



## **Higher Nationals**

# Internal verification of assessment decisions – BTEC (RQF)

INTERNAL VERIFICATION – ASSESSMENT DECISIONS						
Programme title	BTEC Higher National Diploma in Computing					
Assessor	Miss.Gayani	Nisansala	Internal Verifier	Mr.La	ıkindu l	Premachandra
Unit(s)	Unit 14:Busi	iness Intelligenc	e			
Assignment title	Applying BI	solutions to enl	nance and improv	e busine	ess ope	rations
Student's name	Ranudi Gaya	Ranudi Gayathmie Kariyapperuma				
List which assessment	ı	Pass	Merit			Distinction
criteria the Assessor has awarded.						
INTERNAL VERIFIER CHECKL	IST					
Do the assessment criteria awarded match those shown in the assignment brief?		Y/N				
Is the Pass/Merit/Distinction grade awarded justified by the assessor's comments on the student work?		Y/N				
Has the work been assessed accurately?		Y/N				
Is the feedback to the student: Give details:						
• Constructive?						
Linked to relevant assessment		Y/N				
criteria?		Y/N				
<ul> <li>Identifying opportunities for improved performance?</li> </ul>		V/51				
		Y/N				
Agreeing actions?		Y/N				
Does the assessment decision need amending?		Y/N				
Assessor signature					Date	
Internal Verifier signature					Date	
Programme Leader signature (if required)					Date	





Confirm action completed				
Remedial action taken				
Give details:				
Assessor signature		Date		
Internal Verifier signature		Date		
Programme Leader signature (if required)		Date		





# Higher Nationals - Summative Assignment Feedback Form

Student Name/ID		Ranudi Gayathmie Kariyapperuma KIR/X -00104243				
Unit Title		Unit 14:	Busine	ss Inte	lligen	ce
Assignment Num	ber			Assessor		
Submission Date		31.12.2023		Date Rec		
Re-submission Da	ate			Date Rec	eived 2nd on	
Assessor Feedbac						
LO1 Discuss bu	ısiness	processes and t	he mecha	nisms used	d to suppo	rt business decision-making.
Pass, Merit & Distinction De	scripts	P1	M	L	D1 _	
LO2 Compare	the too	ls and technolo	gies assoc	iated with	business i	ntelligence functionality.
Pass, Merit & Distinction De	scripts	P2	Ma	2 🗌	D2	
LO3 Demonstr	ate the	use of business	s intelliger	ice tools ai	nd technol	logies
LO3 Demonstrate the use of business intelligence tools and technologies  Pass, Merit & P3 P4 M3 D3  Distinction Descripts						
LO4 Discuss the impact of business intelligence tools and technologies for effective decision-making purposes and the legal/regulatory context in which they are used.						
Pass, Merit & Distinction De	scripts	P5	P6		M4	D4
Grade: A	ssesso	r Signature:			ı	Date:
Resubmission Feedback:						
Grade: Assessor Signature: Date:						
Internal Verifier's Comments:						
Signature & Date:						

<sup>\*</sup> Please note that grade decisions are provisional. They are only confirmed once internal and external moderation has taken place and grades decisions have been agreed at the assessment board.





# Pearson Higher Nationals in Computing

Unit 14: Business Intelligence Assignment 01





#### **General Guidelines**

- 1. A Cover page or title page You should always attach a title page to your assignment. Use previous page as your cover sheet and make sure all the details are accurately filled.
- 2. Attach this brief as the first section of your assignment.
- 3. All the assignments should be prepared using a word processing software.
- 4. All the assignments should be printed on A4 sized papers. Use single side printing.
- 5. Allow 1" for top, bottom, right margins and 1.25" for the left margin of each page.

#### **Word Processing Rules**

- 1. The font size should be 12 point, and should be in the style of Time New Roman.
- 2. Use 1.5 line spacing. Left justify all paragraphs.
- 3. Ensure that all the headings are consistent in terms of the font size and font style.
- 4. Use footer function in the word processor to insert Your Name, Subject, Assignment No, and Page Number on each page. This is useful if individual sheets become detached for any reason.
- 5. Use word processing application spell check and grammar check function to help editing your assignment.

