

# Introduction to Power BI



# Information Systems Management

- Information can be defined as the result of processing, manipulating, and organizing data so as to add to the knowledge of the recipient.
- Information is the output you get after processing data, which usually consists of dispersed elements. Information is required by individuals and organizations to perform any activity.
- For example, a train passenger requires information such as:
  - Which train will go to the destination?
  - Which is the boarding station?
  - What is the departure time of the train?
  - What is the platform number to board the train?
- Similarly, the train driver requires information such as:
  - What is the final destination of the train?
  - What is the arrival time of the train at the destination?
  - Which track to be used in order to reach the destination?



# Information Needs in Business Environment

Similar to the individuals, business organizations also need information to perform various activities.

For example:

- The sales and marketing manager of a retail store needs information such as:
  - Demand of goods in the market
  - Goods in stock
  - Strategies to sell the goods
- The inventory manager of the retail store needs information such as:
  - The current stock situation
  - The rate at which various goods are being sold
  - The time required to order goods from the wholesaler
- The wholesaler needs information such as:
  - The goods required by the retail store
  - The current amount of stock in the wholesaler's warehouse
  - The frequency to dispatch the goods to the retail store
  - The reorder value and the frequency of goods ordered from the manufacturer
- The manufacturer of the goods will need information such as:
  - The quantity of goods to be manufactured
  - The demand of goods in the market



# Information Users in an Organization

- **Operational Management:**
  - Requires operational information pertaining only to the operations that they manage.
  - Deals with information pertaining to performance and day-to-day management operations in an organization.
  - Gets information from the middle management.
- **Middle Management:**
  - Deals with department wise information.
  - Uses tactical information.
  - Creates plans on the basis of strategic decisions taken by the top management.
  - Information can be internal and external.
  - Internal sources include data from the operational management.
  - External information sources include government policies and competition processes.
- **Top Management:**
  - Deals with enterprise wide information.
  - Uses strategic information.
  - Provides support to strategic activities undertaken by the top management.
  - Information is usually gathered from external resources like government agencies and research agencies



# Information Systems

- Transaction Processing Systems (TPS)
  - Batch Transaction systems
  - Online Transaction Processing (OLTP) systems
- Management Information Systems (MIS)
- Decision Support Systems (DSS)
  - Business Intelligence (BI) Systems



# What is Business Intelligence (BI)

- Is a set of processes, architectures, and technologies that convert raw data into meaningful information that drives profitable business actions.
- Is a suite of software and services to transform data into actionable intelligence and knowledge.
- Has a direct impact on an organization's strategic, tactical and operational business decisions.
- Supports fact-based decision making using historical data rather than assumptions and gut feeling.
- Perform data analysis and create reports, summaries, dashboards, maps, graphs, and charts to provide users with detailed intelligence about the nature of the business.



# Importance of BI

- Measurement: creating KPI (Key Performance Indicators) based on historical data.
- Identify and set benchmarks for varied processes.
- Identify market trends and spot business problems.
- Data visualization that enhances the data quality and thereby the quality of decision making.



Can be used not just by enterprises but SME (Small and Medium Enterprises)

# Steps to Implement BI Systems

1. Raw Data from corporate databases is extracted. The data could be spread across multiple systems heterogeneous systems.
2. The data is cleaned and transformed into the data warehouse.
3. Using BI systems the user can ask queries, request ad-hoc reports or conduct any other analysis.





# Four types of BI users

1. **Professional Data Analyst:** The data analyst is a statistician who always needs to drill deep down into data. BI system helps them to get fresh insights to develop unique business strategies.
2. **IT users:** The IT user also plays a dominant role in maintaining the BI infrastructure.
3. **Head of the company:** CEO or CXO can increase the profit of their business by improving operational efficiency in their business.
4. **The Business Users:** Business intelligence users can be found from across the organization. There are mainly two types of business users:
  - Casual user
  - Power user



# Advantages of Business Intelligence

- Boost Productivity
- Improve Visibility
- Fix Accountability
- Gives a bird's eye view
- Streamlines business processes
- Allows for easy analytics



# Disadvantages of BI System

- Cost
- Complexity
- Limited use
- Time Consuming Implementation



# Trends in Business Intelligence

- Artificial Intelligence
- Collaborative BI
- Embedded BI
- Cloud Analytics



# Self Service Business Intelligence

- Is defined here as end users designing and deploying their own reports and analyses within an approved and supported architecture and tools portfolio.
- Allow people in the enterprise to analyze business data and present the information from that analysis without tying up IT or BI teams.



