

# CASE STUDY

## Empowering Smarter Decisions: How Positive8 Transformed an Accounting Firm with Business Intelligence



positive8

### CLIENT OVERVIEW

A reputable accounting firm with a broad client base across Nigeria, providing a range of accounting and financial services.

### THE CHALLENGE

---

The organisation faced significant limitations with their existing accounting solution, which lacked business intelligence (BI) capabilities. This prevented users from gaining actionable insights into both transactional and historical data.

Moreover, the system could not integrate data from multiple sources, which hindered decision-making and blocked the ability to project future performance using key performance indicators (KPIs).

### OUR SOLUTION

---

To address these challenges, Positive8 leveraged a suite of advanced technologies to enhance the firm's capabilities. We developed a range of BI applications tailored to the organisation's needs, including direct access query and reporting tools, standard reports, dashboards, and scorecards. We also implemented a BI portal to centralise and streamline data access across the firm.

The BI tools were then launched across the firm's network of clients nationwide, enabling them to access and interact with their data more effectively.

### THE OUTCOME

---

The launch of the new BI solutions led to a significant increase in the firm's nationwide client base, as the product provided users with the tools they needed to gain deeper insights into their data.

Clients could now easily identify key subsets of information, while the structured data revealed underlying business trends and dynamics. The product was widely embraced, transforming how clients interacted with their financial data and empowering them to make more informed, data-driven decisions.