#### **Important Points:**

- 1. It is strictly prohibited to use textboxes to add texts in the assignments, except for the compulsory information. eg: Figures, tables of comparison etc. Adding text boxes in the body except for the before mentioned compulsory information will result in rejection of your work.
- 2. Avoid using page borders in your assignment body.
- 3. Carefully check the hand in date and the instructions given in the assignment. Late submissions will not be accepted.
- 4. Ensure that you give yourself enough time to complete the assignment by the due date.
- 5. Excuses of any nature will not be accepted for failure to hand in the work on time.
- 6. You must take responsibility for managing your own time effectively.
- 7. If you are unable to hand in your assignment on time and have valid reasons such as illness, you may apply (in writing) for an extension.
- 8. Failure to achieve at least PASS criteria will result in a REFERRAL grade.
- 9. Non-submission of work without valid reasons will lead to an automatic RE FERRAL. You will then be asked to complete an alternative assignment.
- 10. If you use other people's work or ideas in your assignment, reference them properly using HARVARD referencing system to avoid plagiarism. You have to provide both in-text citation and a reference list.
- 11. If you are proven to be guilty of plagiarism or any academic misconduct, your grade could be reduced to A REFERRAL or at worst you could be expelled from the course.





#### **Student Declaration**

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I know that plagiarism is a punishable offence because it constitutes theft.

I understand the plagiarism and copying policy of Edexcel UK.

I know what the consequences will be if I plagiarize or copy another's work in any of the assignments for this program.

I declare therefore that all work presented by me for every aspect of my program, will be my own, and where I have made use of another's work, I will attribute the source in the correct way.

I acknowledge that the attachment of this document signed or not, constitutes a binding agreement between myself and Pearson UK.

I understand that my assignment will not be considered as submitted if this document is not attached to the assignment.

ranudigk@gmail.com

**Student's Signature:** 

Date: 31.12.2023

(Provide E-mail ID)

(Provide Submission Date)





## **Higher National Diploma in Business**

## **Assignment Brief**

Student Name /ID Number	Ranudi Gayathmie Kariyapperuma KIR/X – 00104243
Unit Number and Title	Unit 14 : Business Intelligence
Academic Year	2021/2022
Unit Tutor	Miss.Gayani Nisansala
Assignment Title	Business Process Support Mechanisms
Assignment Title  Issue Date	Business Process Support Mechanisms 19.12.2023

#### **Submission format**

The submission should be in the form of an individual written report. This should be written in a concise, formal business style using single spacing and font size 12. You are required to make use of headings, paragraphs and subsections as appropriate, and all work must be supported with research and referenced. Follow Harvard referencing system for in-text citations, reference list and the bibliography.. The recommended word limit is 4,000–4,500 words, although you will not be penalised for exceeding the total word limit.





## **Unit Learning Outcomes:**

LO1 Discuss business processes and the mechanisms used to support business decision-making.

LO2 Compare the tools and technologies associated with business intelligence functionality

LO3 Demonstrate the use of business intelligence tools and technologies

LO4 Discuss the impact of business intelligence tools and technologies for effective decision-making purposes and the legal/regulatory context in which they are used





#### **Assignment Brief and Guidance:**

Data and information are core to any organizational business process. Meaningful information is a necessity to drive profitable business actions. The concept of Business Intelligence (BI) has evolved through technologies such as Decision Support Systems (DSS) to a number of tools, technologies, architectures and methods which involves data cleaning, data integration, data mining, data evaluation and data representation. Hence BI can be identified as a software suite of software and services to transform data into actionable intelligence and knowledge.

#### Scenario

Yard of Ale is a large-scale brewery in Sri Lanka and well establish company control 20% market share of beer market which is the 2nd biggest market share from entire beer market. The company have automated production line include mills, Brewhouse and bottling plant and each control by separate embedded software system not allowed to access operational data stores but can be configured to generate CSV or excel operational data file at the end of each batch. The company consists of multiple departments responsible for each operations of the organization such as Production, Engineering, HR/Legal, finance, Sales and marketing, Procurement, Administration, Quality control, Research and development, IT and each and every department have its own operational systems to record keeping purposes and each operational application software developed by professionally. Each department manages by a department manager. For an example, production department manages by the production manager and he is responsible for manage all production related operations in sub departments. Mills ,Brewhouse ,Bottling plant, raw material and finish products stores and each sub department managed by operational manager. This hierarchical configuration replicates throughout most of the department. Upper management of brewery required to consolidate all these data in to one data warehouse with the data contain in the legacy system as well. Other than that upper management required to incorporate every external data about company and products from various data 9





collection and research agencies the business intelligent system. Those external data available as JSON/XML data files, plain text reports, social media comments/posts and all negative and positive online comments about organization and products.

Upper management of company believe more you know about organization and the external environment you have better completive advantage. Have potential to control bigger market share and effectively become number 1 beer in Sri Lanka

#### Task 1

Analyse the business processes and the supporting processes of the organization given in the scenario and differentiate between semi structured and unstructured data. Evaluate the benefits and drawbacks of using application software to handle the business processes in Yard of Ale.

