Analysis to Action
Enable new and timely insights to grow your business
OUR HISTORY OF BI EXCELLENCE

Founded with the purpose of transforming the field of enterprise business intelligence and analytics, Visual BI Solutions has been widely recognized as an industry leader. Our history of excellence is evident in the market validation and growth we have realized since going to market with our innovative solutions in 2010.

- **2010**
  - Founded by Gopal Krishnamurthy

- **2012**
  - Launched "Xcelsius Add-Ons" software product for SAP

- **2013**
  - Awarded U.S. Patent for Multi-Period, Multi-Level Selector

- **2014**
  - Launched second software product, VBX, for SAP BusinessObjects Design Studio

- **2015**
  - CIO Big Data 100 Most Promising Big Data Companies

- **2017**
  - 100+ Clients
  - 225+ Employees
  - Launch of the following software products
    - Document Management for SAP *Lumira*
    - VBI View - One Gateway for All BI Content
    - Acquired Value Driver Tree from Dolphin Dynamics
Slow Adoption of Modern Business Intelligence?

CONTRIBUTING FACTORS THAT MAY DELAY OR HALT BI EFFORTS

- **Information Ingestion**: Challenges in acquiring data, sources are always changing and never in a fixed format.

- **Transformation**: IT teams may lack data transformation skills or have other priorities.

- **Visualization**: Difficult to consume and analyze data in near real time without impacting IT.

- **Backlog Prioritization**: Business units have reporting needs that cannot be fulfilled in a timely matter.

- **False Starts**: Prior DW/BI initiatives that had promise but then failed due to cost, lack of clarity or business direction.
Requirements for Accelerating Value

VISUAL BI CAN PROVIDE THE PATH TO FULLY REALIZING THE POTENTIAL OF BUSINESS INTELLIGENCE

Establish a single view
Rationalize your line-of-business application and operational data

Realize new insights
Break down data silos across your organization

Enable actions with data
Enhance decision making abilities within your business

Time to Value
Provide timely and consistent reporting delivered on any device and anywhere

Create BI users want to use
Deliver reporting visualizations that are comprised from UX best practices
Introducing **Analysis to Action**

**DASHBOARD AND REPORTING FAST START OFFERING**

Deliver unique insights across your data

Provides clarity on the important measures and critical information to help in driving efficiencies within your business

Provides organized dashboards tailored for your key end user personas across the organization

Enables a fast start to providing value-add visualizations that adhere to your data governance needs

Brings together the industry leading Visual BI visualization experience coupled with the Microsoft Power BI platform.
Connecting your BI strategy across **data, user experience, analysis and stewardship** is key

**Data Strategy**
- Where is our data?
- How can we capture it?
- How can we access it?
- How will we govern it?

**Data Visualization UX**
- How do we present the data?
- How do we empower our users?
- How do we keep up business timing, devices, real-time interaction?

**Data Stewardship**
- How do we keep the solutions running?
- How can we manage and implement change?
- How can we maximize resources?
- How can we provide timely reporting that the business demands?

**Data Analysis**
- Do our dashboards provide multi-layer intel?
  - Allow for critical what-if thinking?
  - Allow for interaction?
  - Promote action?

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**PLAN**

Create/enhance your **Business Intelligence Strategy** with focus on end user needs, rationalizing data sources, and establishing key performance indicators to drive success

**BUILD**

Establish new insights from your **data** using sophisticated visualizations to help support decision making at all levels of your organization

**RUN AND MANAGE**

Build upon the foundation of your **analytics** to support the needs of your business by tapping into Visual BI’s enterprise reporting expertise
Analysis to Action solution utilizes Microsoft’s BI platform

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**PLAN**

**BI Strategy Development**
- End User Personas
- User Experience Standards
- Reporting and KPIs
- Data Sources
- Data Governance

**BUILD**

**Innovative Visualizations with Microsoft Power BI**
- Executive Dashboards
- Pre-built Dashboard Templates
- Self-Service BI Applications
- Visual BI Controls

