



# When transforming business future is on **your mind**

Elitmind for business

[www.elitmind.com](http://www.elitmind.com)



# Who We Are

- Started in **2015** by two **Data & AI** passionates
- Focused on **Data & AI** workloads
- Built on **strong values**
- **50 consultants** now
  - Mostly **full-stack DWH/BI (Power BI + DW)** consultants
  - **Over 90%** of consultants **certified**
  - **9 years of experience** per consultant on average
- Offices in **Warsaw and Cracow**
  - We support remote work
- **Azure Advisors** members
- **Trusted Microsoft Data & AI partner**



# Leadership

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# Mission & Vision

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Our **mission** is to **accelerate** the development of the **organizations** by making **data** usage their **competitive advantage**.

# Mission & Vision

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Our vision is to be the first-choice partner for customers looking for Data & AI solutions.

# Partnerships

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Microsoft  
Partner



Gold Data Analytics  
Gold Data Platform  
Gold Datacenter  
Gold DevOps  
Silver Cloud Platform



# Selected Customers

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# Main Technology Skills

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## Azure

- Modern Data Warehouse
- Advanced Analytics
- Real-Time Analytics
- IoT / Big Data
- Migration to Azure

## Power BI

- Power BI for Enterprise
- Data Visualizations
- Self-Service BI
- Data Modeling (DAX)

## AI / Big Data

- Data Lakes
- Azure Databricks
- Machine Learning
- Text Mining
- Cognitive Services
- R / Python

## SQL Server

- Migration to Azure (Data Optimization Assessment)
- Audit / Performance Tuning & Optimization
- Data Warehouse / ETL



# We Share Knowledge





# Our Business Offer

# Business Offer Overview

## ElitFinance & Controlling



Management  
Dashboards

Finance  
Forecasting

VAT/Tax  
Analytics

**P&L and Cost  
Monitoring**

## ElitFactory



Real-Time &  
IoT Analytics

Production  
Planning &  
Forecasting

Real-Time  
OTD Analytics

Plan &  
Project  
Monitoring

## ElitSales & Marketing



Customer,  
Store &  
Product 360  
Insights

Customer  
Churn

Workload  
Forecasting

Fraud  
Detection

## ElitProperty



Property 360  
Dashboard

Space  
Planning

## ElitHR



HR 360  
Dashboard

Employee  
NPS &  
Attrition

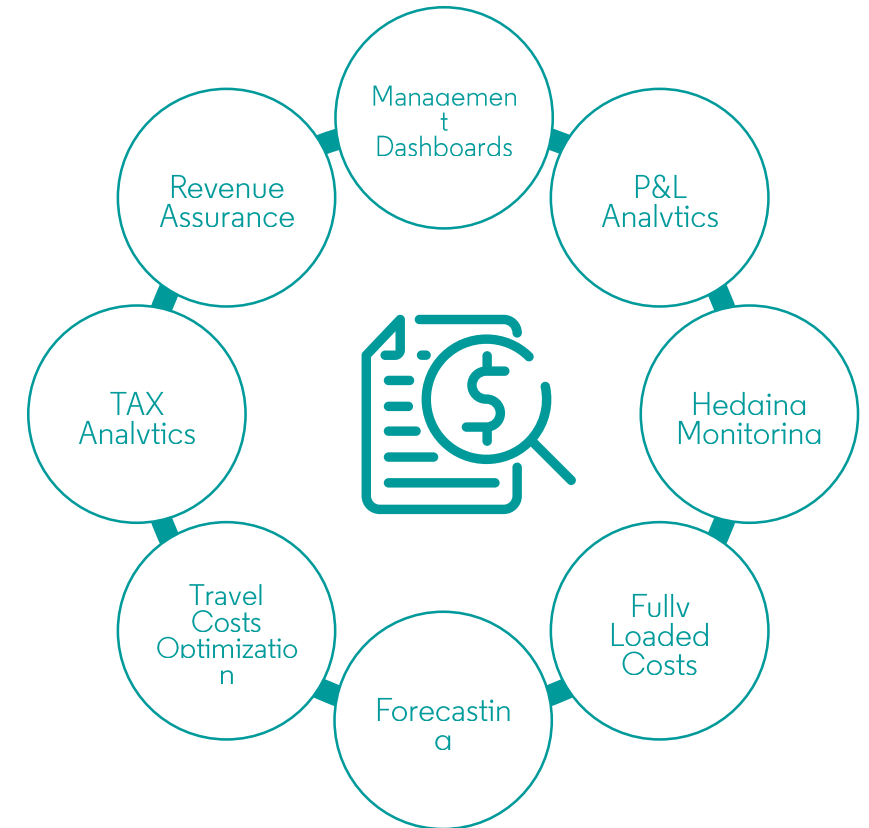
# Business Offer

## ElitFinance & Controlling Suite

Our **Business Intelligence** solutions dedicated to controlling are based on ready-to-go models of analysis and reporting. They use innovative IT tools such as **Microsoft Azure** cloud or **Power BI**.

They allow:

- **Automatic upload of data** for systems such as: SAP/SAP BW (FI module and SD) + Master Data, Microsoft Dynamics AX (FI module, SD, dictionary), Sales Force etc.
- **Implementation of ready-to-go reports and analysis set.** Such as PnL, Operational Reports, Daily Sales Reports, Total Cost Analysis, Fully Loaded Cost Analysis and others.
- **Adjustment according to organization specific needs**
- **Constant growth and optimization.** Solutions can be enriched with Automatic forecast, What-If Analysis, Run Rates or Dynamic Scale Reports.

