# Meeting Transcription

[00:00 - 00:11] Speaker A: Yeah, other summary of Charji lah. Tapi ini info not suitable for corporate demographic, but there will be product called Charji 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 - 00:27] Speaker B: we we kita, okay, tak apa. You develop first the the the use case for Charji tu.

[00:27 - 00:33] Speaker B: You know I was thinking about Charji the 30. Because this is ni.

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

[00:38 - 00:40] Speaker B: This one Itulah betul?

[00:40 - 00:42] Speaker C: Yeah. But that's it.

[00:42 - 00:58] Speaker C: right now uh we we can confirm the financial analysis and corporate demographic first. Then we go and quickly, you know, 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 - 01:03] Speaker B: Yeah, yang charji tu tak apa. just develop the use cases. KB Vincent?

[01:03 - 01:12] Speaker B: If you would like to combine into corporate demographic and probably we rename again the corporate demographic so that it suits with charge information, then we can do it.

[01:12 - 01:16] Speaker A: But for ni if you want to separate it for now, sure.

[01:16 - 01:19] Speaker A: Uh feel free to as long as the the use cases has been developed.

[01:19 - 01:20] Speaker C: Okay.

[01:20 - 01:21] Speaker A: Okay.

[01:21 - 01:22] Speaker B: Okay.

[01:24 - 01:31] Speaker B: Uh Financial analysis okay, we go to financial analysis pula. Do we have any additional

[01:31 - 01:33] Speaker A: Uh Yeah.

[01:34 - 01:47] Speaker A: We added this which we can this part which we can filter for uh certain years or certain period of certain number of period.

[01:47 - 01:48] Speaker A: It's yeah.

[01:49 - 02:01] Speaker A: let's say this Then we can see

[02:02 - 02:06] Speaker A: it's starting from 2017 and until 2024.

[02:07 - 02:09] Speaker A: And yeah.

[02:10 - 02:22] 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.

[02:22 - 02:31] Speaker A: And this one is the comparison with of the company with the industry. Uh average industry value.

[02:31 - 02:40] Speaker A: Then the rest is the financial ratio value, uh liquidity ratio, liability ratio. And same.

[02:41 - 02:46] Speaker A: This is the company data. This is the company versus industry data.

[02:47 - 03:02] Speaker A: Then yeah So basically you include uh all this info lah for financial analysis. And this is just the raw view of the data like yeah.

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

[03:06 - 03:10] Speaker A: different sector, different different value.

[03:11 - 03:18] Speaker A: Different industry, different value. So we can just switch by Tekan sini.

[03:21 - 03:23] Speaker A: Basically financial analysis will look like this.

[03:24 - 03:25] Speaker B: How many ratio do we have?

[03:26 - 03:37] Speaker A: Uh ratio is like 1 two three four five seven 10 lah. 10 ratio.

[03:37 - 03:38] Speaker B: 10 ratios.

[03:39 - 03:47] Speaker A: Okay. And what yeah, here is the four key financial info index.

[03:54 - 03:55] Speaker B: Okay.

[03:55 - 03:59] Speaker A: Is there anything that uh other than this? KB?

[03:59 - 04:02] Speaker C: Yeah, if yeah, nothing much.

[04:02 - 04:11] Speaker C: But for your information, this uh the info in the data in this these two dashboard will be updated monthly.

[04:13 - 04:20] Speaker A: Because because the place we are creing from is the data warehouse which which is also updated monthly.

[04:20 - 04:33] Speaker C: And and yeah, and we are not changing it because this the location this this data house is more stable because data house is the most stable yeah.

[04:33 - 04:39] Speaker C: Because the the source database right, the the connection string keep changing after they migration to new system and everything.

[04:39 - 04:50] 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.

[04:50 - 04:58] 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.

[05:00 - 05:09] Speaker A: Yeah, basically that's the reason and yeah. Yeah, after uh after all the minor changes, we will

[05:13 - 05:16] Speaker A: push it to the UI UX.

[05:16 - 05:18] Speaker B: Okay. Develop the UX.

[05:19 - 05:20] Speaker B: Okay.

[05:25 - 05:27] Speaker D: Hi, can I ask a question?

[05:28 - 05:29] Speaker C: Yeah yeah sure.

[05:29 - 05:34] Speaker D: sorry yeah. Uh just wondering uh the select sector on the right right side right?

[05:35 - 05:40] Speaker D: Is uh either right? It cannot be uh joined or is it intention like that? Sam?

[05:40 - 05:51] Speaker A: Because Yeah, because uh there exists some company that exists some company exists in like two sector in the same time.

[05:51 - 05:55] Speaker A: So when you click the the value will be different.

[05:55 - 05:57] Speaker D: Uh so either one. Yeah. Thank you. Okay.