#### Task 2

Compare how strategic, tactical and operational decisions are supported within the organization for business decision making process. You have to furthermore compare and contrast how various information systems (TPS,MIS,DSS) could be utilized to enhance those decisions with related to key features of BI framework . Justify your answer with relevant to the functionalities of business intelligence.

#### Task 3

Chief Engineer is the tactical manager of engineering department who oversees all repairs and maintenance of the total eight sectors of the factory that include water purification plant, Mill, Brewhouse, bottling plant, waste treatment plant, factory maintenance and repair/ fabrication shop. Each sector consists of two or more sub sectors and each subsector have 4- 10 of machines. Chief engineer requires to track the maintenance and repair all the machineries with minimal disruption to production and he must maintain





healthy inventory of spare parts which consist of over 5000s items, track the progress of every jobs, Identify problematic arias, Track engineers and mechanics work logs and efficiency and monitor system downtime.

- 3.1. Explain what business intelligence is and the tools and technologies associated with it by taking relevant examples to the organization given in the scenario.
- 3.2. Design a Managerial dash board for chief engineer using various data visualizations methodologies that includes 6-8 widgets to present required information. Apply appropriate customizations that can utilize to improve the managerial dashboard designed above. Critically evaluate how your Dashboard design and the suggested enhancement could optimize chief engineer's performance by delivering accurate and reliable information to increase his effectiveness.

#### Task 4

- 4.1. Discuss how organizational decision-making process can be improved by implementing business intelligence tools. Conduct a research to identify the organizations that have utilized new business intelligent innovations and trends to improve their performance and to extend BI systems to target audience, provide better competitive advantage within the market.
- 4.2. Sharing data within the organization through a BI tool can raise legal, ethical and professional concerns. Explore the legal issues that may result when using business intelligence tools (Eg: Data protection laws, Cyber security, etc.) and evaluate how the chosen organization and extend the target audience / gain a competitive advantage by securely exploiting Business Intelligence tools.





## **ACKKNOWLEDGEMENT**

At last author would like to share the experience while doing the project. Author learns many new things about the projects. The best thing which author can share is that author developed more interest in this subject. This Module gave an interest to the author to find more information about it.

A very special thanks to Miss Gayani who teach us this subject and Author thanks for who helped author to do this kind of project. Thank you!

Regards,

The author,

Ranudi Kariyapperuma.





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#### **Business Process**

An organization's business processes act as its strategic arteries, directing resources toward predetermined goals and optimal operational effectiveness. They provide a methodical road plan that directs the distribution of resources and work among different divisions and roles. These procedures serve as a unified framework by defining roles, responsibilities, and workflows, which guarantees that activities are in line with the overall objectives of the company.

Maintaining openness and consistency in these processes depends heavily on documentation and clarity, which enables stakeholders to comprehend their roles and duties in relation to the company's goals and mission. Furthermore, as companies work in ever-changing contexts, it is essential to be able to modify and improve these procedures. These workflows need to be continuously monitored, evaluated, and improved in order to spot bottlenecks, boost operational effectiveness, and react quickly to shifting market conditions.

Methods for business process management, or BPM, offer the framework for improving and streamlining these operations. They provide standardized methods that help firms be responsive and flexible while also streamlining operations. Companies might cultivate a continuous improvement culture by utilizing BPM approaches, which turn refinement into a regular practice instead of an intermittent endeavor. By identifying unnecessary steps, ineffective procedures, and areas for improvement, this systematic method promotes an innovative and efficient culture. Additionally, technology integration serves as a catalyst for these processes, enabling automation, data-driven insights, and improved decision-making that pushes enterprises toward greater agility and competitiveness. Methods for business process management, or BPM, offer the framework for improving and streamlining these operations. They provide standardized methods that help firms be responsive and flexible while also streamlining operations. Companies might cultivate a continuous improvement culture by utilizing BPM approaches, which turn refinement into a regular practice





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Navigating the difficulties of a competitive economy is made easier by the adaptability and flexibility embedded in these streamlined processes. Agile processes that can quickly adapt to suit changing needs are essential in a company environment where changes happen quickly and client preferences are always changing. Well-structured business processes are characterized by their ability to react quickly to changes in the market while maintaining operational integrity. In dynamic and competitive environments, this kind of adaptation not only helps firms keep their competitive advantage, but it also builds the foundation for long-term growth, resilience, and innovation.

