

2018 Hall of Fame

Group 1

Organization

Allied Solutions LLC provides more than 200 financial services products to approximately 4,000 credit unions, banks, and auto dealerships.



Information Builders' Rep/Region

Tracy Chandler, Chicago



Competition

MicroStrategy.

How Discovered

Our AE and Allied's vice president of Digital Strategy have a long-standing personal and professional relationship, which allowed for the initial introduction.

Business Drivers

Allied needed to provide several key deliverables for its clients:

- Provide reporting and analytic tools to support their applications
- Provide simplified self-service and ad hoc reporting capabilities to clients and internal staff
- Provide simplified client and internal dashboards
- Provide a foundation for extending these features to other Allied business lines

The Strategy

We presented our WebFOCUS Accelerator for Credit Unions, which Allied then added to its portfolio of solutions. Allied invited the CIO to attend subsequent presentations and chose WebFOCUS to replace its in-house reports and dashboards. The sales process shifted from the Accelerator as a resell opportunity to WebFOCUS as a platform to lead Allied's digital transformation initiative.

How Purchase Was Justified Internally

Information Builders and Allied worked together to build and quantify a model based on a five-year ROI analysis. The ROI landed a 285 percent return with a cumulative net value of approximately \$10 million over those five years. These benefits included reduced operational costs, increased revenues, and improved productivity.

Our Solution

WebFOCUS, IR Basic, IR Premium, Education, and Professional Services.