



## **DATABASE DEVELOPMENT PROVES A CAPITAL INVESTMENT**

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– Richard Davies, Head of ICT, Lloyds TSB Development Capital

Lloyds TSB Development Capital (LDC), part of the Lloyds TSB group, is one of the UK’s most active private equity companies and invests between £2 million to £100 million in management buy-outs; institutional buy-outs and development capital transactions in UK based businesses.

Its eleven offices across the UK host a dynamic environment for its 80 employees, striving to create wealth for individuals, businesses, communities and the parent Lloyds TSB Group through investing and supporting high quality businesses.

With the investment portfolio and amounts of money laid on the line, LDC needed a solution to meet a specific set of requirements to deal with the most complex reporting issues. “Database development has become an integral part of business, providing a greater overview of all the activity within an organisation,” says LDC Head Of ICT, Richard Davies. “We needed something that would save us time with collating and reporting this extensive data.”

### **Supporting a multi-faceted organisation**

With a large, multi-faceted organisation such as LDC, reporting and collating of business critical information can seem like a near impossible task. With eleven sites across the UK and 64 users requiring access to a reporting solution, LDC needed to put in place a business wide solution that would transform the way they collected and analysed data.

To achieve control over its reporting requirements LDC turned to a valued Hyperion partner, Qubix International, to develop a Management Account reporting and input application based on a Hyperion platform.

“The solution we use today is a completely bespoke system, developed to meet our specific needs,” explains Davies. “Qubix has worked tirelessly to understand our business process and is able to provide us with a solution that benefits the whole organisation. It simply knows our business.”

The solution designed by Qubix has saved LDC vast amounts of man-hours when collating and reporting data. The solution provides a single source for the whole organisation to access and share reports to benefit its individual, business and community customers as well as its Lloyds TSB parent group.

### **A concise report**

The application has solved many reporting related bottlenecks for LDC. Formerly data was dispersed to multiple different sources across different sites, but since the implementation of the Hyperion solution the whole organisation has enjoyed an easy to use interface in which to interrogate structured information that is compiled from dispersed data sets.

The solution allows users to analyse the data effectively and place it into a graphical reporting format, making it easier to share amongst the group. “Qubix’s expertise has provided us with an easy interface to unstructured data,” says Davies. “We now benefit from using a business-wide solution from an organisation that understands what the users want and what the business needs.”

To ensure that the solution met all the requirements set by LDC, Qubix worked closely with its client, arranging multiple pre-project workshops and ensuring that the requirements specifications were designed to cause the least possible impact on the underlying business process. Since the first implementation, Qubix has carried out an on going project review, which has allowed them to continually improve the solution.

## The Future

In the eight years Qubix has been working with LDC, the solution that started out as a reporting and input application has grown to provide the whole organisation with a greater overview of the whole organisation's business process and report analysis.

"Whilst working with Qubix, it has presented us with solutions tailored to meet our needs and organisational requirements," says Davies. "We look to work with Qubix further to develop our existing database and reporting solutions to provide us with an even greater business edge."

"LDC is a very dynamic organisation, with an extremely specific set of requirements. Using top of the range products from Hyperion we have been able to meet those requirements and provide a solution that benefits the whole organisation," says Qubix International Director, Roger Cressey. "We are working with LDC to develop more sophisticated reporting tools and carry on the great relationship we have built with them over the years."

**ORACLE** Platinum  
Partner

### **Qubix International Limited**

5 High Street, Knaphill, Woking  
Surrey, GU21 2PG, UK  
Telephone: +44 1483 480222

### **Qubix Pty Limited**

202 / 2-4 Pacific Highway, St Leonards,  
NSW 2065, Australia  
Telephone: +61 2 9906 4671

### **Qubix Inc**

12020 Sunrise Valley Drive, Suite 119,  
Reston, VIRGINIA 20191  
Telephone: +1 312 504 2080

### **Qubix International FZ-LLC**

Dubai Internet City, Shatha Tower, 2804  
PO Box 500452, Dubai, UAE  
Telephone: +971 4 448 6469

**Qubix**