# Meeting Transcription

[00:00 - 00:07] Speaker A: Yeah, other summary of charge lah tapi ini info not suitable for corporate demographic but

[00:07 - 00:11] Speaker A: there will be product called Charg Analysis, right?

[00:11 - 00:12] Speaker B: Okay.

[00:12 - 00:18] Speaker A: Maybe we can include it in the charge analysis instead of corporate demographic.

[00:20 - 00:30] Speaker B: Okay, we we kita, okay, tak apa. You develop first the the the use case for charge tu. You know, I was thinking about charge the 30.

[00:30 - 00:38] Speaker B: Because this is er ni. But er

[00:33 - 00:38] Speaker C: charge right now I think memang I not super lots of data lah.

[00:38 - 00:39] Speaker B: This one

[00:39 - 00:39] Speaker C: Itulah.

[00:39 - 00:40] Speaker B: Betul.

[00:40 - 00:40] Speaker C: Yeah.

[00:42 - 00:58] Speaker C: But that's it. Uh right now, uh we we can confirm the financial analysis and corporate demographic first. Then we go and quickly, you know, uh UI and everything. Then we start to develop for this first lah. Then it can be ready whenever it needs to be ready. These two.

[00:58 - 00:59] Speaker B: Sure.

[00:59 - 1:02] Speaker D: Yeah, yang charge tu tak apa. Just develop the use cases KB, Vincent.

[1:02 - 1:12] Speaker B: Uh if you would like to uh combine into corporate demographic and probably we rename again the corporate demographic so that it suits with charge information, then we can do it.

[1:12 - 1:16] Speaker B: But for uh ni, if you want to separate it for now, sure.

[1:16 - 1:19] Speaker B: Uh feel free to as long as the the use cases has been developed.

[1:19 - 1:20] Speaker A: Okay.

[1:20 - 1:21] Speaker B: Okay. Okay.

[1:24 - 1:24] Speaker B: Uh

[1:25 - 1:31] Speaker D: Financial analysis Okay, we go to financial analysis pula. Do we have any additional here?

[1:31 - 1:32] Speaker A: Financial analysis?

[1:34 - 1:46] Speaker A: Yeah. We added this which we can this part which we can filter for uh certain years, certain period of certain number of period.

[1:47 - 1:48] Speaker A: Means, yeah.

[1:49 - 1:51] Speaker A: Let's say this

[2:00 - 2:06] Speaker A: Then we can see starting from 2017 and until 2024.

[2:07 - 2:08] Speaker A: And yeah.

[2:10 - 2:21] Speaker A: Uh let let it run for a while. But yeah, we can see it it include the info for revenue, expenditure, profit, uh cash flow.

[2:22 - 2:27] Speaker A: And this one is the comparison with of the company with the industry.

[2:28 - 2:31] Speaker A: Uh average industry value.

[2:31 - 2:38] Speaker A: Then the rest is the financial ratio value. Uh liquidity ratio, liability ratio.

[2:39 - 2:40] Speaker A: And same.

[2:41 - 2:45] Speaker A: This is the company data. This is the company versus industry data.

[2:46 - 2:49] Speaker A: Then yeah.

[2:51 - 2:56] Speaker A: So basically you include uh all this info lah for financial analysis.

[2:57 - 3:02] Speaker A: And this is just the raw view of the data like, yeah.

[3:02 - 3:03] Speaker B: Okay.

[3:06 - 3:10] Speaker A: Any different sector, different different value.

[3:11 - 3:12] Speaker A: Different industry, different value.

[3:12 - 3:17] Speaker A: So can just switch by Sini. Tekan sini.

[3:21 - 3:23] Speaker A: Basically financial analysis will look like this.

[3:24 - 3:25] Speaker D: Uh how many ratio do we have?

[3:26 - 3:28] Speaker A: Uh ratio.

[3:28 - 3:37] Speaker A: It's like 1, 2, 3, 4, 5, 6, 7, 10 lah. 10 ratio.

[3:37 - 3:38] Speaker D: 10 ratios.

[3:38 - 3:47] Speaker A: Okay. And for the yeah, the four key financial info index.

[3:54 - 3:54] Speaker B: Okay.

[3:55 - 3:59] Speaker B: Is there anything that uh other than this? Okay?