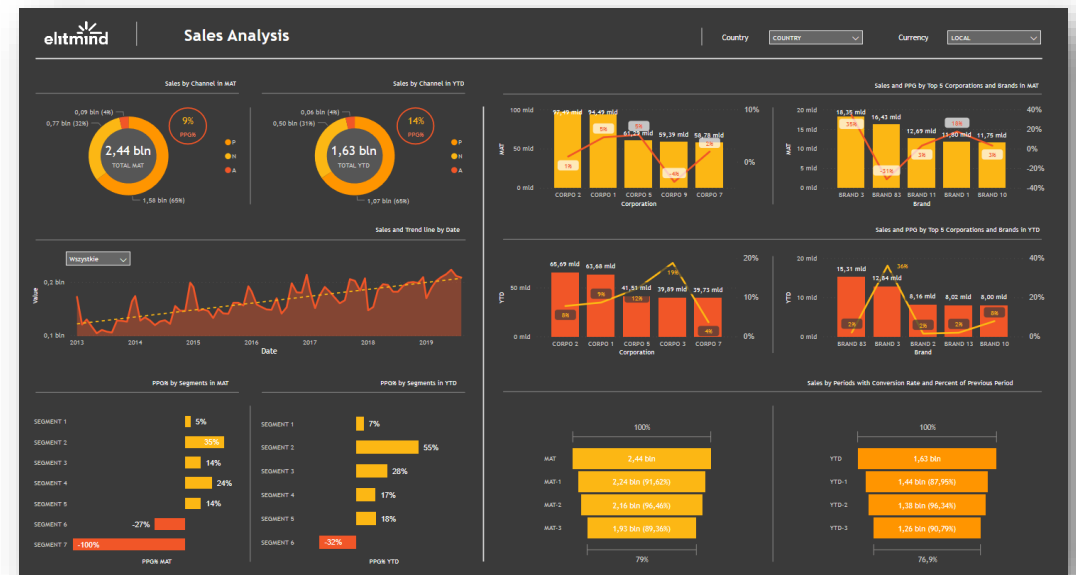


# Business Offer

## ElitSales & Marketing Suite

- We can use **Your Data** and Elitmind team experience to implement **sales forecasting models** in the following areas:
  - Classic sales forecasting.
  - Systems and recommendation models.
  - Forecasting trends.
- Sales forecasting - **examples**:
  - **Analytical model** estimating orders for products sold in large quantities (central and MM orders).
  - **Prediction and recommendation** of the size and attractiveness of the supplier.
  - **Sales potential** based on historical data and trend analysis.
  - **Identification of 'abuse'** - e.g. placing drugs in a 'queue' - after expiry of disposal.

- **Shopping process optimization**: Reports of goods on the way and stocking.
- **Recommendation systems**, e.g. products sales.
- **Customer segmentation** and **Customer 360**.
- **Customer retention forecasting** by using anti-churn models.



# Business Offer

## ElitProperty Suite

- **Space planning and costs optimization**
- Property systems **integration** and **analytics in Azure**
- Property **360° dashboards**

 [Read public business case](#)