# Traditional vs. Self Service BI


- Businesses that use traditional BI tools operate in a highly controlled environment, where analysts or the IT team maintain access to data.
- That means users must request data reports or dashboards, then wait for the analysts to deliver the reports to them.
- This process causes backups and delays in providing information designed for timely decision-making.
- Self-service BI tools incorporate intuitive user interfaces that make working with data more accessible for those without technical expertise.
- Self-service BI tools perform best when utilizing a centralized data model where all users will have uniform data definitions from which to work.
- This model ensures a more trustworthy approach to sharing data because everyone is using the same metrics and dimensions to discover insights.



# SSBI Tools

- Tableau Desktop
- Zoho Reports
- Sisense
- POWER BI
- Qlik Sense
- Domo
- Quick Sight
- Dundas
- Google Analytics



Product	Zoho Reports	Qlik Sense	Microsoft Power BI	Tableau Desktop	Sisense	Domo	Google Analytics	Dundas	Quick Sight
									
Lowest Price									
Editors' Rating									
Free Trial									
Free Version Available									
Mobile Versions									
Point-in-Time Analytics									
Real-Time Analytics									
Predictive Analytics									
Data Prep Tools									
Prompts for Lower-Skilled Users									
Features for High-Skilled Users									
Tools to Blend / Join / Integrate Data									
Guidance in Forming Query									
Guidance in Data Exploration									
Semantic Querying / Natural Language									
Social Media Analytics									
Visualizations Feature									
Sharing / Collaboration Tool									



# What is Power BI

- Is the collective name for an assortment of cloud-based apps and services that help organizations collate, manage, and analyze data from a variety of sources, through a user-friendly interface.
- Pulls data together and processes it, turning it into intelligible insights, often using visually compelling and easy-to-process charts and graphs.
- Allows users to generate and share clear and useful snapshots of what's happening in their business.
- Connects to a range of data sources, from basic Excel spreadsheets to databases, and both cloud-based and on-premise apps.
- Refer to either a Windows desktop application called Power BI Desktop, an online SaaS (Software as a Service) service called Power BI Service, or mobile Power BI apps available on Windows phones and tablets, as well as for iOS and Android devices.
- Built on the foundation of Microsoft Excel.
- Helps users see not only what's happened in the past and what's happening in the present, but also what might happen in the future.
- Power BI is infused with machine learning capabilities, meaning it can spot patterns in data and use those patterns to make informed predictions and run "what if" scenarios.



# Key Benefits of Power BI

- Businesses can input huge quantities of data into Power BI that many other platforms would struggle to process.
- Built-in machine learning features can analyze data and help users spot valuable trends and make educated predictions.
- Information can be visualized using powerful templates to allow businesses to better make sense of their data.
- IS cloud-based, so users get cutting edge intelligence capabilities and powerful algorithms that are updated regularly.
- Powerful personalization capabilities allow users to create dashboards so they can access the data they need quickly.
- Alerts can be set up on KPIs to keep users up to date important metrics and measurements..
- Power BI has an intuitive interface that makes it far more user-friendly and easy to navigate the complex spreadsheets.
- Integrates with other popular business management tools like SharePoint, Office 365, and Dynamics 365, as well as other non-Microsoft products like Spark, Hadoop, Google Analytics, SAP, Salesforce, and MailChimp.

With data security a massive talking point for modern businesses, Power BI ensures data is safe, offering granular controls on accessibility both internally and externally.