[4:00 - 4:02] Speaker A: Yeah, if yeah, nothing much.

[4:02 - 4:11] Speaker A: But for your information, this uh the info in the data in this these two dashboard will be updated monthly.

[4:13 - 4:20] Speaker A: Because because the place we are querying from is the data warehouse which which is also updated monthly.

[4:20 - 4:31] Speaker A: And and yeah, and we are not changing it because this the location, this this data warehouse is more stable because it's

[4:31 - 4:32] Speaker C: data warehouse is the most stable.

[4:32 - 4:39] Speaker C: Yeah because the the source database right the the connection string keep changing after they migration to new system and everything.

[4:39 - 4:50] Speaker C: So the the only connection string that will not change and where the data model is going to be stable uh is going to be the the the data warehouse that we have already built.

[4:50 - 4:58] Speaker C: So, that one is the data used to update the management dashboard also, if I'm not mistaken. So, basically we are pulling from there. Yeah.

[5:04 - 5:08] Speaker A: Yeah, basically that's the reason and yeah.

[5:09 - 5:15] Speaker A: Yeah, after uh after all the minor changes, we will push it to the UI UX lah.

[5:16 - 5:17] Speaker B: Okay.

[5:16 - 5:18] Speaker A: Develop the UI UX.

[5:19 - 5:19] Speaker B: Okay.

[5:26 - 5:27] Speaker D: Alright, can I ask a question?

[5:28 - 5:28] Speaker B: Yeah, yeah, sure.

[5:29 - 5:34] Speaker D: Sorry yeah. Uh just wondering uh the select sector on the right right side, right?

[5:35 - 5:39] Speaker D: It's uh either right? It cannot be uh joined or is it intention like that?

[5:40 - 5:41] Speaker A: Sam?

[5:41 - 5:51] Speaker A: Because yeah, because uh there exists some company that exists some company exist in like two sector in the same time.

[5:51 - 5:55] Speaker A: So when you click the the value will be different.

[5:55 - 5:56] Speaker D: Ah so either one right.

[5:56 - 5:57] Speaker A: Yeah. Thank you. Okay.

[5:57 - 6:08] Speaker C: Yeah. Or this or this one right uh if if the SSM site got UI UX can consider how how to want to strategize also whether I want to either or because this one is going to be print on a PDF.

[6:08 - 6:09] Speaker D: Alright.

[6:09 - 6:12] Speaker C: Right? So how is it going to appear in the PDF and this and that? Yeah.

[6:14 - 6:15] Speaker D: Okay, thanks.

[6:16 - 6:26] Speaker D: Uh guys, the the data warehouse that you mentioned, is it uh is it only just just just your mockup data warehouse for now or

[6:26 - 6:37] Speaker D: Is it the same uh data warehouse that Nasim team is is uh developing?

[6:37 - 6:43] Speaker C: This one, I'm not sure whether it's the same one Na team because the person, the PIC for this data warehouse is Pailing.

[6:44 - 6:45] Speaker D: Ah Pailing, okay.

[6:45 - 6:47] Speaker C: Yeah yeah yeah. So this is that one.

[6:47 - 6:53] Speaker C: Uh what what's the name? What was the name of the their DB? Uh uh uh Kaiwin? What was the name of the?

[6:54 - 7:01] Speaker A: Uh SSMDW uh yeah. Dem Company info and yeah.

[7:03 - 7:07] Speaker D: Is is it uh uh the production one or is it?

[7:07 - 7:09] Speaker C: It's already in the production server.

[7:09 - 7:11] Speaker B: Production Vincent.

[7:11 - 7:12] Speaker D: Oh dia BEU tu ke Aisyah?

[7:13 - 7:20] Speaker B: Ini DB ini memang ada satu DW yang mainly for data warehouse lah. Memang dah adalah dekat sini.

[7:21 - 7:27] Speaker B: So they are utilizing that data warehouse since kita tak dapat lagi connect to the CRS punya data.

[7:27 - 7:32] Speaker B: Hence they are connecting to the DB DW tu.

[7:32 - 7:44] Speaker D: just for the sake of tu ni kan. Yang yang BEU punyalah kan betul Syam? Yang yang yang CBS ROC data ditarik kepada dia tu kan? BEU okey okey.

[7:44 - 7:45] Speaker B: Alright.