## **Types of Business Process**

#### **Operational Processes**

These are the routine tasks that make up an organization's primary business functions. This covers every aspect, including distribution, sales, marketing, customer service, and production (where appropriate). An example of an operational process in a manufacturing organization would be the production line, quality control, inventory management, and shipping procedures.

#### Management Processes

In order to accomplish an organization's objectives, management processes include planning, organizing, directing, and regulating resources. This includes resource allocation, performance management, budgeting, and strategic planning. These procedures are essential for making decisions and guaranteeing the smooth operation of the company.





## **Supporting Processes**

These procedures offer the framework and assistance required for managerial and operational tasks. This include administrative work, accounting, IT support, procurement, and human resource management. The efficient operation of the main company operations is made possible by these procedures.

## **Continuous Improvement Processes**

Continuous improvement processes focus on enhancing efficiency, reducing waste, and improving quality. Examples include methodologies like Six Sigma, Lean, and Total Quality Management. These processes involve ongoing evaluation, analysis, and implementation of improvements to optimize operations.

#### **Innovation Processes**

To keep ahead of the competition, new ideas must be generated, new products or services must be developed, and new tactics must be put into action. This covers product design, R&D, and the investigation of new markets or business prospects.

#### **Customer-Facing Processes**

These procedures communicate with clients directly. Examples include marketing campaigns, customer service procedures, sales procedures, and feedback gathering. By offering superior customer service and attending to their needs, the objective is to draw in, hold on to, and grow a clientele.

## **Supply Chain Processes**

Supply chain procedures entail organizing tasks associated with obtaining raw materials, buying, producing, and distributing goods and services. This covers logistics, transportation, inventory control, and supplier relationship management.





#### Financial Processes

all of the operations involved in keeping an organization's finances under control. Financial reporting, accounting, auditing, budgeting, and financial planning are all included in this. These procedures guarantee both regulatory compliance and financial stability.

## **Compliance Processes**

Procedures for compliance make ensuring that a company abides with applicable laws, rules, and industry standards. In order to do this, policies must be developed and put into effect. Audits must be carried out, and all corporate operations must guarantee legal and regulatory compliance.

## Risk Management Processes

These procedures entail locating, evaluating, and reducing risks that might affect the goals of the company. This include determining protocols for risk monitoring and control, creating mitigation strategies, and assessing risks.

## **Examples of Business Process**

#### Order Fulfillment Process

involves taking orders from customers, processing them, checking inventory, processing them, packing them, sending them, and tracking their deliveries.

#### **Procurement Process**

includes determining needs, choosing suppliers, negotiating, placing purchase orders, receiving items, and approving invoices in order to obtain the goods or services required for business operations.

#### Sales Process

consists of lead generation, lead qualification, closing sales, presentations or demos, discussions, and follow-ups to turn prospective clients into real customers





## **Employee Onboarding Process**

EmployThe process of integrating new personnel into the firm that includes documentation, orientation, training, setting up workstations, and explaining company policies and culture is known as the employee onboarding process.ee Onboarding Process

## **Project Management Process**

Project scope definition, job scheduling, team assignments, progress monitoring, and project evaluation are all part of the project management process, which includes organizing, carrying out, overseeing, and wrapping up projects.

## Customer Relationship Management (CRM) Process

The goal of the customer relationship management (CRM) process is to improve customer satisfaction and retention by managing client interactions through lead management, queries, sales follow-ups, and support.

## **Financial Reporting Process**

The process of generating financial reports for stakeholders, including as balance sheets, income statements, and cash flow statements, involves obtaining, arranging, and evaluating financial data.

#### **Quality Control Process**

The process of quality control makes ensuring that goods and services live up to expectations by testing, inspecting, and making necessary corrections.

**Content Creation Process** 

## **Content Creation process**

The process of creating content involves coming up with ideas, writing, editing, reviewing, and publishing it for promotional or educational objectives.





## Performance Appraisal Process

The process of evaluating an employee's performance in relation to predetermined standards or goals includes goal-setting, evaluations, feedback, and development talks.

## **Advantages of business process**

#### Increased Efficiency:

Well-defined and streamlined procedures boost efficiency by eliminating needless stages and delays. This allows enterprises to meet their goals with less resources and in less time.

## Savings on costs:

Efficient procedures frequently result in cost savings since they aid in the identification and elimination of superfluous tasks. Certain processes can be automated to save labor costs, eliminate mistakes, and maximize resource use.

## Quality and consistency have been improved:

Standardized processes help to improve the quality and consistency of a product or service. Organizations may guarantee that each output satisfies established standards by defining and implementing best practices.