# Flow of Power BI

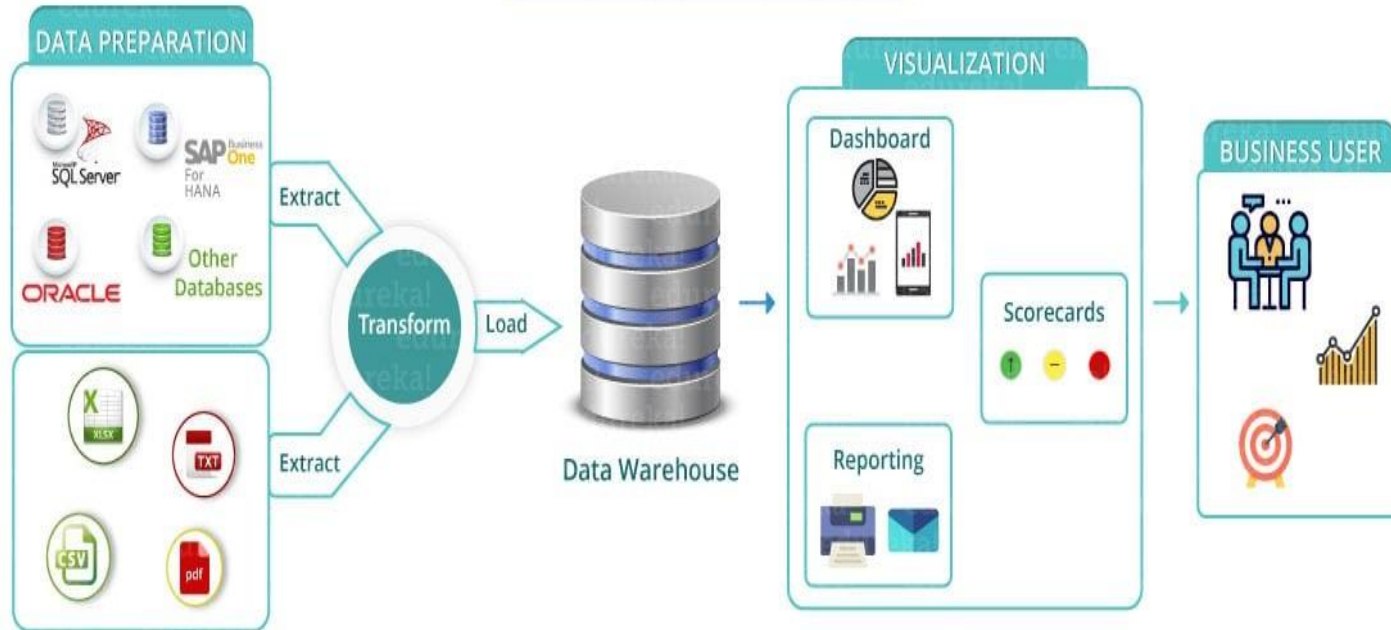


# Components of Power BI



# Architecture of Power BI

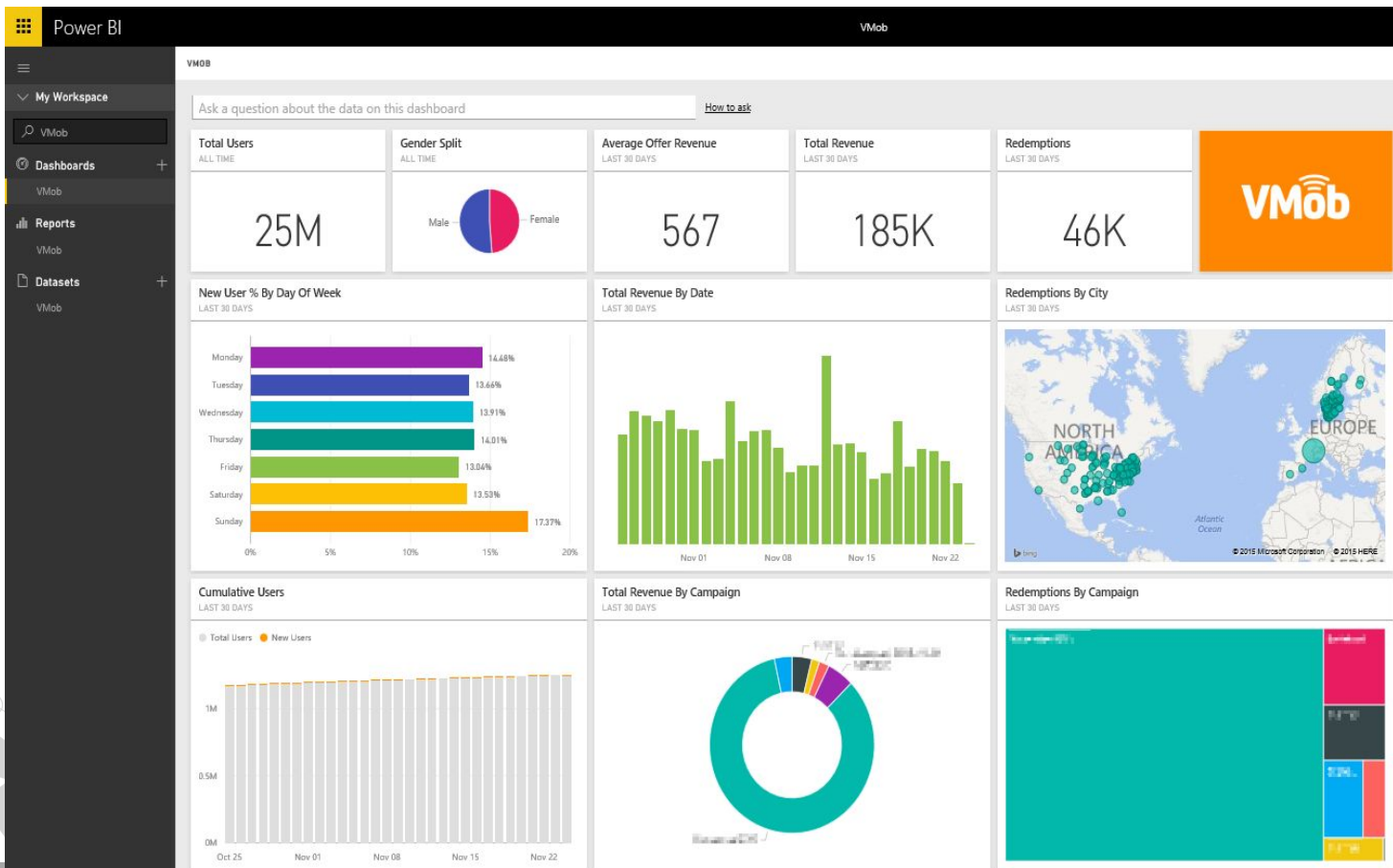
## POWER BI ARCHITECTURE



# Building Blocks of Power BI



# Visualizations

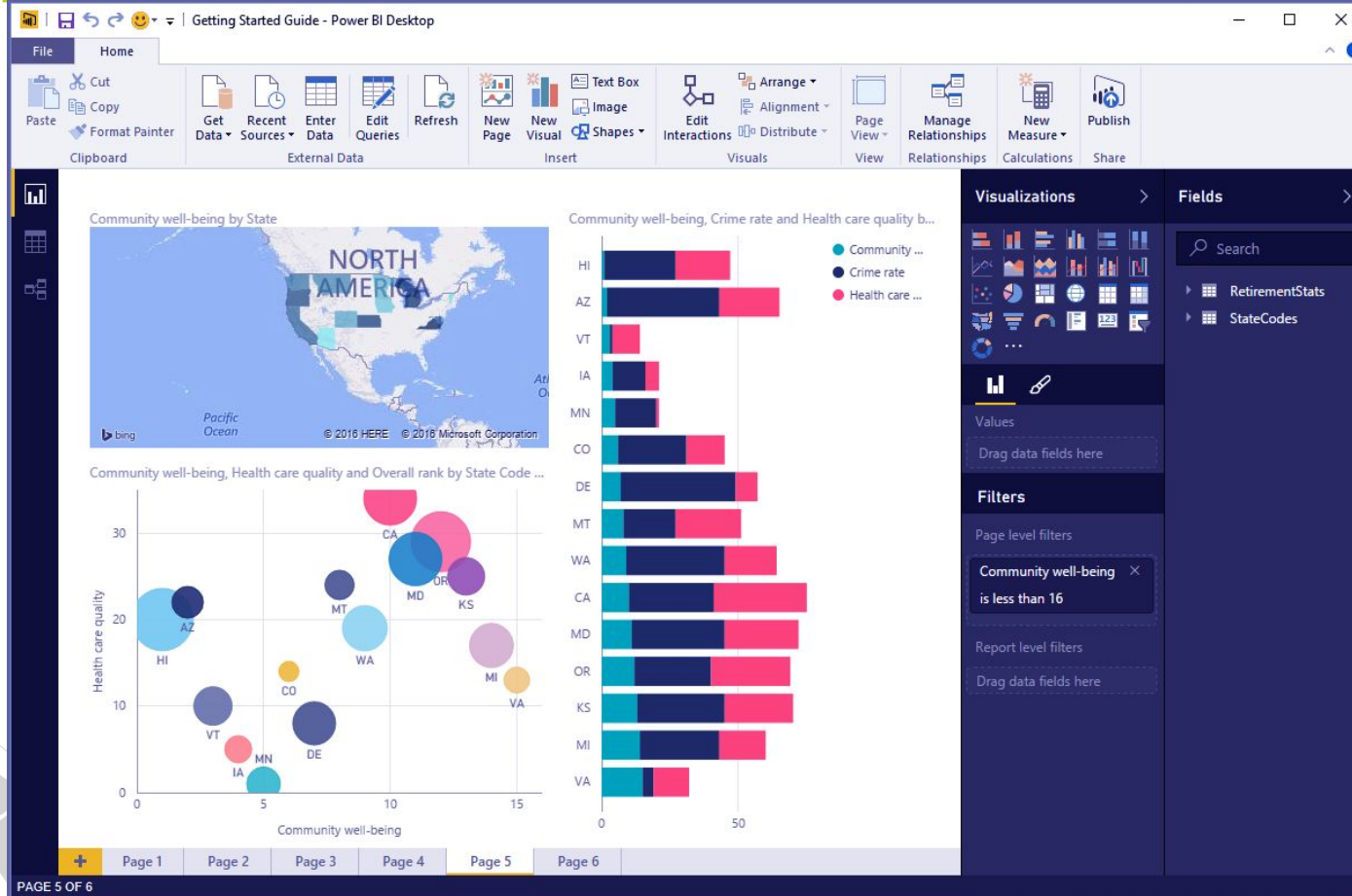


# Datasets

Row ID	Order ID	Order Date	Ship Date	Ship Mode	Customer ID	Customer Name	Segment	Country	City	State	Postal Code
5328	CA-2011-130813	06 January 2013	08 January 2013	Second Class	LS-17230	Lycoris Saunders	Consumer	United States	Los Angeles	California	90049
5737	CA-2011-148614	20 January 2013	25 January 2013	Standard Class	MV-17485	Mark Van Huff	Consumer	United States	Los Angeles	California	90049
8504	CA-2011-164903	20 February 2013	24 February 2013	Standard Class	SR-20740	Steven Roelle	Home Office	United States	Los Angeles	California	90049
6018	CA-2011-102652	06 April 2013	12 April 2013	Standard Class	AY-10555	Andy Yotov	Corporate	United States	Los Angeles	California	90049