[7:47 - 7:51] Speaker D: the the reason I I I ask bukan apa I was wondering

[7:51 - 8:03] Speaker D: manalah tahu they they already have apa tu in the in the midst of designing the the the to be punya data warehouse from the data lake tu.

[8:03 - 8:04] Speaker C: Hm.

[8:04 - 8:12] Speaker C: So you can see our, you know, uh you can see us as a little data mart that is derived from data that data warehouse lah because ours is a very specific one.

[8:14 - 8:20] Speaker B: Yang dia punya ni Encik Nizan, this is very specific for the for the purpose of this analytics punya product Encik Nizan.

[8:20 - 8:21] Speaker C: Yes yes.

[8:22 - 8:28] Speaker D: So so meaning you you create a a smaller data mart that you pull data from that DW, right?

[8:28 - 8:29] Speaker C: Correct.

[8:29 - 8:30] Speaker D: Okay.

[8:32 - 8:41] Speaker B: So in other words sebenarnya sebenarnya boleh a kalau nak buat. In fact dia orang dah buat dah pun because yang kata tak boleh nak connect tu dia orang dah buat dah pun connect to CBS data.

[8:41 - 8:43] Speaker D: Exactly, exactly.

[8:43 - 8:44] Speaker B: Hm.

[8:45 - 9:01] Speaker B: Vincent and KB, we would like to ni if can Vincent remember that we went into our Bengkel LC Hotel tu. If we can get some sort of recommender, one recommendations, one recommender dekat let's say lah analysis.

[9:01 - 9:19] Speaker B: And uh if you know, like for example like this company having this kind of ratio, financial ratio and cash flow uh and then with all those combinations, perhaps that it can recommend this company is actually uh for example like health company, a healthy or unhealthy company.

[9:19 - 9:24] Speaker B: So that is one of the nilah the the the purpose of the

[9:24 - 9:27] Speaker C: Uh do we want to show this kind of data?

[9:27 - 9:41] Speaker C: Sebab uh if we recommend that this is healthy or unhealthy uh and this data is sold then nanti kalau ada orang terjejas because we we call this healthy or unhealthy

[9:42 - 9:54] Speaker B: tapi yeah it doesn't have to be healthy. I mean any other recommendations that we can you know implement in terms of especially when it comes to machine learning punya punya capabilities ke yang kita boleh guna.

[9:54 - 10:03] Speaker B: simple simple machine learning. Remember that we went through it one we can have one visual on machine learning will be time series analysis ke

[10:04 - 10:12] Speaker C: Or because because originally what what what what I thought would happen is that for the managed services, that means you're going to pump all our

[10:13 - 10:16] Speaker C: machine learning into the managed services because that one is for internal consumption.

[10:17 - 10:21] Speaker C: So it's uh safer lah. you don't get lah.

[10:22 - 10:25] Speaker C: The worries you get only, you know. And then yalah.

[10:25 - 10:29] Speaker B: But that one is actually for internal yang yang ini for the analytics product.

[10:29 - 10:32] Speaker B: So if we kita we will request that.

[10:32 - 10:54] Speaker B: Okay, the other thing is that uh it the one that kita dah prepare ni, I mean you guys dah prepare ni, this seems like more towards for our subscription product. There is one on the is exactly for yeah. There is one for uh subscription product. We have two actually, subscription, the corporate dashboard and the other one is uh analytics.

[10:54 - 11:01] Speaker B: So the analytics PDF template tu, it might be simpler than this.

[11:01 - 11:12] Speaker B: So yang di subscription tu is actually any. So the one that design yang ini, it looks like this is this suits more for the subscriptions based product rather than the PDF tu.

[11:13 - 11:21] Speaker B: Sebab yalah when we kalau kita print the PDF versions tu, it will be the the the layout in the A4 paper tu will be different nanti.

[11:21 - 11:28] Speaker C: Yeah. I I I I this is what I imagine correct me if I'm wrong lah. Uh there's going to be definitely going to be overlap, you know.

[11:28 - 11:34] Speaker C: Uh maybe one is a subset of another or or both of them uh yeah something like that.

[11:34 - 11:41] Speaker C: So uh there needs to be two designs, you know. Uh so uh

[11:41 - 11:46] Speaker C: Actually Hisham, how how long before you guys can give us the design?