[05:57 - 06:08] Speaker C: Yeah, or this or this one right? Uh if if the SSM site got UIUX can consider how how to want to strategize whether I want to either or because this one is going to be printed on the PDF.

[06:08 - 06:12] Speaker C: Right? So how is it going to appear on the PDF and this and that yeah.

[06:14 - 06:15] Speaker D: Okay, thanks.

[06:16 - 06:27] Speaker D: Uh guys, the the data warehouse that you mentioned, is it uh is it only just just just your mock up data warehouse for now or?

[06:27 - 06:37] Speaker C: Is it the same uh data warehouse that Nase team is is uh developing.

[06:37 - 06:44] Speaker C: This one, I'm not sure whether it's the same one team because the person, the PIC for this data warehouse is Paling.

[06:44 - 06:48] Speaker C: Ah okay. Yeah yeah yeah. So this is that one. Uh what what's the name?

[06:48 - 06:52] Speaker C: What was the name of the their DB? Uh uh uh Kevin? What was the name of the?

[06:54 - 07:02] Speaker C: The SSMDW uh Yeah. company info and Yeah.

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

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

[07:09 - 07:11] Speaker D: Production. Oh dia BEU tu ke?

[07:11 - 07:12] Speaker B: Aisham?

[07:13 - 07:21] Speaker B: Ini DB ni memang ada satu DW yang mainly for data warehouse. Memang dah ada dah dekat sini.

[07:21 - 07:27] Speaker B: So they are utilizing that data warehouse since kita tak dapat lagi connect to the CRS punya data.

[07:27 - 07:32] Speaker B: Hence they are connecting to the DBDW tu.

[07:32 - 07:34] Speaker B: just for the sake of tu ni kan untuk untuk

[07:34 - 07:42] Speaker D: Yang yang BEU punyalah kan betul Syam? Yang yang yang CBS ROB ROC data ditarik kepada dia tu kan? B okey okey.

[07:44 - 07:45] Speaker D: Alright.

[07:47 - 08:03] Speaker D: Uh the the reason I I I ask bukan apa. I I was wondering mana tahu they they already have apa tu in the in the midst of designing the the the 2B punya data warehouse from the data tu.

[08:04 - 08:11] 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 because ours is a very specific one.

[08:13 - 08:20] Speaker B: Yang dia punya ni Encik Nizan, this is very specific for the for the purpose of this analytics punya product.

[08:20 - 08:21] Speaker C: Yes. Yes.

[08:22 - 08:28] Speaker B: So so meaning you you create a a smaller data mart that you pull data from that DW, right?

[08:28 - 08:29] Speaker C: Correct.

[08:29 - 08:30] Speaker B: Okay.

[08:32 - 08:37] Speaker B: So in other words sebenarnya sebenarnya boleh a kalau nak buat in fact dia orang dah buat dah pun. yang kata tak boleh nak connect tu dia orang dah buat dah connect to CBS data.

[08:41 - 08:43] Speaker D: Hmm. Exactly. Exactly.

[08:45 - 09:01] Speaker B: Vincent and KB, uh 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 saylah financial analysis.

[09:01 - 09:08] Speaker B: And uh if you know, like for example like this company having this kind of ratio, financial ratio and cash flow.

[09:09 - 09:20] Speaker B: And then with all those combinations, perhaps that it can recommend this company is actually for example like health company healthy or unhealthy company.

[09:20 - 09:24] Speaker B: so that is one of the nilah the the purpose of the

[09:24 - 09:27] Speaker C: Uh do we want to show this kind of data?

[09:27 - 09:41] Speaker C: Sebab 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.

[09:42 - 09:56] Speaker B: tapi yeah it doesn't have to be healthy. I mean any other recommendations that we can uh you know implement in terms of especially when it comes to machine learning punya punya capabilities ke yang kita boleh guna. simple simple machine learning.

[09:56 - 10:01] Speaker B: Remember that we went to one we can have one visual on machine learning and there will be ni.

[10:01 - 10:04] Speaker B: in terms time series analysis ke

[10:04 - 10:16] Speaker C: Or because predict because originally uh what what what uh what I thought uh would happen is that for the manage services, that means you're going to pump all our machine learning into the manage services.

[10:16 - 10:22] Speaker C: Because that one is for internal consumption, so it's uh safer lah. Uh you don't get sued lah. The worry is you get sued only, you know?

[10:22 - 10:25] Speaker C: And then uh yalah.

[10:25 - 10:34] Speaker B: But that one is actually for internal. Yang yang ini for the analytics products. So if you kita we will request. Okay the other thing is that uh it

[10:34 - 10:38] Speaker B: the one that kita dah prepare ni, I mean you guys dah prepare ni, this seems like

[10:38 - 10:43] Speaker B: more towards for our subscription product.