6019	CA-2011-102652	06 April 2013	12 April 2013	Standard Class	AY-10555	Andy Yotov	Corporate	United States	Los Angeles	California	90049
7657	US-2011-120740	15 April 2013	15 April 2013	Same Day	PS-18970	Paul Stevenson	Home Office	United States	Los Angeles	California	90049
3534	CA-2011-110849	18 April 2013	23 April 2013	Standard Class	JL-15835	John Lee	Consumer	United States	Los Angeles	California	90049
3535	CA-2011-110849	18 April 2013	23 April 2013	Standard Class	JL-15835	John Lee	Consumer	United States	Los Angeles	California	90049
3536	CA-2011-110849	18 April 2013	23 April 2013	Standard Class	JL-15835	John Lee	Consumer	United States	Los Angeles	California	90049
8173	CA-2011-114125	09 July 2013	13 July 2013	Standard Class	GH-14410	Gary Hansen	Home Office	United States	Los Angeles	California	90049
8175	CA-2011-114125	09 July 2013	13 July 2013	Standard Class	GH-14410	Gary Hansen	Home Office	United States	Los Angeles	California	90049
3844	CA-2011-101931	28 October 2013	31 October 2013	First Class	TS-21370	Todd Sumrall	Corporate	United States	Los Angeles	California	90049
