

## Cubeware and FWI

# Premium Business Intelligence for Microsoft environments

### Cubeware partner

Complete BI product suite for Austria's largest Microsoft partner.

Excellent partner program from Cubeware.  
Only BI vendor in Europe with a 5-star ranking.



*"Our cooperation with Cubeware is ideal. We have a good partnership among equals and first-class BI technology for our projects and solutions."*

Alfred Grünert, Director Business Intelligence,  
FWI Information Technology

## Complete portfolio through a strong partner

FWI Group is an experienced IT service provider that delivers tailored ERP and Business Intelligence (BI) solutions. The company with 200 employees offers a vast service portfolio that includes process and IT consulting, the design and implementation of IT solutions, software development, and outsourcing. Delivering Business Intelligence solutions based on Microsoft Dynamics AX is the core business of FWI, which is the largest Microsoft partner in Austria. In the field of BI, the company relies exclusively on software and support from Cubeware as a Cubeware Premium Partner.

Building long-term relationships with clients and partners is a key driver of success at FWI. The company chose an exclusive partnership with Cubeware for two main reasons: the fair, open partnership that both companies had already shared for many years and its mature technology. Cubeware seamlessly integrates in Microsoft environments and provides FWI the necessary leeway to implement individual BI projects and standardized BI solutions.

## Best-practice BI for Microsoft Dynamics AX

Aside from implementing multiple projects of various sizes for individual customers, FWI has also developed two standard BI solutions for Microsoft Dynamics AX: Planning Integration and Business Content for Reporting and Analysis. Both solutions are based on best practices so that companies can quickly extend their Microsoft ERP solutions with clever, functional BI applications.



” *We have worked with Cubeware for many years as part of a very fair and lucrative partnership.*

Alfred Grünert,  
Director Business  
Intelligence,  
FWI Information  
Technology



” *We can rely on our partner manager – no matter what questions we have. We have a direct, solution-driven contact to the BI vendor. That makes our work more enjoyable – which benefits our clients as well.”*

Thomas Fuchs,  
Team Leader  
Consulting,  
FWI Information  
Technology

Alfred Grünert, who is responsible for the BI division at FWI, sees clear advantages for both client projects and solution development. “Cubeware fits perfectly in our portfolio because it integrates well with Microsoft,” he explained. “Through its open, scalable technology, we can connect multiple legacy systems or databases and build user-friendly front ends with powerful BI capabilities based on our customers’ wishes. Cubeware is there for us when we have questions – and is also open for new ideas.”

## Project success and long-term customer satisfaction

The business strategy at FWI centers around its clients. The IT service provider sets high quality standards for implementing projects both large and small to ensure their success and build long-term customer satisfaction. One important goal at FWI is to offer solutions that are simple for business users to use while reducing IT and organizational complexity for the client. Cubeware technology fits perfectly in this corporate philosophy. Its premium software delivers powerful, highly functional BI solutions that are made for business users and, therefore, easy to use. Since Cubeware is extremely flexible, it also supports the complex requirements of specific companies or industries.

FWI has already implemented multiple successful projects based on Cubeware. Some of its satisfied, long-term BI clients include: HOERBIGER, a global leader in compression technology, automation technology and drive technology; Vorwerk Austria with its famous Kobold vacuum cleaners; and Windhager, a leading boiler manufacturer in Europe.

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## Cubeware – Leading BI vendor with a 5-star partner program



Cubeware offers a complete Business Intelligence portfolio that provides customers with relevant insights into their business and markets to quickly identify essential patterns and possibilities, predict imminent problems, and take subsequent actions. Cubeware partners are known for their high availability and first-class support as well as their ability to quickly implement custom solutions. The company based in Rosenheim, Germany, has eleven further offices in San Jose, Chicago, London, Bangalore, Hong Kong and other cities worldwide.

Cubeware solutions and products are sold exclusively by certified Cubeware Business Partners who successfully bring them to the customer. Cubeware offers an attractive partner program that fosters each cooperation individually based on clearly defined partner models for Value Added Resellers as well as OEM, Implementation and BISTRO Partners. Its reseller program is also broken down into categories for Network, Certified and Premium Partners.

In 2014, the Cubeware Partner Program was awarded a five-star ranking from Insalcon, a specialist in evaluating IT channel programs, in cooperation with Channel Partner magazine. Cubeware was the first and only BI vendor to receive this top ranking in this assessment. The jury was impressed by the multiple opportunities for partners to build up their business. Overall, the Insalcon analysis assesses the Cubeware sales partner program as being “highly recommendable” and “very good” with regards to the anticipated returns.