

## Press release

Q4 2009



**Keyrus** supports **CNP Assurances** in optimising the use of its SAP BusinessObjects tools and in the migration of its applications to the SAP BusinessObjects XI 3 decision support platform.

*The biggest insurer of people in France relied on the expertise and decision support performance solutions of the Innovation Centre of **Keyrus** to audit the operations of its Business Intelligence tools, to rationalise the management of its SAP BusinessObjects licences, to improve his document development processes and to reduce the administrative costs of the security of its decision support tools.*

**Levallois-Perret, November 2009 - Keyrus**, the international leader in management consulting for performance and integration of Business Intelligence solutions, announces the realisation of a large project that led to the optimisation of the management and use of Businesses Intelligence tools used by CNP Assurances.

*"We have uses SAP BusinessObjects solutions extensively since 1998. These solutions have become tools for everyday work for a large number of CNP Assurances associates. Over time, we created hundreds of environments and thousands of documents. Its use, the volume of processed data and the number of users gradually froze these tools making it increasingly difficult to migrate to new versions",* comments **Olivier Boyer**, AMOA BI manager, **CNP Assurances**.

At the end of 2008, CNP Assurances sought a solution to audit the operations of its Business Intelligence applications in detail so as to determine the extent to migrate, and carry out a progressive and rational migration to the latest SAP BusinessObjects versions. The aim of this project was to reduce costs, increase the range of decision support tools while rationalising their use.

*"The role of the Innovation Centre of **Keyrus** is to identify, develop and promote innovative software solutions in the Business Intelligence domain. We propose a process that allows the reduction of the total costs of possession and increase the return on investment (ROI) of our customers' Business Intelligence applications. We demonstrated to CNP Assurances that a big ROI could be obtained in the framework of a BusinessObjects migration project"* summarises **Stephan Samouilhan**, the manager of the Innovation Centre of **Keyrus**.

### **A progressively implemented project**

When consulted by CNP Insurances, **Keyrus** proposed a progressive approach that aims to:

- Audit operations and define the migration scope.
- Rationalise the use of BusinessObjects tools.
- Ensure conformity of the use of SAP BusinessObjects licences
- Administer BusinessObjects XI security

The project was carried out thanks to the software solutions proposed by the Innovation Centre of **Keyrus**:

- Enterprise Manager to audit the operation of BusinessObjects and define the scope to be migrated.

- Version Manager to improve the development process and to reduce total costs of possession.
- 360View to reduce security administration cost.

*“The operation audit was carried out in January 2009. The results presented in May enabled us to define the scope of migration and of launching the project’s operational phase in July with a progressive business by business approach by avoiding a sudden and total migration”, continues Olivier Boyer.*

The **Keyrus** experts have, in effect, audited the use of business intelligence tools created by each department or business user group of CNP Assurances. On an average, each department or business had developed 800 requests. After analysis and rationalisation, the number of requests was brought down, on average, to around fifty per group without loss of functionality or information.

Moreover, this division by coherent groups made it possible to estimate data volumes and each group’s complexity in order to measure the effort required for each migration and to plan them group by group.

This methodical approach made it possible to define coherent batches either by data environment or by user groups and industrialise migration in 5 steps:

- Initialisation : Identification and validation of the scope
- Migration of assets: Migration, control and corrections of environments and documents
- Conversion of assets: Conversion, control and corrections of documents
- Acceptance: Technical and functional validation
- Release: Publication of environments and documents in the production CMS, opening of the BusinessObjects XI service and closing the previous services.

Users were trained and the new environment made more secure in parallel to the five steps.

For each group, the audit and the progressive roll-out allowed:

- Proposing relevant tools to users
- Offering them the means to reduce the complexity of their chain.
- Optimising their performances
- Improve the security and conformity of the uses
- And significantly reduce costs

## **A ROI**

Finally, the method used by **Keyrus**, from the audit to the realisation of the project, made it possible to save more than 2000 person-days: The decision support performance solutions of **Keyrus** (Enterprise Manager, Version Manager, 360 View) largely contributed to the reduction of the total costs of ownership of the whole decision support solution by rationalising the use of the licences, by optimising the administration of the whole and by facilitating the creation and the distribution of the documents. The 62,000 requests developed until now were brought down to less than 10,000 whole while offering more flexibility and functionalities to the users.

*“We benefitted from the expertise and the experience of the consultants of Keyrus; without these the effort required to migrate all our users would have made such a project impossible from an economic point of view as from a point of view of technical complexity. **Keyrus** knew how to involve itself at the same time on the means and the results, and achieve the objectives in the deadlines and the contractual costs initially anticipated. Thanks to **Keyrus**, we were able to take the plunge and roll-out the most modern and performing decision support tools extensively at CNP Assurances” concludes Olivier Boyer.*

## About CNP Assurances

Since 1991, CNP Assurances is the biggest insurer of people in France with a turnover of 29.2 billion Euros in 2008.

CNP Assurances has a recognised know-how based on 150 years of specialisation in the business. Its ambition is to provide to everyone the means of insuring himself against life risks and support, throughout their lifetime, the 24 million people, including 14 million in France, who have placed their trust in it.

For more information, kindly contact: [www.cnp.fr](http://www.cnp.fr)

## About Keyrus

A major player in consulting and integration of Business Intelligence and e-Business solutions for Large Corporate and ERP/CRM solutions for the Mid Market segment, **Keyrus** currently employs close to 1300 associates in 10 countries and has been helping its clients optimise their performance by offering them a comprehensive range of services in the following fields:

- Business Intelligence - Performance Management
- E-Business – Performance Web
- Enterprise Management Solutions (ERP/CRM)

The **Keyrus** Group is listed in Euronext Paris (Compartment C/Small caps - Code ISIN: FR0004029411 – Reuters: KEYR.LN – Bloomberg: KEYP FP)