3845	CA-2011-101931	28 October 2013	31 October 2013	First Class	TS-21370	Todd Sumrall	Corporate	United States	Los Angeles	California	90049
3847	CA-2011-101931	28 October 2013	31 October 2013	First Class	TS-21370	Todd Sumrall	Corporate	United States	Los Angeles	California	90049
2060	CA-2011-106439	31 October 2013	04 November 2013	Standard Class	GG-14650	Greg Guthrie	Corporate	United States	Los Angeles	California	90049
2061	CA-2011-106439	31 October 2013	04 November 2013	Standard Class	GG-14650	Greg Guthrie	Corporate	United States	Los Angeles	California	90049
2063	CA-2011-106439	31 October 2013	04 November 2013	Standard Class	GG-14650	Greg Guthrie	Corporate	United States	Los Angeles	California	90049
2065	CA-2011-106439	31 October 2013	04 November 2013	Standard Class	GG-14650	Greg Guthrie	Corporate	United States	Los Angeles	California	90049
2068	CA-2011-106439	31 October 2013	04 November 2013	Standard Class	GG-14650	Greg Guthrie	Corporate	United States	Los Angeles	California	90049



# Reports



# Dashboards

Opportunity Count

487

Opportunity Count

BY PARTNER DRIVEN, OPPORTUNITY SIZE

Opport... ● Small ● Medium ● Large



Opportunity Count

BY PARTNER DRIVEN, SALES STAGE

Sales Stage ● Lead ● Qualify ● Solution



Opportunity Count

BY REGION



Revenue

\$2bn

Opportunity Count

BY MONTH, SALES STAGE

Sales Stage ● Lead ● Qualify ● Solution ● Proposal ● Finalize



Opportunity Count

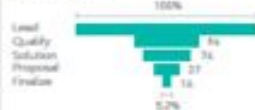
BY REGION, OPPORTUNITY SIZE

Opportunity Size ● Small ● Medium ● Large



Opportunity Count

BY SALES STAGE



Average Revenue

BY PARTNER DRIVEN, OPPORTUNITY SIZE

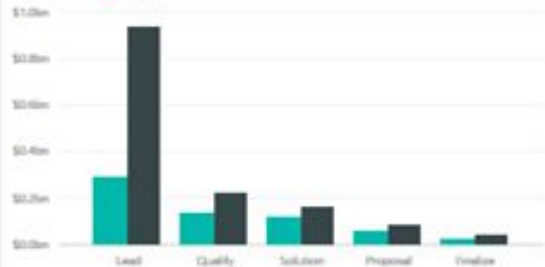
Opport... ● Small ● Medium ● Large



Revenue

BY SALES STAGE, PARTNER DRIVEN

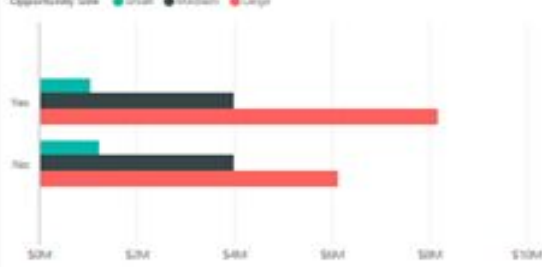
Partner Driven ● No ● Yes



Average Revenue

BY PARTNER DRIVEN, OPPORTUNITY SIZE

Opportunity Size ● Small ● Medium ● Large



Factored Revenue

\$461M

Factored Revenue

BY OPPORTUNITY SIZE



# Tiles