# Business Offer

## ElitFactory Suite

**Process and IoT device monitoring in real-time**



**Planning and forecasting support with advanced analytics**



**OTD analytics and reporting in real-time**



**Production plan and project monitoring**





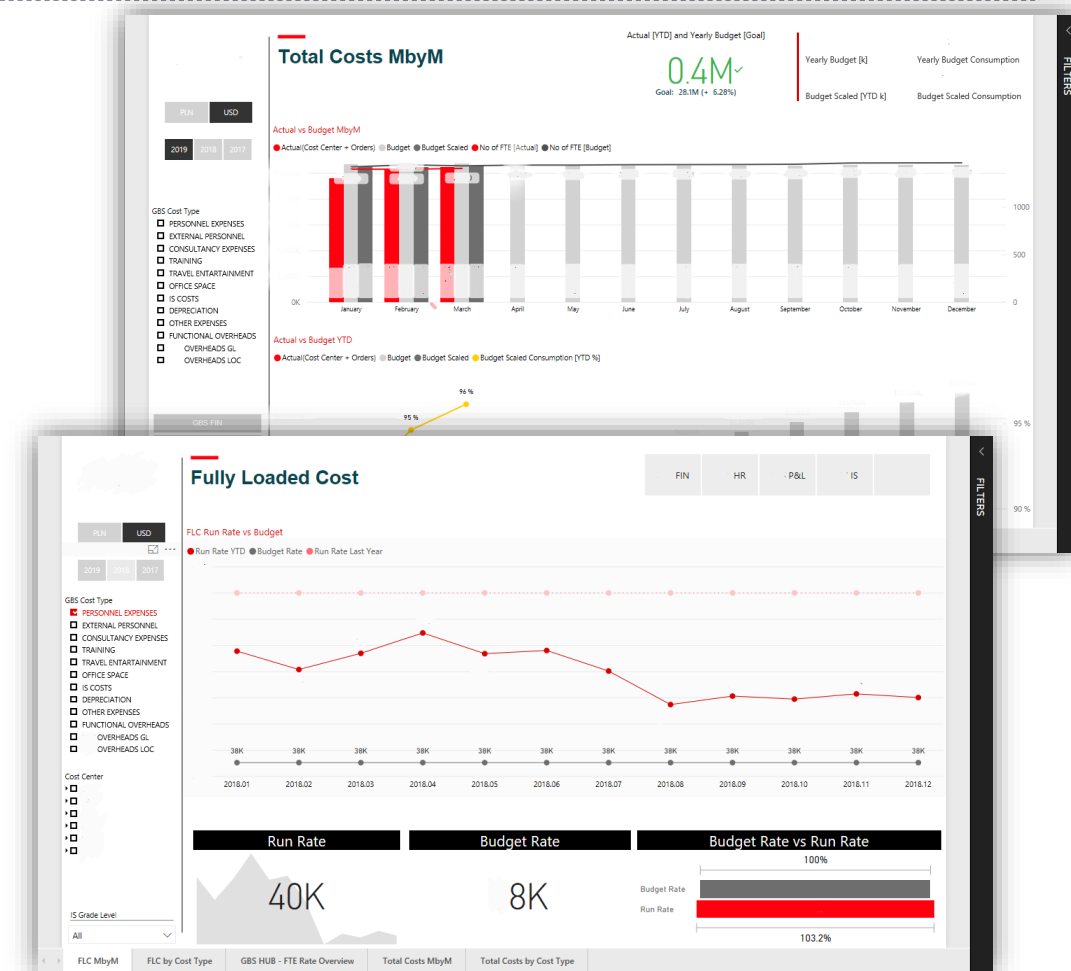
# Our Case Studies



# ElitFinance & Controlling Suite Case study: Total & Fully Loaded Cost

International corporation in digital & industry technology

- **One standard** for 5 GBS (Global Business Services): FI, HR, IS
- **Time-saving** from ~10 days to 1 day of report refreshing!
- Increased **effectiveness** of controlling
- Availability for **mobile** devices
- **Data access** control
- **New analytics** options: Total Cost, Run Rates, Scaled Budget, Alerts, Currency
- Greater **efficiency**: the same number of controllers despite an increase in 3 x range
- **Lower costs** and **shorter implementation** time: using the template shortened the time to implement subsequent areas to 1 month!

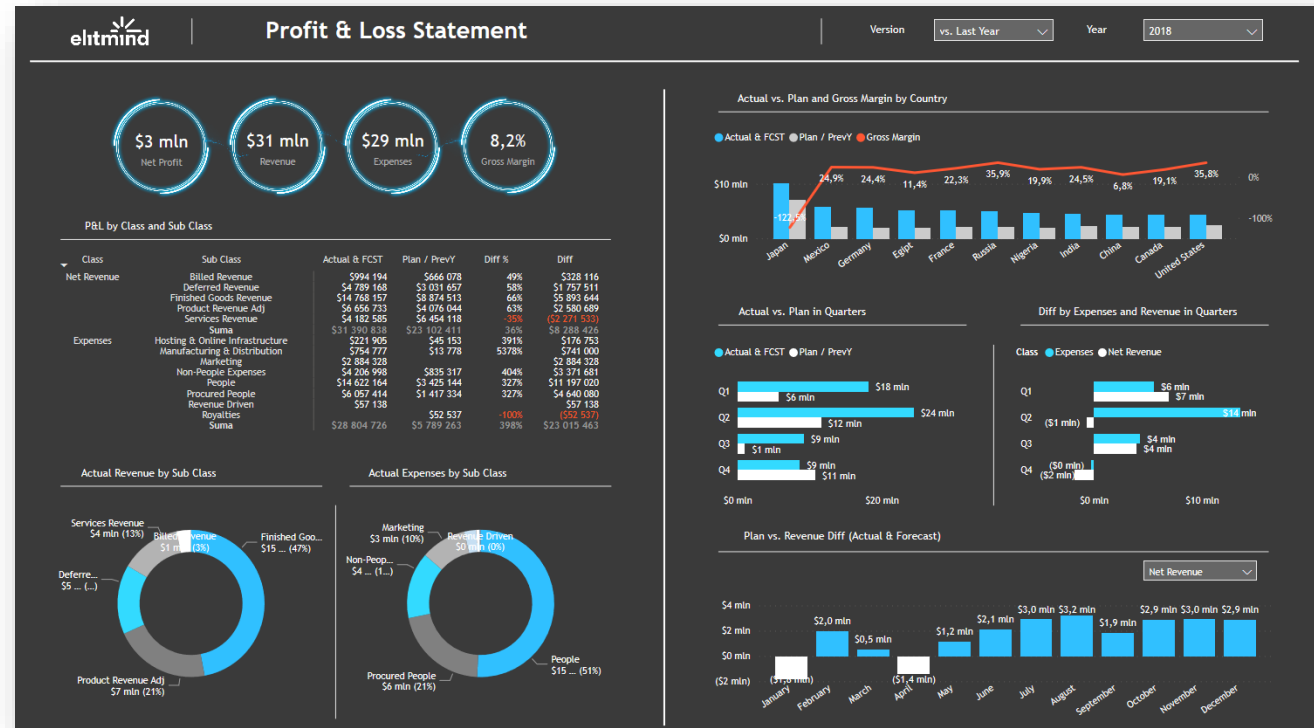


# ElitFinance & Controlling Suite

## Case study: Detailed PNL Reporting

Private healthcare company

- Based on **Microsoft Dynamics AX**
- **Fully automated** and daily refreshed
- **Two independent hierarchies of PNL**
- Many options of **time intelligence** in one report: YTD, QTD, MTD, etc.
- **Actual, Budget and Forecast** in one view
- Dictionary and **mapping management**
- **Multi-currency** support
- The option of **data drill-down** and **drill-through** to the level of a single transaction
- **Data access control**