[11:46 - 11:50] Speaker C: Uh then we can go and develop it. Uh

[11:50 - 11:51] Speaker B: Design apa tu Vincent?

[11:52 - 11:58] Speaker C: The design for both the dashboard and also for the uh the PDF lah.

[11:59 - 12:08] Speaker B: Oh kita kita dah bincang dekat SC we we we we talked in the dekat SC tu. We don't have any specific design pun. This is actually new.

[12:08 - 12:18] Speaker B: We have never had any analytics product as well as applications. So whatever that proposed by you guys punya team tu kita kita kita go forward from there lah.

[12:18 - 12:20] Speaker C: Okay okay understand understand.

[12:20 - 12:23] Speaker B: In fact in fact this this design pun dah

[12:23 - 12:33] Speaker B: uh for the subscription tu pun dah I mean uh this is what we are you know, not to say the expectation tapi ni pun dah dah dah towards our expectation sebenarnya.

[12:33 - 12:35] Speaker C: Understand understand.

[12:35 - 12:44] Speaker C: Then in that case okay can I let me talk to talk to uh the other members of my team lah on the the UI design and everything. Yeah.

[12:45 - 12:46] Speaker B: Okay.

[12:47 - 12:48] Speaker C: Okay.

[12:48 - 12:53] Speaker C: Uh any other questions or

[12:53 - 13:07] Speaker B: Yeah, ada also one we Razim mungkin akan might be explaining a bit details one of the the the the recommendations product that we would like to propose juga iaitu

[13:07 - 13:14] Speaker B: you know KB have you seen any MC code data dekat dalam our DB DW tu?

[13:15 - 13:17] Speaker A: MC code? MC code?

[13:18 - 13:27] Speaker B: MC MSIC code is actually code uh that introduced imposed by DoSM, Department of Statistics Malaysia.

[13:29 - 13:30] Speaker A: MSIC.

[13:31 - 13:35] Speaker C: Uh try do you know which database has this code?

[13:34 - 13:35] Speaker B: Dekat mana Azi data tu?

[13:38 - 13:39] Speaker E: ROC4.

[13:39 - 13:43] Speaker E: Uh can you grow up uh a little bit on your presentation just now?

[13:45 - 13:48] Speaker E: Uh not this one. I think the the first one corporate demographic.

[13:48 - 13:49] Speaker A: corporate demographic.

[14:21 - 14:31] Speaker C: So uh Kaibin for information and for JJ's information, MC code is basically there is a huge list right uh of code saying that you know like for instance if you are tentera, you askar, what is your job code?

[14:36 - 14:41] Speaker C: Uh this one what is your code? If you are in this industry, what is your code? etc etc.

[14:42 - 14:45] Speaker C: And then uh sometimes they are like multiple dimensions.

[14:46 - 14:50] Speaker C: Like for instance uh if it's just 08, then it's the highest dimension.

[14:50 - 14:56] Speaker C: Then that one is like splitting into like uh if I'm not mistaken like perikanan and then there's this that's the highest dimension.

[14:56 - 15:04] Speaker C: Then if you add two more additional code words to it like 0812, then you zoom into that particular apa ni? Yeah.

[15:04 - 15:06] Speaker C: I'm not sure whether SSM has that kind of information.

[15:08 - 15:14] Speaker E: Okay, basically this one uh the MC code basically only the industry lah I think. Information and communication, financial information.

[15:14 - 15:17] Speaker E: I think this is what you are we are talking about.

[15:18 - 15:25] Speaker E: Okay. Uh I think we need to add on uh the MC code uh together uh in this uh products lah.

[15:25 - 15:32] Speaker E: It's just that I I I I've been discussed uh with Hisham on these products. I'm not sure.

[15:32 - 15:41] Speaker E: Uh uh because it's basically uh you want to know the size of the markets of those company involved on the on certain MC code.

[15:41 - 15:50] Speaker E: So let's say for the information and communication. I think I believe information and communication there is uh uh is just the the their sector.

[15:51 - 16:03] Speaker E: But uh when we narrow down to those industry, normally all companies uh they have to uh register uh to to have the MC code, uh the business code.

[16:04 - 16:07] Speaker E: Uh and then we have to registered uh those information lah.

[16:07 - 16:15] Speaker E: So the information is available in our database lah ROC4 table business code. Uh sorry. Ah yes, business code.

