

Success Story:

Empowering Data-Driven Decision-Making at Systemair India

Client:

Systemair India Pvt. Ltd.

Program:

Advanced Excel Skills for Data Analytics & Visual Specialization

Target Audience:

Executives, Managers & Deputy Managers

Trainers:

Dr. Sudhi Sharma

Challenge

As a leading player in ventilation solutions, Systemair India recognized a critical capability gap—its executives and managerial staff were proficient in basic Excel but lacked the advanced skills required for streamlined data handling, efficient reporting, and strategic decision-making. The absence of standardized data analysis practices led to:

- Time-consuming manual data processes
- Ineffective visual presentations
- Lack of automation in repetitive tasks
- Poor cross-functional collaboration

Our Approach

FILB's Centre for Executive Education designed a **customized Advanced Excel Training** program focused on real-world applications tailored to Systemair's operational needs. With hands-on sessions led by Dr. Sudhi Sharma, the participants were trained on:

- Dashboard creation using advanced Excel functions
- Data validation and formatting techniques
- Scenario & sensitivity analysis for better forecasting
- Excel plug-ins and collaboration tools
- Automation of routine reporting tasks

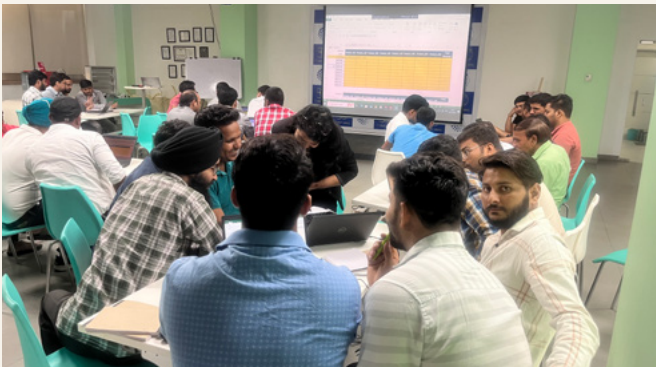
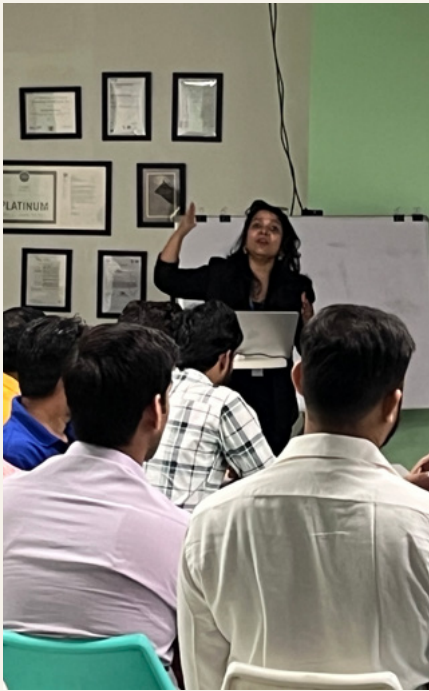
Impact & Outcomes

The program delivered measurable improvements across departments:

- **Enhanced data analysis capabilities** for quicker, more accurate decision-making
- **Significant time savings** through task automation and formula-based reporting
- **Improved data visualization** with interactive dashboards
- **Stronger data governance** via protection and validation features
- **Improved cross-functional collaboration** using co-authoring and reviewing tools

This initiative not only bridged the technical skill gap but also helped instill a data-driven mindset among Systemair's leadership and operational teams.

Training Glimpses



What's Next?

Systemair's journey with FIIB has reaffirmed the impact of targeted executive training in driving digital transformation from the ground up. The success of this Excel upskilling initiative opens doors to further capability development programs in areas like Business Analytics, Lean Thinking, and Strategic Decision-Making.

"The training was a game-changer in how we handle data. It has improved our team's productivity and empowered managers to make more confident, data-backed decisions."

– Mr. Vikal Singh
Deputy Manager - HR & Admin



Fortune Institute of International Business (FIIB)
Vasant Vihar, New Delhi