#### **Customer Satisfaction Increased:**

Better client experiences are aided by efficient company operations. Process simplification frequently results in shorter response times, faster delivery of products or services, and higher overall customer satisfaction.

## Increased Agility and Flexibility:

Well-defined procedures enable organizations to better respond to changes in the business environment. This flexibility is critical when it comes to responding to market trends, consumer requests, and internal or external issues that may effect operations.





## Better Decision-Making:

Structured procedures give a foundation for decision-making. Managers may use data gathered at different phases of a process to make educated and strategic decisions, resulting in enhanced overall organizational performance.

## Compliance and Risk Management:

Defined processes aid in ensuring adherence to regulatory regulations and industry norms. Furthermore, they aid to good risk management by spotting possible problems and putting preventative measures in place.

## Employee Empowerment and Satisfaction

Clear instructions for employees' duties and responsibilities are provided by well-documented processes. This clarity boosts job satisfaction and allows employees to confidently complete their jobs, knowing they are contributing to the organization's success.

## Facilitates Continuous Improvement

Organizations may find opportunities for improvement by regularly monitoring and evaluating processes. This dedication to continual improvement stimulates innovation and assists the firm in remaining competitive in a volatile commercial environment.

Business processes can be strategically integrated with overall corporate strategy. This guarantees that all operational activities contribute to the attainment of strategic objectives, supporting a coherent and focused approach to organizational success





## **Business process of Yard of Ale Company**

The Yard of Ale Brewery Company is a strong organization with a strong foundation in Sri Lanka's brewing sector. Its base is a highly automated production line that has been carefully designed to manage every aspect of beer production. This line includes the first milling procedures, the Brewhouse, and the last steps at the bottling facility. Different incorporated software systems carefully regulate each step, ensuring accuracy and effectiveness. These systems can produce extensive operational data files in CSV or Excel formats at the end of each batch, which is an essential source of information.

The business is divided into several departments, each of which is in charge of specific elements of the operation of the company. Every department, including IT, Sales and Marketing, Engineering, HR/Legal, Production, Purchasing, Administration, Quality Control, and Research and Development, is managed by a specific manager who is in charge of the day-to-day operations of the department. The organization is structured hierarchically, with operational supervisors managing sub-departments. For example, the Production Department is in charge of the management of raw material and completed product inventories in addition to important sectors like the mills, brewhouse, and bottling plant.

The top management sees a complete data concentration within this internal ecosystem. This means combining data from the several operational apps that each department uses, information from legacy systems, and—most importantly—external data sources. These external datasets come from a number of sources, including raw reports, social media opinions, JSON and XML data files, and internet reviews, both positive and bad, of the business and its goods.

The main objective is rather obvious: improving Yard of Ale Brewery's competitive edge by gaining a thorough grasp of both its changing internal operations and the dynamic external environment. Top management believes that a deeper knowledge of the company combined with information gathered from outside sources would lead to not only a bigger portion of





the market but also establish Yard of Ale Brewery as the leading beer supplier in Sri Lanka. The purpose of this data integration strategy is to support the brewery's leadership position in the Sri Lankan beer market, encourage innovation, and facilitate well-informed decision-making.

## The main procedure and role of business process in Yard of Ale Company

At Yard of Ale Brewery Company, coordinating business procedures is important for balancing the various operations that contribute to the brewery's success. These procedures operate as the hidden thread that connects several divisions within the organization, including production, supply chain, sales and marketing, research and development, and more.

The production and manufacturing processes, which are closely overseen by operational managers to ensure that every stage, from raw materials to packaging, maintains the highest standards of quality and efficiency, are the beating heart of the brewery. At the same time, supply chain management maintains the routine of this life, supervising buying, maintaining stock, and transportation to ensure a smooth movement of materials and goods. Every operational system generates data, which is used in a centralized warehouse where it is combined and examined to produce ideas that are essential for making well-informed decisions. This study provides an in-depth analysis of the brewery's environment by incorporating external data, such as market trends and social media attitudes, in addition to internal company changes.

The brewery uses sales and marketing techniques that are based on thorough market research to get its products in front of and into the hearts and hands of customers. Research and development programs also inspire innovation, enabling the brewery to continuously improve its products and services and maintain its lead in a rapidly changing industry.

The comprehensive following of legal and regulatory frameworks, supervised by HR/Legal departments, is important for these processes and ensures moral and responsible operations.