[16:15 - 16:33] Speaker E: So uh what we are planning we what we are discussing is that uh so for that MC code, so we want to know uh all the companies that uh uh doing the same business, do you want to know

[16:33 - 16:46] Speaker E: the market size of their their uh each and every single company of the the size uh the market share that they are hold in those MC lah.

[16:46 - 16:51] Speaker C: Does does does uh sorry, does SSM have this data at all? Actually

[16:51 - 16:54] Speaker E: yes, we have this information in our database.

[16:54 - 16:55] Speaker C: I see.

[16:55 - 17:10] Speaker C: I think uh Azi, if you are okay, maybe we have a separate meeting with you uh either at your place or or you know the wherever lah that we can access the database then we can have a look and then we can brainstorm a bit because yalah.

[17:11 - 17:13] Speaker C: This one sounds like something that can be quite big.

[17:15 - 17:23] Speaker C: Yeah, as as in when I need to know, you know, like how how how how how long this one takes and and I yeah. So yalah.

[17:23 - 17:26] Speaker C: maybe we separate schedule a separate meeting.

[17:26 - 17:28] Speaker E: Okay okay okay, no problem.

[17:29 - 17:35] Speaker B: tapi I think the idea is Vincent that kita dah ada pun we already had the the information on industry.

[17:35 - 17:49] Speaker B: So there's a for example like this company uh whatever company is that just now. And then MC code is actually uh 23100 for example. And then we would like to look in what will be the comparable in terms of MC code to the market.

[17:49 - 17:58] Speaker B: And how big the the industry for 2100 forgot the code that I example of the code.

[17:58 - 18:07] Speaker B: Let's say like 20100 and what would be the the proportions of this company, this uh company towards the market company, the population of the company.

[18:08 - 18:20] Speaker C: But then the proportion right, there are so many ways you can define, you know, like for instance like uh this MC code has 10 companies. So does this mean that this company the proportion is one out of 10?

[18:21 - 18:28] Speaker C: Or is it, you know, uh you know, uh we have a look, we have a look lah. I understand understand your concern.

[18:28 - 18:30] Speaker B: But you get what I what I mean right?

[18:30 - 18:31] Speaker C: Yeah yeah.

[18:31 - 18:32] Speaker B: Okay.

[18:32 - 18:39] Speaker B: And I understand what you mean, especially when it comes to that there are one company consists that more than that multiple M6 and what be the the

[18:39 - 18:42] Speaker B: I think the most important is that how do we visualize it?

[18:42 - 18:42] Speaker C: Yeah.

[18:44 - 18:45] Speaker B: Okay.

[18:45 - 18:47] Speaker B: But that would be the idea lah. Okay?

[18:47 - 18:47] Speaker C: Hm hm hm.

[18:51 - 18:53] Speaker C: Alright. So uh is there anything from you KB?

[18:54 - 18:59] Speaker A: Um yeah, no for this one, but I have one more last topic. Um

[19:02 - 19:09] Speaker A: It's about the management service. Do you have any feel of what's the outcome of this dimension service?

[19:09 - 19:11] Speaker B: management service? management service

[19:11 - 19:12] Speaker C: manage service service

[19:12 - 19:14] Speaker B: The manage Manage service okay.

[19:14 - 19:15] Speaker C: All right. Yeah. So right now uh

[19:16 - 19:24] Speaker C: I I uh my understanding is that the requirement gathering may need to start soon.

[19:24 - 19:25] Speaker C: I don't know I let me check with my PM.

[19:26 - 19:33] Speaker C: Uh so uh how how how do you foresee the requirement gathering for this manage service going to be like?

[19:34 - 19:41] Speaker B: Uh we I believe that we've discussed previously Vincent that we have collected like 75 use cases and we need to narrow down to 60 use cases.

[19:42 - 20:00] Speaker B: And uh from those uh discussions, uh we probably might need to meet some of the SMEs to get what would be the expectations in terms of the analytics use cases from across department.

[20:00 - 20:11] Speaker B: So uh best case to start is that if we can uh select all the 60 use cases which I believe that you I believe you and Haf has gone through it. Yeah. And if we have uh selected all the 60 use cases,

[20:11 - 20:26] Speaker B: then we can identify who are the SMEs for those use cases. And then we can uh initiate our planning uh so we can arrange and those which SME need to prioritize and everything.