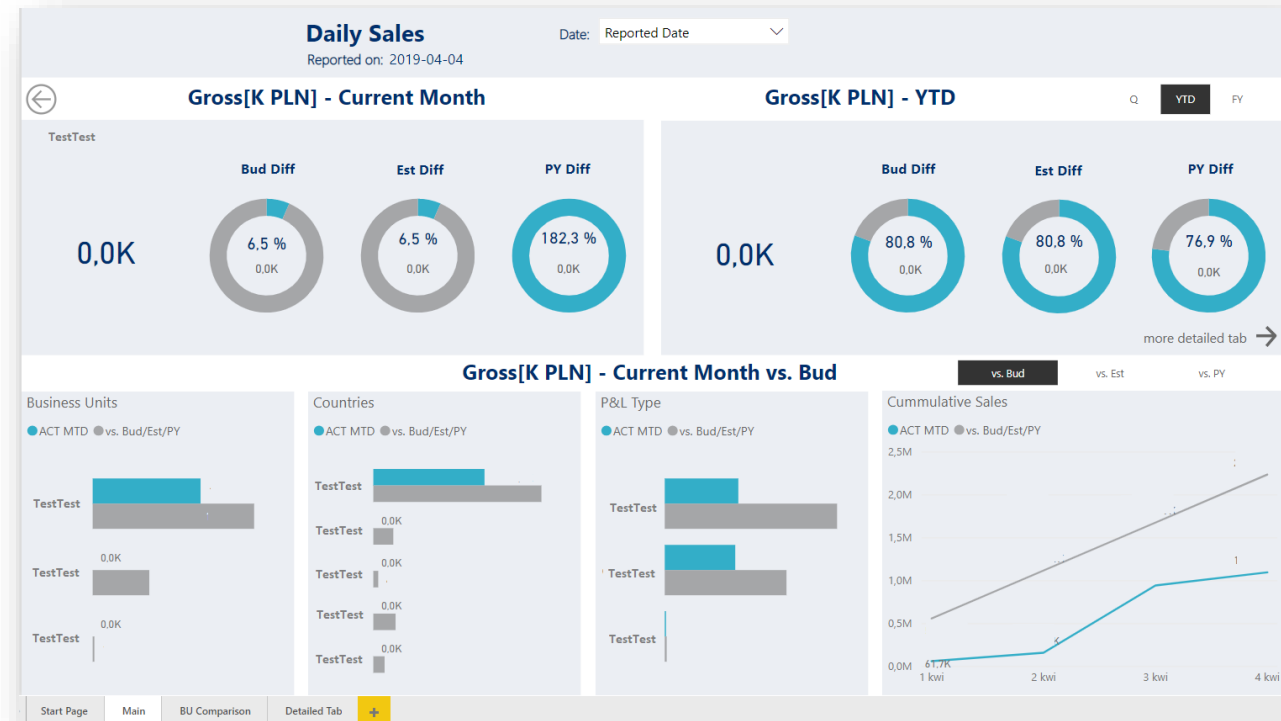


# ElitFinance & Controlling Suite

## Case study: Daily Sales Reporting

Biotechnology  
company

- Based on **SAP FI and SAP SD** data
- **Fully automated** and daily refreshed
- **Two independent hierarchies of PNL**
- Many options of **time intelligence** in one report: YTD, QTD, MTD, etc.
- **Actual, Budget and Forecast** in one view
- Dictionary and **mapping management**
- **Multi-currency** support
- The option of **data drill-down** and **drill-through** to the level of a single transaction
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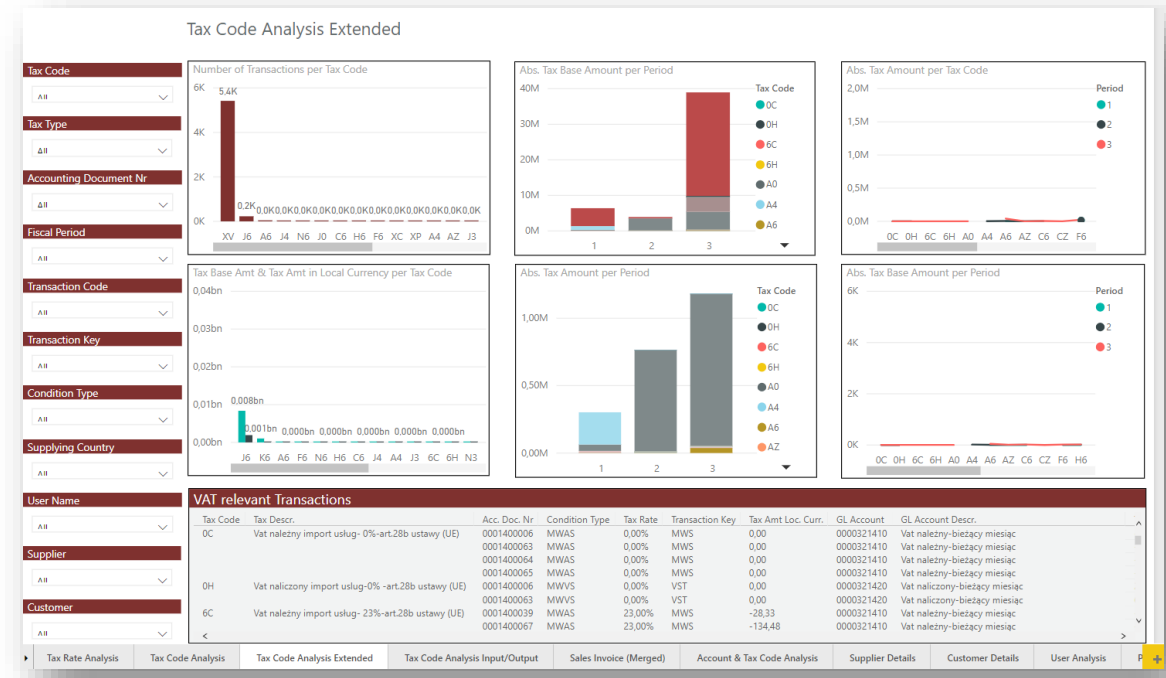


# ElitFinance & Controlling Suite

## Case study: Data Warehouse for Financial Data

International corporation in digital & industry technology

- **One Data Warehouse** for financial transactions
- Data coming from **52 SAPs**
- Monitoring of **tax codes and rates** based on the rules of a given country
- **Dedicated KPIs:** Incoterm DDP Check, Incoterms Check, Tax Rate Comparison Flag, etc.
- **Mobile reports** – access for everyone & from any place
- Central monitoring and support for **VAT / GST reporting**
- **VAT number verification:** VIES verification EU VAT IDs.
- **Flexible development** and analysis for Local Country Management
- Ready **SAF-T module** (OECD standard): monitoring and automation