While data security and integrity are protected, IT infrastructure makes sure embedded Ranudi Kariyapperuma

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software systems run smoothly. Financial management encourages economic constraint. The final aim of these complex processes is to provide decision-makers with the knowledge and resources they need to guide Yard of Ale Brewery toward its long-term goals. They are the definition of effectiveness, creativity, quality, and strategic alignment, driving the brewery closer to its goal of growing its market share and establishing itself as the leading supplier of beer in Sri Lanka.

## Benefits of business process to the Yard of Ale Company

- Operations are improved using effective processes.
- Accuracy is ensured by quality processes.
- Processes that are economic reduce resources.
- Decisions are made easier by processes based on data.
- Processes that are adjustable inspire creativity.
- Processes that focus on the customer improve satisfaction.
- Risks are managed using legal processes.
- Employee engagement is improved by clear processes.
- Goals are supported by aligned processes.
- Advantages are secured by economic processes.

## Supporting process

The foundation of any organization is its supporting procedures, which give vital supplemental assistance to the main operations. Administrative procedures handle paperwork and office work, but training and development procedures help workers become more flexible and capable. Technical operations run smoothly because of IT support, and equipment and spaces are kept in working order through maintenance procedures.

Employment and performance management are handled via human resources procedures, which guarantee a knowledgeable and driven staff. Legal and regulation procedures





guarantee that rules are followed and risks are reduced, while financial processes oversee strategies and budgets. Supply chain maintenance is ensured by procurement procedures, and

customer satisfaction guarantees a good rapport with customers.when combined, these additional procedures form a framework that facilitates and supports the efficient performance of essential business operations, enhancing overall effectiveness and efficiency.

## **Supporting process of Yard of Ale Company**

The effective management of the Yard of Ale Brewery's supporting processes, which include office management and documentation, supports the business's main activities. Employee growth and ability are continuously encouraged by training and development activities. The facility management and maintenance team maintain the functionality of key areas and equipment, while the IT support team ensures efficient technical operations. Finance is in charge of the company's finances, legal compliance makes sure that rules are followed, and human resources handles hiring and retaining people. The structure is completed by purchasing, customer service, and risk management, each of which provides the brewery's foundation with specialized support and knowledge.

#### **Supporting processes flow of Yard of Ale**

Sector	Support process
	In charge of running the mills, brewhouse, and bottling
Production	plant at Yard of Ale, the production department is in
	charge of the main brewing procedures. Ensuring effective
	production processes, from raw material milling to
	fermentation and packing, is its main priority. Here,
	quality control is crucial in making sure that every batch
	satisfies strict requirements prior to bottling. A seamless
	manufacturing flow is ensured by close interaction with





	other departments, including Procurement for raw
	material purchasing and Engineering for maintenance.
	The Yard of Ale Brewery's engineering responsibilities
Engineering	include maintaining and repairing vital equipment and
	infrastructure. This division makes sure that all of the
	machinery in the bottling plant, brewhouse, and mills is
	operating at maximum effectiveness. While
	communication with IT guarantees that embedded
	software systems function flawlessly, preventing
	production disruptions, cooperation with production
	guarantees that equipment stays functioning during
	brewing operations.
	This division handles hiring, employee relations, and legal
HR/Legal	compliance for the brewery. It is in charge of hiring,
	training, and keeping up a positive work culture. This
	department also makes sure that legal regulations are
	followed, which reduces employment law concerns and
	protects the company's interests
	The management of budgets, financial reporting, and
Finance	strategic financial planning are all greatly helped by the
	finance department. It works with several departments,
	offering financial information to help in decision-making.
	Procurement cooperation guarantees budget compatibility
	with the purchase of resources, while partnerships in sales
	and marketing improve financial strategies for revenue
	growth.





	To advertise Yard of Ale Brewery's goods, the sales and			
Sales and Marketing	marketing teams collaborate closely. While the sales team			
	concentrates on distribution and customer involvement,			
	marketing plans are established using market research and			
	feedback from customers. Effective resource allocation is			
	facilitated by collaboration with finance, and ongoing			
	input from R&D and quality control helps develo			
	products and place them in the market.			
	Procurement is in charge of finding the essential raw			
Procurement	ingredients for the brewing process. Working closely with			
	production guarantees a smooth supply chain and the			
	availability of high-quality ingredients. In order to			
	maintain the standard of raw materials, the department			
	also communicates with Quality Control and Finance over			
	budget alignment.			
	Office management duties such as internal			
Administration	communication, coordination, and recordkeeping are			
	under the purview of administration functions. In order to			
	serve other departments' operational needs, this			
	department makes sure that workflows are efficient across			
	the board. Working together with IT ensures that the			
	administrative tools and systems used throughout the			
	brewery run well.			
	Quality Control is in charge of the thorough testing and			
Quality Control	evaluation of the brewing procedure and the final goods.			
	It works closely with Production to ensure that quality			
	requirements are consistently met. Working together with			
	- , , , ,			