[10:43 - 10:46] Speaker C: There is one on is exactly for yeah.

[10:46 - 10:48] Speaker B: There is one for uh subscription product.

[10:49 - 10:54] Speaker B: We have two actually subscription, the corporate dashboard and the other one is uh analytics.

[10:55 - 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. So the one that designed yang ni it looks like this is this suits more for the subscription based product rather than the PDF tu.

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

[11:21 - 11:23] Speaker C: Yeah. I I I I this is what I imagine.

[11:24 - 11:28] Speaker C: correct me if I'm wrong. Uh there's going to be definitely going to be overlap, you know?

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

[11:34 - 11:41] Speaker C: So uh there needs to be two designs, you know? Uh so uh actually Hisham, how how long

[11:41 - 11:45] Speaker B: before you guys can give us the design?

[11:45 - 11:50] Speaker C: Uh then we can go and develop it. Uh design apa tu?

[11:50 - 11:58] Speaker B: The design for both the dashboard and also for the uh the PDF lah.

[11:58 - 12:00] Speaker A: Oh kita

[12:00 - 12:09] Speaker B: I think kita dah bincang dekat SC we we we we've talked in the dekat SC tu, we don't have any specific design pun. This is actually new.

[12:09 - 12:12] Speaker B: We have never had any analytics product as well as subscription.

[12:12 - 12:18] Speaker B: So whatever that proposed by you guys punya team tu, kita kita kita go forward from there.

[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: for the subscription tu pun dah I mean this is what we are you know not to say expectation tapi ni pun dah dah dah towards our expectation sebenarnya.

[12:33 - 12:34] Speaker C: Understand understand.

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

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

[12:48 - 12:53] Speaker B: Uh any other uh questions or Yeah, ada.

[12:53 - 13:07] Speaker B: There also one uh we Razim mungkin akan might be explaining a bit details. Uh one of the the the the recommendations product that we would like to propose juga uh iaitu you know KB have you seen

[13:07 - 13:14] Speaker A: any M6 code data dekat dalam our DB DW tu?

[13:14 - 13:15] Speaker B: M6 code?

[13:15 - 13:17] Speaker A: M6 code.

[13:17 - 13:18] Speaker B: Mhmm.

[13:18 - 13:28] Speaker A: MC MSIC code is actually code uh that introduced imposed by Department of Statistics Malaysia.

[13:28 - 13:31] Speaker A: MSIC

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

[13:35 - 13:36] Speaker B: Kat mana data tu?

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

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

[13:45 - 13:49] Speaker E: not this one. I think the the first one corporate demographic.

[13:49 - 13:50] Speaker A: corporate demographic.

[14:21 - 14:29] Speaker C: So uh for information and for JJ's information, MC code is basically there is a huge list, right?

[14:30 - 14:36] Speaker C: uh of code saying that you know like for instance if you are tentera, you ask car, 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 and then there's this that's the highest dimension.

[14:56 - 15:06] Speaker C: Then if you add two more additional code words to it like 0812, then you zoom into that particular yeah. But I'm not sure whether SM has that kind of information.

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

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

[15:17 - 15:25] Speaker E: Uh okay, 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 just that I I I I've been discussed uh with Hisham on these products.

[15:32 - 15:41] Speaker E: I'm not sure. Uh uh because it's basically uh you want to know the size of the market of those company involved on the on certain MC code.

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

[15:51 - 16:04] 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 the business code.

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

[16:07 - 16:13] Speaker E: So the information is available in our database how see4 table business code.

[16:13 - 16:16] Speaker E: Uh sorry. Uh yes, business code.

[16:16 - 16:33] Speaker E: So uh what we are planning uh we what we are discussing is that uh so for that MC code, so we want to know uh all the companies that 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 uh the size uh the market share that they are hold in those MC lah.

[16:46 - 16:51] Speaker C: Does does does does sorry does SSM have this data at all? Actually yes, we have this information in our database.

[16:51 - 16:54] Speaker E: I see.

[16:54 - 16:57] Speaker C: I think I think if you are okay.

[16:57 - 16:58] Speaker E: Maybe we have a separate meeting with you.

[16:58 - 17:09] Speaker C: Uh either at your place or or you know the wherever that we can access the database, then we can have a look and then we can brainstorm a bit because.

[17:10 - 17:13] Speaker C: Yalah this one sounds like something that can be quite big.

[17:14 - 17:15] Speaker C: Mhmm.

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

[17:23 - 17:26] Speaker C: So yalah maybe we separate schedule separate meeting yeah.

[17:26 - 17:28] Speaker A: Can can can. Can, no problem.

[17:28 - 17:29] Speaker C: Hmm.