**RUN AND MANAGE**

**Managed Services**
- Dashboard Environment Management
- Consumption and Auditing
- Reporting Backlog Management

**Training**
- End user enablement
Getting Started: Create your Business Intelligence Roadmap

The Business Intelligence Enablement Roadmap provides the prescriptive steps and technical implementation for a starting or continuing your business intelligence journey.
Analysis to Action can be rightsized for your needs

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<thead>
<tr>
<th></th>
<th>Quick Start</th>
<th>Essentials</th>
<th>Elite</th>
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</thead>
<tbody>
<tr>
<td>Delivery Length</td>
<td>4 weeks</td>
<td>8 weeks</td>
<td>12+ weeks</td>
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<tr>
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<tr>
<td>Reporting Factory</td>
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</tbody>
</table>

- **Quick Start** is suited best for customers that need basic Power BI reporting development
- **Essentials** can provide Power BI knowledge transfer with user experience expertise
- **Elite** is the premium offering package to address a large and growing reporting backlog and/or are needing to create an organizational program for Power BI *(note that user experience can be added for additional cost)*
How We Deliver Success
Diamond Delivery Model

PLATINUM LEVEL RESOURCES
Experts in Strategy, Design and Technical Management
- Comprehensive Design
- Effective On-Site communication

NAMED BILLABLE RESOURCES
Experienced BI Consultants
- Valuable Pricing

SHADOW RESOURCES
Efficiently-trained and Ready-To-Start Consultants
- Flexible and Agile Team

BENEFITS
- Flexible up/down-scaling
- Replace outsourced team mix with different resources
- Cross-train team in new areas
- Temporary needs such as:
  - Driving PoCs on emerging technologies
  - BASIS & Security requisitions
  - BI Training
  - QA Efforts
  - ... and more

1. Onshore
2. Nearshore
3. Offshore

Reduce Delivery Risks
Enhance Productivity
Deliver Business Value to Customer
Visual BI Solutions is a leading All-in-One Business Intelligence (BI) enablement firm specializing in BI & Analytics services, solutions, trainings and products. We have proven expertise in enabling BI & Analytics for 100+ world’s leading brands. We can help you achieve competitive advantage by effectively managing the Plan - Build - Run spectrum for BI.

Trusted by the largest companies world-wide

**CONSULTING SERVICES**
- Strategy
- Architecture Implementation
- Training
- Managed Services
- Visualization
- Cloud Migrations

**SOFTWARE PRODUCTS**
- VBI View – One Portal for All BI Content
- Product Extensions for SAP Lumira / SAP Design Studio
  - Visual BI Extensions (VBX Suite)
  - Document Management and Change Control
- Value Driver Tree (VDT) for Planning and Simulations

**TRAINING**
- SAP Business Objects Training
  - SAP Lumira Discovery (2 Days)
  - SAP Lumira Designer (3 Days)
  - SAP Web Intelligence (2 Days)
  - SAP Analysis for Office (2 Days)
- SAP Analytics Cloud Training
- Microsoft Power BI Training

**ANALYTICS SOLUTIONS**
- Dashboards by LOB
- Advanced Analytics
- Big Data Solutions
Provide proactive insights with Visual BI

Benefit from actionable real-time analytics to improve response to your customers and increase end-user satisfaction.

Place powerful and intuitive data analytic tools into the hands of business owners to take action based on insights.

Address the growing backlog by utilizing Visual BI’s Reporting Factory Managed Service.
THANK YOU!
Power BI Demonstration
Sales by Customer Demographics

Online Sales

Customer Count by Store Name

- Year
  - 2007
  - 2008
  - 2009

Customer's Color Preference
- Azure
- Black
- Blue
- Brown
- Gold
- Green
- Grey
- Orange
- Pink
- Purple
- Red
- Silver
- Silver Grey
- White
- Yellow

Sales Amount: $685.21M
Return Amount: $5.30M

Sales by Customer Demographics
Sales and Returns by Color Preferences
Customer Delivery Preferences & Return Analysis
Power BI Demonstration

Daily Sales Analysis with custom graphics for variance

![Power BI Sales Analysis](image-url)