	Research and Development and Sales and Marketing allows for process improvement to improve product			
	quality and the communication of quality differences to			
	customers.			
	R&D is centered on innovation, investigating new product			
Research and development	combinations and brewing methods. Working closely with			
	Sales and Marketing helps detect market trends and			
	consumer preferences, while collaboration with			
	Production and Quality Control facilitates the testing of			
	new procedures.			
	The Yard of Ale IT department is in charge of overseeing			
IT	and maintaining the software and hardware systems.			
	Working together with engineering guarantees that			
	incorporated software systems in production equipment			
	operate as intended. Working together with administration			
	facilitates the management of internal communication			
	tools, which supports the operational requirements of			
	different departments.			

Table 1 : Supporting processes flow of Yard of Ale

## **Objectives of supporting system**

Enhancement of Efficiency: Supporting systems are designed to reduce redundancies, optimize workflows, and raise departmental operating efficiency as a whole.





Resource Optimization: These systems aim to allocate resources as efficiently as possible, making sure that resources—including money, labor, and assets—are used to support key processes.

Risk Mitigation: Supporting systems work to reduce threats to security, operational interruptions, and legal compliance, among other risks and vulnerabilities.

Quality Assurance: By guaranteeing uniformity and conformity to predetermined criteria, the systems seek to maintain and improve the quality standards of goods, services, or internal operations.

Operational Continuity: Supporting systems are made to keep things running smoothly, minimizing interruptions, and bolstering the company's resilience in the face of difficulties.

Information management systems support the efficient management and use of data, ensuring that pertinent information is accessible to facilitate decision-making across all organizational levels.

Adaptability and Innovation: By creating an atmosphere that encourages creativity, supporting systems help the company adjust to shifting consumer demands, market shifts, and technology breakthroughs.

Management & Compliance: Upholding moral corporate conduct, minimizing the risks associated with non-compliance, and guaranteeing conformity to legal and regulatory frameworks are all important goals.

customer Satisfaction: Supporting systems, especially in departments that interact with customers, strive to improve client experiences, promptly handle inquiries, and uphold favorable connections.





Employee Development and Engagement: HR and training departments implement systems to make employees feel involved, providing possibilities for professional development and a positive work atmosphere.

## **Examples for business process and supporting process**

<b>Business process</b>	Supporting process	
Processing Sales Orders	Support for IT Help Desk.	
Stage of Product Development Supply	Administrative Jobs.	
Chain Movement		
Execution of Marketing Campaigns	HR Hiring.	
Induction of Employees	Management of Legal Compliance.	
Assurance of Quality Testing	Upkeep of Facilities.	
Accounting Statements	Programs for Training.	
Implementing Projects	The analysis of finances.	
Methodical Scheduling	Client support.	
Relationship Management with Customers	Data Protection.	

Table 2: Examples for business process and supporting process

## Advantages and disadvantages of business process and supporting process

Business process					
Advantages	Disadvantages				
Organizations can gain a competitive	Stiff corporate procedures can impede				
advantage in the market by	agility and creativity by making it more				
streamlining operations, increasing					





	efficiency, and providing consistent quality in goods or services.		difficult to respond and adjust to shifting market conditions.
•	By offering formal frameworks for evaluating facts and information, they promote better decision-making by enabling well-informed and well-thought-out choices.  Effective company processes help to	•	Bureaucratic barriers brought up by intricate corporate procedures may hinder operational flexibility and decision-making.  Business process implementation entails a
	improve customer happiness, efficiently address their demands, and cultivate enduring loyalty.		large initial financial outlay due to the substantial time, resource, and technological commitment needed.
•	Efficient business process implementation facilitates improved resource allocation and workflow coordination by fostering organizational transparency.	•	Employee initiative and creativity may be suppressed by overly regimented procedures, which would prevent innovation.
•	Standardized procedures and a culture of accountability are fostered by business processes, which also set clear expectations for team members.	•	Processes that lack flexibility may cause bottlenecks, delays, and inefficiencies, which lowers operational effectiveness as a whole.
•	They support the organization's ongoing innovation and progress by helping to spot and address inefficiencies.	•	An excessive focus on following the procedure could cause one to overlook personal abilities and discretion, which would affect output as a whole.





