



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.



Founded by
Gopal Krishnamurthy
2010

Launched
"Xcelsius
Add-Ons"
software product
for SAP

2012

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

2013

Launched second
software product,
VBX, for SAP
BusinessObjects
Design Studio



2014



2015



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 labs**

2017

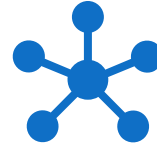
Slow Adoption of Modern Business Intelligence?

CONTRIBUTING FACTORS THAT MAY DELAY OR HALT BI EFFORTS



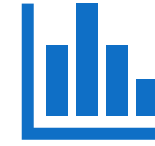
Information Ingestion

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

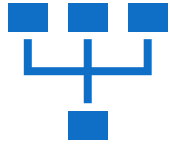


False Starts

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.



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?

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

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

PLAN

BI Strategy Development

- End User Personas
- User Experience Standards
- Reporting and KPIs
- Data Sources
- Data Governance

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

BUILD

Innovative Visualizations with Microsoft Power BI

- Executive Dashboards
- Pre-built Dashboard Templates
- Self-Service BI Applications
- Visual BI Controls

Build upon the foundation of your analytics to support the needs of your business by tapping into Visual BI's enterprise reporting expertise

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

PLAN

Areas of Focus

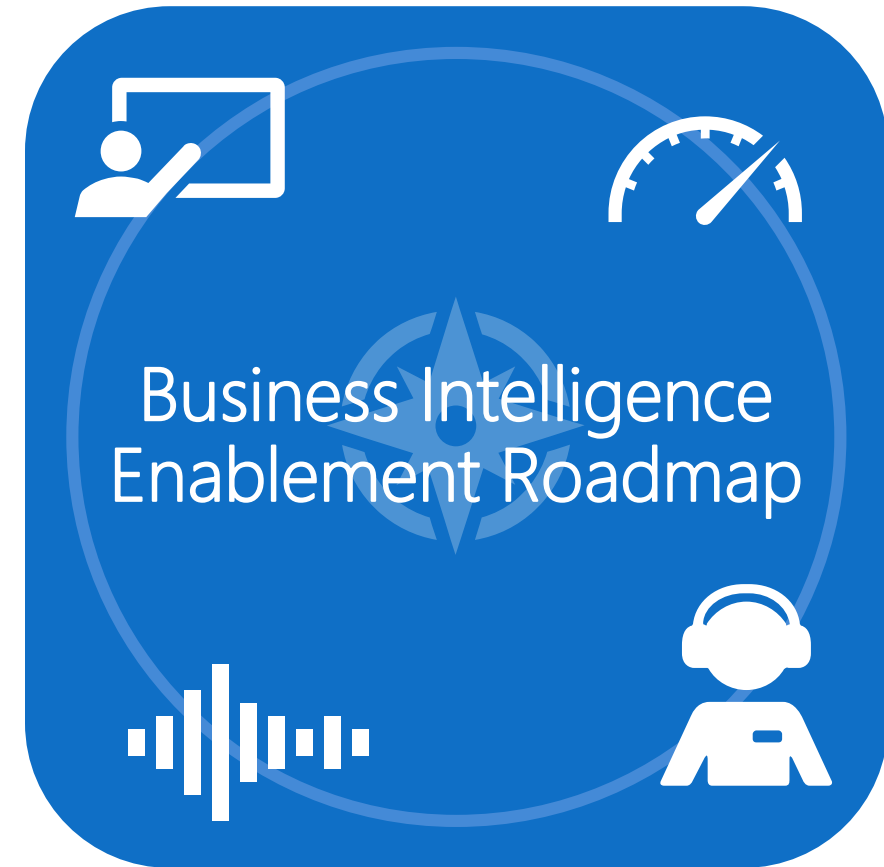
End User
Personas

Reporting
and KPIs

UX
Standards

Sources of Data
(structured and unstructured)

Data Governance and
Security



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

	Quick Start	Essentials	Elite
Delivery Length	4 weeks	8 weeks	12+ weeks
Reporting Analysis/Development	✓	✓	✓
Power BI Framework Standards	✓	✓	✓
User Experience Focus		✓	+
Knowledge Transfer		✓	✓
Center of Excellence			✓
Reporting Factory			✓



- **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)*



Reduce Delivery Risks



Enhance Productivity



Deliver Business Value to Customer

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



1. Onshore



2. Nearshore



3. Offshore

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

ALL-IN-ONE PARTNER FOR END-TO-END BI & ANALYTICS NEEDS



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

Trusted by
the industry



Integration and Partnership
with SAP is our forte



Silver
Microsoft
Partner

CUSTOMER PORTFOLIO (Software, Services, Training)