[17:29 - 17:35] Speaker B: tapi I think the idea is 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 whatever company is that just now and then the MC code is actually 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 - 18:07] Speaker B: And how big the the industry for 2100 I forgot the code that I example of the code. There like 20100 and what would be the the proportions of this company this company towards the market company, the population of the company.

[18:07 - 18:25] Speaker C: But then the proportion right, there are so many ways you can define, you know, like for instance like uh this M6 code has 10 companies. So does this mean that this company in the proportion is one out of 10? Or is it you know uh you know need uh.

[18:25 - 18:28] Speaker B: we have a look, we have a look. I understand understand your concern.

[18:28 - 18:31] Speaker C: But you you get what I'm what I mean right? Yeah yeah yeah.

[18:32 - 18:39] Speaker C: I understand what you mean especially when it comes to there are one company consist 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?

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

[18:45 - 18:47] Speaker B: But that will be the idea lah, okay?

[18:47 - 18:48] Speaker C: Mm hmm.

[18:50 - 18:53] Speaker B: Alright, so uh is there anything from you KB?

[18:53 - 18:59] Speaker A: Um yeah, no for this one, but I have one more last topic. Oh.

[19:00 - 19:01] Speaker A: Um

[19:02 - 19:10] Speaker A: It's about the management service. Do you have any feel of what's the outcome of this the management service? management service product? Yeah manage service.

[19:10 - 19:12] Speaker B: Yeah manage service service.

[19:12 - 19:15] Speaker B: The manage manage service okay? All right.

[19:15 - 19:20] Speaker C: Yeah, so right now uh I I uh my understanding is that the requirement gathering may

[19:22 - 19:26] Speaker C: need to start soon. 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 uh 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 - 19:56] 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.

[19:56 - 20:10] 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 Hasif has gone through it. And if you have uh selected all the 60 use cases,

[20:10 - 20:11] Speaker C: Yeah.

[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 that we can arrange and those which SME need to prioritize and everything.

[20:26 - 20:28] Speaker C: Okay so understand understand.

[20:28 - 20:33] Speaker C: So definitely we will have to sit down with the SMEs lah. But the

[20:33 - 20:38] Speaker B: We have to sit down with the SMEs to understand what would be the use cases but we need to guide them as well.

[20:38 - 20:43] Speaker B: Because of course from the ML perspective, the analytics perspective, they don't have any ideas.

[20:43 - 20:52] Speaker B: But it is actually us to uh 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 - 20:59] Speaker B: So some of the six out of 60 use cases tu mungkin some of them them might not be relevant given the the constraint of data. Correct.

[20:59 - 21:03] Speaker B: 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 CBU 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 for see that there will be some form of overlap.

[21:25 - 21:36] Speaker C: Um and also yalah uh of course there will be a lot of interesting use cases that may be just descriptive in nature and not predictive.

[21:36 - 21:42] Speaker C: But we also saw that quite a lot can be predictive. So it's going to be a rojak lah of uh predictive and uh you know uh descriptive use cases lah. Yeah.

[21:42 - 21:46] Speaker B: They are more expectation on the predictive from the management. So I think if you can go from that.

[21:46 - 21:51] Speaker C: Yeah yeah. we can definitely deliver quite quite a number of uh predictive, no worries.

[21:51 - 21:54] Speaker C: Uh it's just that tulah uh some of them will be descriptive lah yeah.

[21:54 - 21:55] Speaker B: Okay.

[21:55 - 21:55] Speaker C: Yeah.

[21:55 - 21:56] Speaker B: Alright.

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

[22:02 - 22:04] Speaker B: Ada lagi is there anything else?

[22:04 - 22:06] Speaker C: Okay KB?

[22:06 - 22:08] Speaker A: No for me. That's all for me.

[22:08 - 22:09] Speaker B: That's all okay.

[22:09 - 22:10] Speaker C: Okay.

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

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

[22:22 - 22:29] Speaker C: Uh that one will be for the uh because we have a product we have a product for that we have a custom application for that.

[22:29 - 22:31] Speaker C: So I think that one will be going there. Yeah.

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

[22:35 - 22:42] Speaker C: Management report that one I think need to confirm with Paling better. He he would be the one yeah managing the management reporting.

[22:42 - 22:43] Speaker D: Yeah.

[22:44 - 22:51] Speaker B: Management report tu Encik Nizan adalah Paling punya Paling punya ni. So to yeah yeah yes yes.

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

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

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

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

[23:01 - 23:03] Speaker C: Okay so thank you everyone.

[23:03 - 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 uh we discuss again once we have that thing. Yeah.

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

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

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

[23:23 - 23:28] Speaker B: Then until for the next developments uh for KB to present. Right okay. Thank you.

[23:28 - 23:30] Speaker C: Okay thank you everyone.

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

[23:31 - 23:32] Speaker B: Alright. Thank you.

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