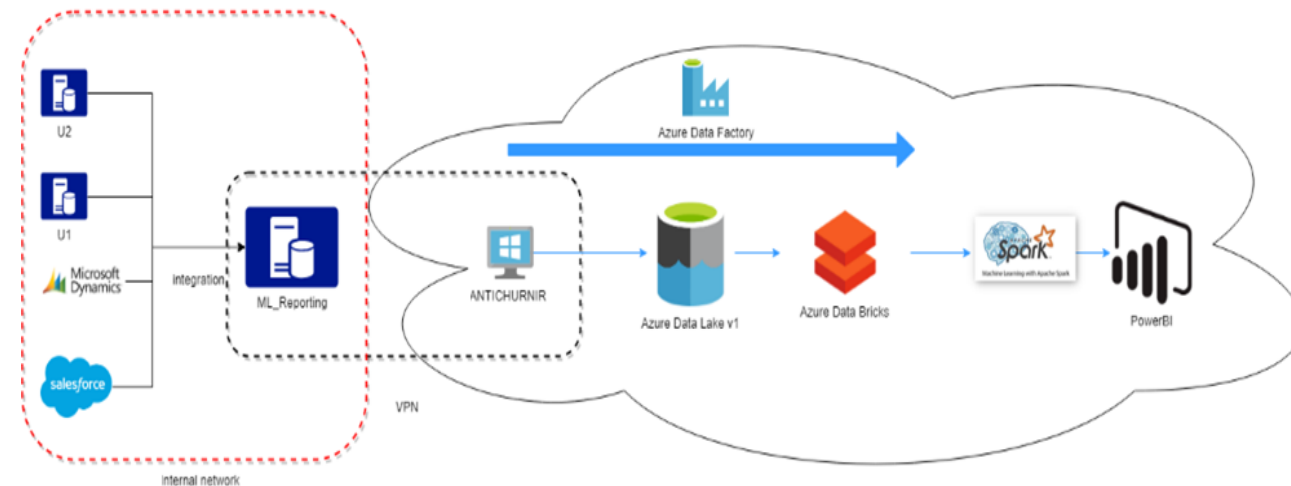


# ElitAnalytics

## Case Study: Anti-Churn Model

An international  
logistics company

- Business problem: uncontrolled process of **leaving business customers**
- Goal: **anticipate and reduce churn** of business customers
- Solution: build a **Machine Learning model** for identification of business clients at risk of churn
- Approach: **hybrid model**, based on boosted methods, black-box model - indicating risk-generating factors
- Result: **report** describing the risk of churn for each customer, **fully automated** process, run every day in a batch mode
- Project duration: **3 months**



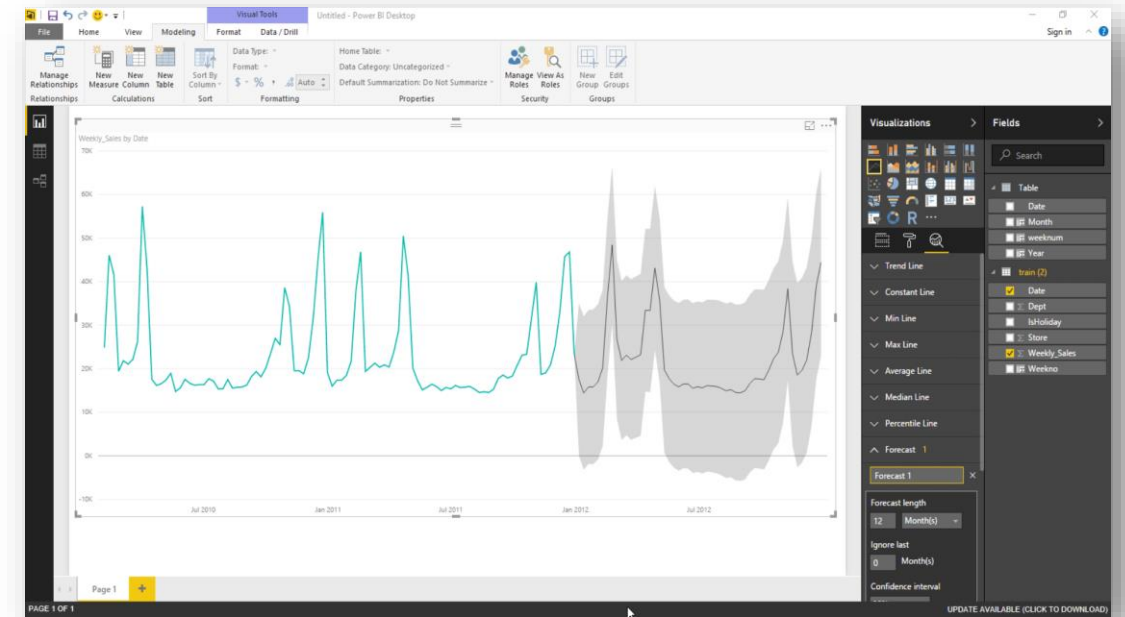
 Azure Databricks

# ElitAnalytics

## Case Study: Recommendation Model

FMCG leader on the  
Polish market

- Objective: to support sales representative at POS with **product recommendations** for the customers
- Solution: building the on-demand model / **recommendation system**
- Approach: recommendation model based on **Collaborative Filtering**
- Result: the model issued as an **API for on-demand queries**
- Project duration: **2 months**