Provide proactive insights with Visual BI



ANALYSIS
TO ACTION

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





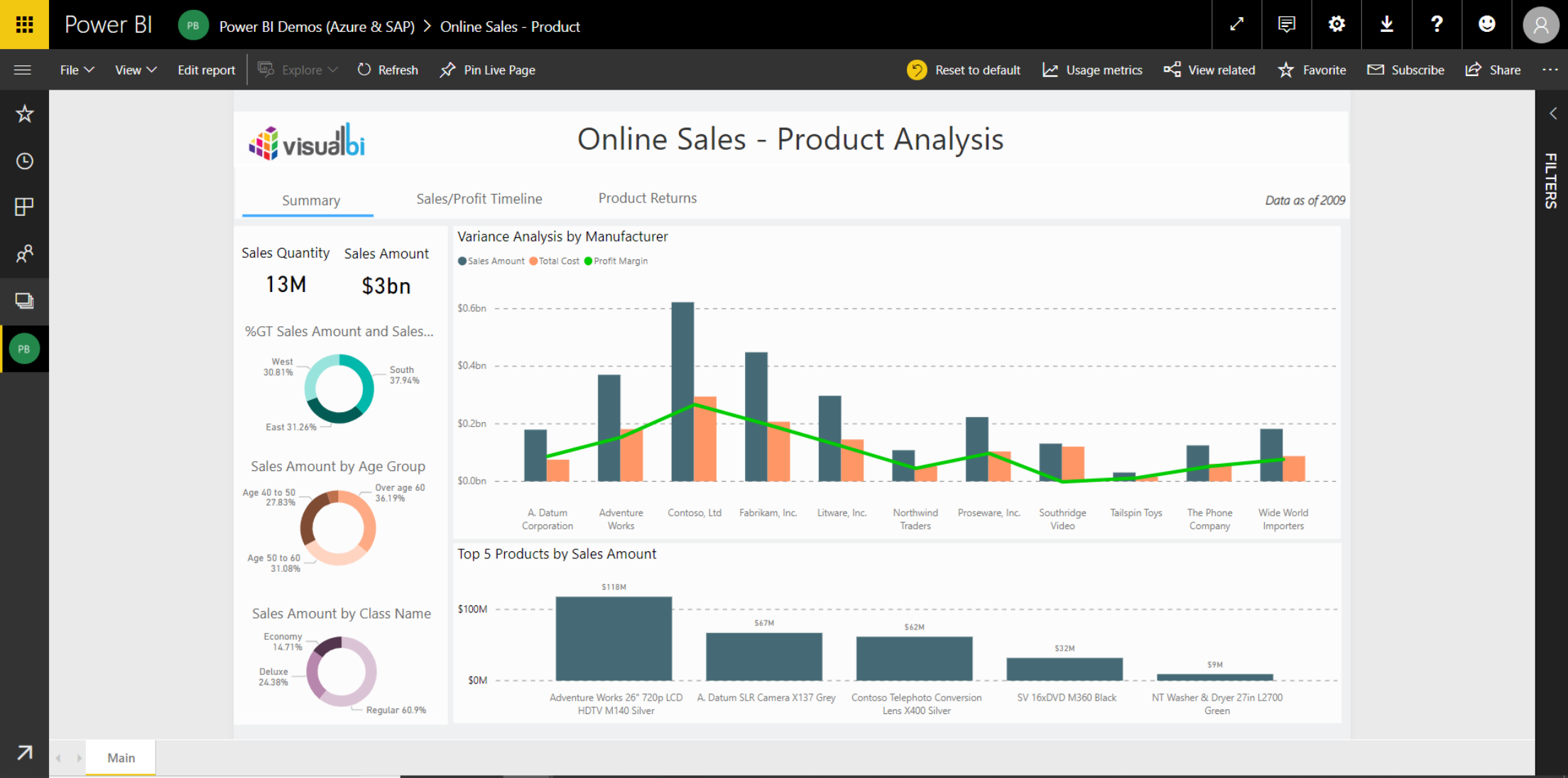
THANK YOU!

The background image shows a hand holding a tablet displaying a business dashboard. The dashboard includes several key metrics: FINANCIALS (\$170 Billions, This Month 6.0%, This Quarter 8.0%), SALES (\$110 Billions, This Month 9.6%, This Quarter -8.8%), HUMAN RESOURCES (04%, This Month 7.6%, This Quarter 9.0%), MARKET SHARE (10%, This Month 12.0%), and GLOBAL REVENUE (\$170 Billions). A world map is visible in the center, and a 'Select Period' dropdown is set to 'YTD'. The text 'THANK YOU!' is overlaid in large white letters.

Power BI Demonstration

Sales by Customer Demographics





Power BI Demonstration

Daily Sales Analysis with custom graphics for variance