[20:26 - 20:28] Speaker C: Oh so understand this is going to be the idea.

[20:28 - 20:32] Speaker C: So definitely we will have to sit down with the SMEs lah.

[20:32 - 20:33] Speaker B: We have to sit down.

[20:33 - 20:43] Speaker B: But the SMEs to understand what would be the use cases but we need to guide them as well because course from the ML perspective, the analytics perspective, they don't have any ideas.

[20:43 - 20:51] Speaker B: But it is actually us to recommend that this is actually the the the given that we have this data. these are the the the type of analytics that we can get. Okay.

[20:52 - 21:02] Speaker B: So some of the six out of 60 use cases tu mungkin some of them them might not be relevant given the concern of data. Correct. Some of them might might require further.

[21:03 - 21:13] Speaker C: Yeah. And then uh uh I don't know whether or not uh this would be the case, but um basically there will be some overlap, you know, with the CB use cases.

[21:13 - 21:19] Speaker C: Because uh a lot of them they are talking about the same story, uh the same kind of things.

[21:19 - 21:24] Speaker C: So just bear in mind that there will be some I foresee lah that there will be some overlap.

[21:24 - 21:41] Speaker C: Um and also yalah uh of course there will be a lot of interesting use cases that maybe just descriptive in nature and not predictive. But we also saw that quite a lot can be predictive lah. So it's going to be a rojakk lah of uh predictive and uh you know uh descriptive use cases lah. Yeah.

[21:42 - 21:47] Speaker B: There are more expectation on the predictive from the management. So I think if we can go from there. Yeah yeah.

[21:47 - 21:54] Speaker C: We can definitely deliver quite quite a number of uh predictive, no worries. Uh it's just that tulah uh some of them will be descriptive lah. Yeah. Okay.

[21:54 - 21:56] Speaker B: Yeah. Alright.

[21:57 - 22:02] Speaker C: Then uh yalah I think uh sorry I miss anything or uh uh.

[22:03 - 22:05] Speaker B: Ada lagi? Is there anything else KB?

[22:07 - 22:08] Speaker A: No for me. That's all for me.

[22:08 - 22:09] Speaker C: That's all lah. Okay.

[22:10 - 22:12] Speaker D: maybe just one question.

[22:12 - 22:22] Speaker D: Other than uh link analysis, uh any other kind of reports uh say for example uh geographical kind of analytics?

[22:22 - 22:28] Speaker C: Uh the one will be for the uh because we have a product, we have a product for that, we have a custom application for that.

[22:28 - 22:32] Speaker C: So I think that one will be going there lah. Yeah. Yeah.

[22:32 - 22:35] Speaker D: how about for management report reporting?

[22:35 - 22:44] Speaker C: Management report that one I think need to confirm with Pailing better. He he would be the one yeah managing the management reporting yeah.

[22:44 - 22:49] Speaker B: Management report tu Encik Nizan adalah Pailing punya Pailing punya InstaBI.

[22:49 - 22:51] Speaker C: Yeah yeah yeah yes yes correct.

[22:51 - 22:53] Speaker D: Okay okay got it.

[22:55 - 22:57] Speaker B: Okay lagi Encik Nizan?

[22:58 - 23:00] Speaker D: Ah tu je. Thanks.

[23:00 - 23:01] Speaker B: Alright. Thank you. Thank you.

[23:02 - 23:02] Speaker C: Okay so thank you everyone.

[23:02 - 23:12] Speaker C: So uh on our side uh we will we will go and uh we'll try to come up with a design maybe some UI we'll see how then after that we discuss again lah once we have that thing. Yeah.

[23:12 - 23:13] Speaker B: Alright. Okay.

[23:16 - 23:20] Speaker B: Okay so okey if there is nothing else then kita ni dulu.

[23:21 - 23:23] Speaker B: We I think this is going to be we stop here.

[23:24 - 23:27] Speaker B: Then until for the next developments for KB to present.

[23:27 - 23:29] Speaker C: Alright, okay. Thank you. Thank you everyone.

[23:29 - 23:30] Speaker B: Thank you.

[23:30 - 23:31] Speaker A: Thank you.

[23:31 - 23:32] Speaker D: Thank you.

[23:32 - 23:33] Speaker C: Thank you.