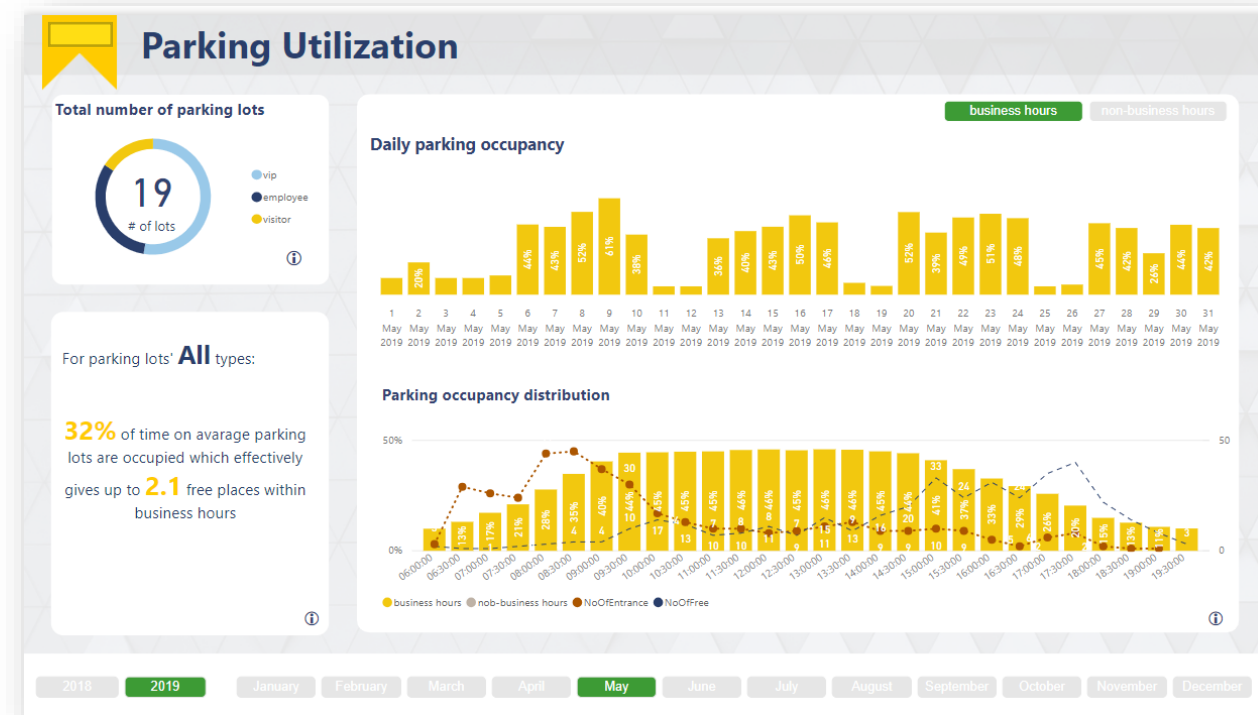


# ElitProperty Suite

## Case Study: Property Dashboard

An international  
construction company

- **Big Data solution** for all building systems such as: BMS (energy), I/O control, parking, conference rooms
- **Real-time analytics**
- **Dedicated dashboards** for: tenants, landlords and developer
- **Trend analysis and prediction** of electricity consumption
- **Anomaly detection** and prediction
- The option of data **drill-down and drill-through** to the level of a single transaction
- Full **data security** and access control
- Project duration: **3 months**

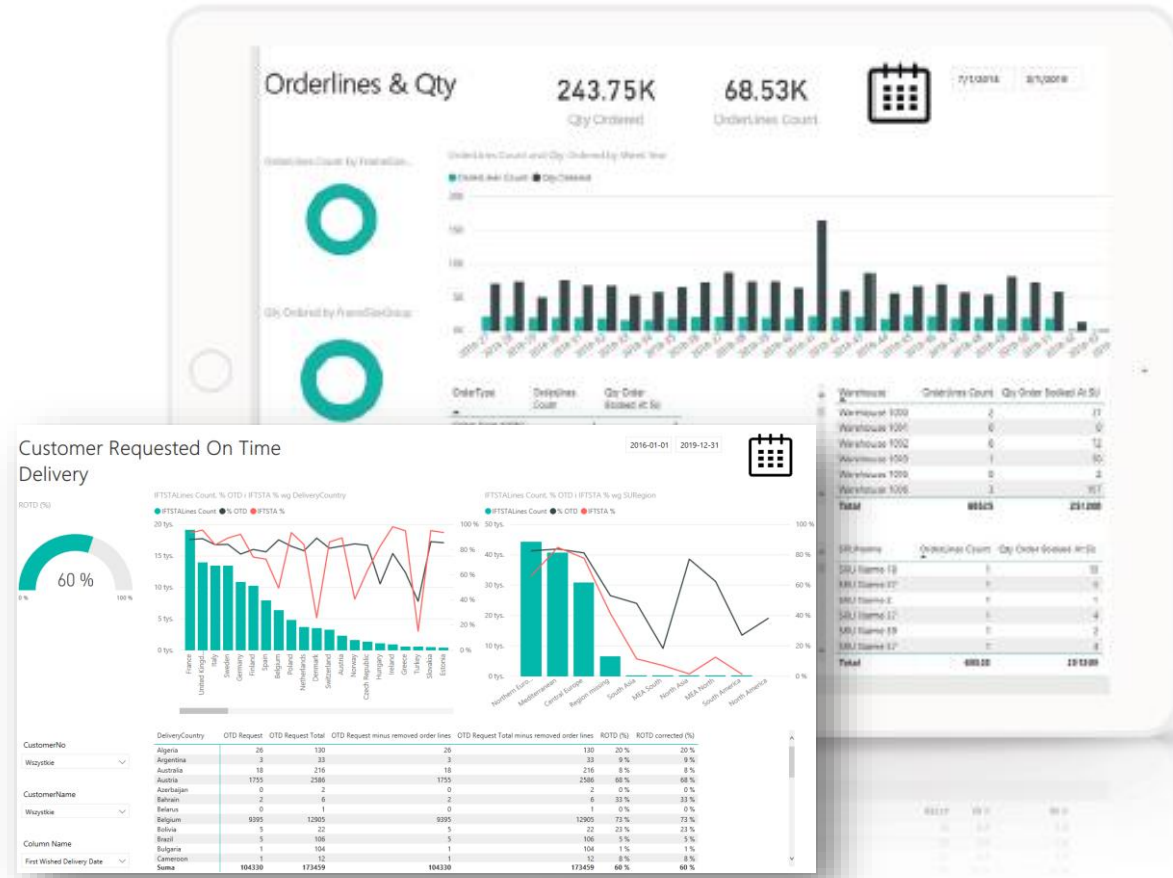




# ElitFactory Suite

## Case study: Customer OTD

International corporation in digital & industry technology



## Real-time OTD indicators analysis and reporting

Real-time delivery status monitoring allows the **instant reaction to any issue** in production plan realization. It also makes possible to predict changes in production and delivery time.

