see the effectiveness of their promos, often generating additional revenue. The drill-down capability lets Frontier's controller trace manufacturing charge-backs to the discount and original invoice and promptly notify operations and sales using NGS-IQ's integrated e-mail capability. “NGS-IQ gives us unprecedented visibility into sales, finances, shipment and inventory KPIs,” says Christine Sweet, programmer analyst for Frontier.



Frontier offers quality products for natural, healthy and sustainable living.

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PRODUCT DETAILS

NGS-IQ

Supported platforms: System i

NGS-IQ provides a robust i5/OS-based query, reporting, analysis, presentation and analysis environment.