#OnTimeDelivery #OTD #RealTime

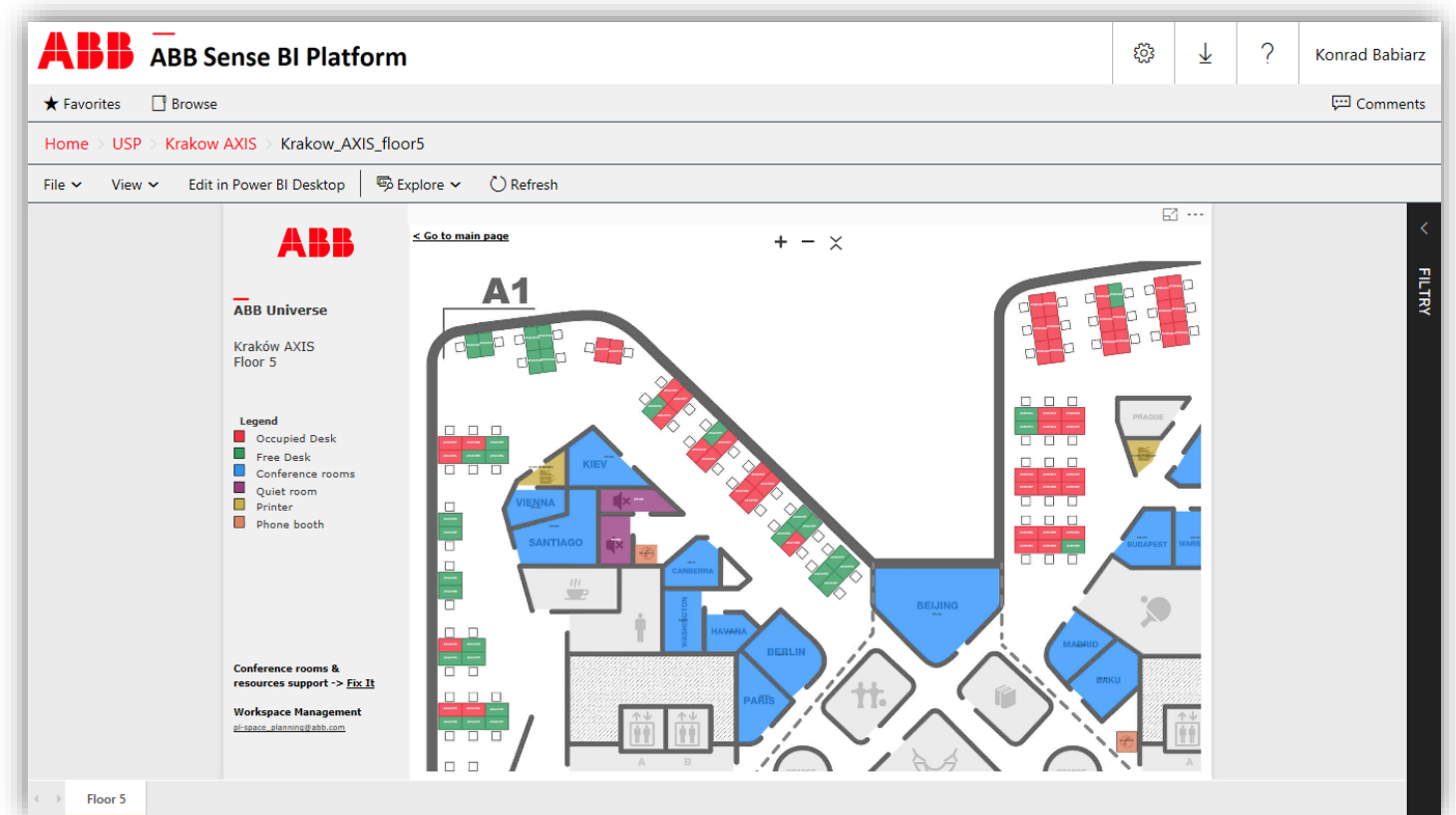




# ElitHR Suite

## Case study: Space Planner and Office Analytics

- Space **cost reduction**
- Better **space management** and **forecasting**
- **No manual** data processing
- Easy **cost tracking** for HR and controlling departments
- **Real-time** data
- Better **equipment usage**
- Better **communication**





# Our Partnerships

# Partnership Case: ABB

## Overview



- Continuous engagement **since 2015**
- Over **50 projects**
- **Worldwide**
  - Poland, 5 GBSs, global apps
- **12+ consultants** in Poland
- **Wide scope**
  - Envisioning, architecture & consulting
  - Ownership of one of the global BI platforms
  - Solutions delivery & PoCs of new technologies
- **4 business areas**



# Partnership Case: ABB

## Business Areas



### Finance & Controlling

Global Travel Costs Analytics (GTS)

TAX Compliance Analytics (ITX)

TAX Monitoring

Cost Distribution Analytics

Hedging Analytics

Cost Anomaly Detection

Revenue Analytics

Transfer Prices monitoring

### Production

Machine Reports

Production process analytics

Production Plan Tracking & Analytics

Master Data Quality Dashboards

KPI calculations (e.g. COTD, IFTSTA, Service Level)

Conversion Costs KPI & reporting

### Human Resources

Time Tracking

Universal Space Planning

Salary and grades analytics

### IT & Processes

Azure and AWS Cost analytics

SAP monitoring

Legend:

Global scope projects

# Partnership Case: PMI

## Overview



PHILIP MORRIS  
INTERNATIONAL

- Continuous engagement **since 2017**
- Over **20 projects**
- **5 countries**
- **Wide scope**
  - DW/BI platform (Managed Service)
  - Analytics and integration solutions delivery
  - Web applications
- **4 business areas**
- Approach: **SCRUM**



# Partnership Case: PMI

## Business Areas



PHILIP MORRIS  
INTERNATIONAL

Traditional tobacco  
products - B2B

Distribution + stock  
levels

Manufacturing

Customer relations

Reduced risk products  
– B2C

Direct channels of  
distribution

Agents

Promotions, actions

Coaches, leads

Master data  
processing

Products

Employees

Agents

Salesforce analytics

Date Warehouse  
integration

Reporting

# Partnership with Microsoft

## Overview

Microsoft  
Partner



Gold Data Analytics  
Gold Data Platform  
Gold Datacenter  
Gold DevOps  
Silver Cloud Platform

- Partners **since Elitmind's beginning**
- **Relationships** for over **15 years**
- **Worldwide**
  - Poland, CEE, MEA (+ PGs in US)
- **Broad cooperation**
  - Microsoft Services
  - Segments: EPG & SMC
- **Multiple verticals**
  - Banking & Insurance
  - Retail & FMCG
  - Manufacturing
  - Logistics



A black and white photograph of a group of people in a meeting. They are gathered around a table, looking at a laptop and some papers. One person is pointing at the laptop screen, while another is holding a pen over a document. The scene is dimly lit, with the focus on the hands and the devices.

# How We Work



# Cooperation Options

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## Dedicated Solution

- We can build **from the scratch** a solution **customized** to Your needs **based on our experience**
- We can **train your team** delivering training based on **your requirements**



## Ready-to-Use

- We can build a dedicated solution based on our **ready-to-use products** and **our experience**



## Maintenance Services

- We are ready to provide **maintenance** services for our solutions or existing ones
- We can **audit** the current solution and offer recommendations for changes
- We also **migrate** the client's environment to our own or our client's Microsoft Azure environment



Our solutions can be provided on the customer's environment as well as on Elitmind dedicated Microsoft Cloud Subscription (Azure).

# How We Work?

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## Agile / Scrum

- **Flexible requirements** management
- A team selected for the types of tasks **depending on the needs** of the planned Sprint
- **Faster delivery** of products to customers
- **Less formalism**



## Steps & Products

- **Business analysis** with requirements, reports objects, data source analysis and **mockups** of reports with Power BI
- **Architecture** and **environment** preparation for development
- **Development** (data source integration, data model, reports)
- Internal **tests** and UAT tests
- **Deployment package** and deployment on production
- **Hypercare support**
- **Documentation and training** for end users

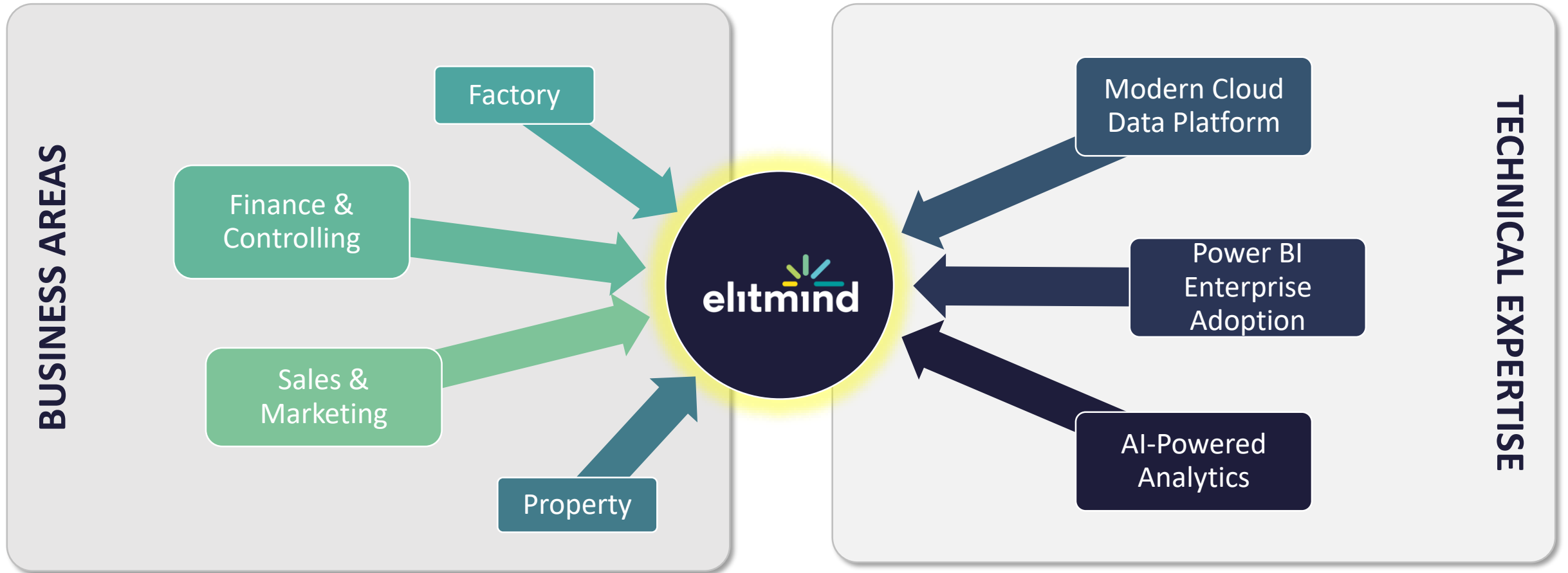


## Team

- Our team is **individually selected** to meet the needs of the project
- Usually **the team** consists of: Analyst / PM, Architect and BI developers
- If necessary, **additional roles**, such as Data Scientists, UX Designer or Data Engineers are included



# Value Proposition Summary





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<https://youtube.com/c/ElitmindAcademy>

## Digital Advisors & Founders



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