	•	Business procedures minimize waste	•	Siloed processes can lead to ineffective
		and maximize resource usage, which		departmental collaboration and
		lowers operating costs.		communication, which hinders
				organizational synergy.
	•	Robust risk management strategies	•	If business processes are not routinely
		benefit from well-defined processes,		evaluated and updated, they may become
		which reduce mistakes and		antiquated, which could result in
		operational interruptions.		inefficiencies and a decline in
				competitiveness.
	•	Scalability is improved by efficient	•	Highly standardized procedures may not
		business processes, which enable		be able to handle special or unusual
		firms to expand and adjust to shifting		circumstances, making it difficult to deal
		market conditions.		with unforeseen events.
	•	By ensuring that the company	•	Over-reliance on procedures could lead to
		complies with legal requirements,		a delusion of security and the propensity to
		they help to ensure regulatory		miss new possibilities or risks.
		compliance and reduce the risks of		
		non-compliance.		
		-		
		Suppor	ting	Process
Advantages			Disadvantages	
	•	Core functions are strengthened by	•	The company's financial resources may be
		supporting procedures, which also		impacted by higher overhead expenses
		maximize operational effectiveness		resulting from the adoption of supporting
		and guarantee smooth workflows		processes.
		throughout the company.		r
		and a gonipuity.		
	1			





- They provide specialist knowledge that helps the business handle complicated tasks and reduce risk inside its operational framework.
- If supporting procedures are given too much attention, attention may be drawn away from key tasks and main operating areas may be neglected.
- Supporting processes make resource optimization easier and guarantee efficient use in a variety of operational fields.
- Supporting processes can occasionally add complexity to integration, making it more difficult for the business to operate smoothly.
- These procedures support the upkeep of the infrastructure and provide an environment that is favorable to productive work.
- Reliance on backend systems could lead to bureaucracy, which would hinder flexibility and slow down decisionmaking.
- By offering crucial support services, they raise employee happiness and foster a healthy workplace culture.
- Certain auxiliary procedures could take a lot of time, taking resources and focus away from core corporate operations.
- Supporting procedures help manage compliance, guaranteeing that laws and industry norms are followed.
- Being overly dependent on supporting procedures may make it more difficult to adjust and respond to shifting market conditions.
- They provide effective data security solutions, protecting private data and reducing hazards.
- The implementation and upkeep of supporting procedures may call for certain knowledge and abilities, which could make hiring difficult.





- Partner and vendor relationship management is made possible by effective supporting processes, which guarantee seamless cooperation and on-time delivery.
- If some supporting procedures aren't updated on a regular basis, they could become antiquated and cause inefficiencies inside the company.
- These procedures support ongoing efforts for staff growth and skill development through training and development.
- Supporting procedures should not be overly structured since this could reduce their adaptability and reactivity when handling odd or unexpected circumstances.
- Operational assistance is greatly aided by supporting processes, which help the company retain operational resilience and consistency.
- Organizational synergy and collaboration may be impacted by operational silos caused by inefficient coordination among supporting activities.

Table 3: Advantages and disadvantages of business process and supporting process

### Organizational data structure

A complicated system managing the arrangement, management, and storage of data inside an organization is referred to as organizational data structure. It is the blueprint that regulates data processing between systems and departments, guaranteeing security, accessibility, and coordination. Data architecture, storage systems, processing tools, metadata management, integration solutions, governance policies, and security measures are some of the parts that make up this framework. Data models, databases, and infrastructure are all included in data architecture, which specifies how data is designed and moved within the company. Structured, semi-structured, and unstructured data can be stored in many kinds of storage systems, from conventional databases to contemporary data lakes and cloud-based solutions. Data integrity and quality are ensured by management policies, which establish guidelines for data usage, security, and compliance.





Organizations can gain useful knowledge, make well-informed decisions, and improve operational efficiency by using data processing and analysis tools. Understanding data links and continuity is made easier with the help of metadata management, which maintains information about data assets. Connectivity solutions promote data consistency and accessibility by enabling smooth data flow between various systems. Access controls and security measures play a crucial role in protecting sensitive data by limiting access and modification to authorized persons and averting data loss and thefts. Effective data utilization is made possible by a well-structured data environment, which enables businesses to use their data resources for operational excellence, innovation, and strategic planning.

### **Organizational Data Classification**

#### **Structured Data**

A well-structured form is embodied by structured data, which conforms to a strict and predetermined framework that can be found in databases or structured file formats. This data is arranged in a methodical manner because it follows an unchanging template, which is frequently shown as rows and columns. Customer profiles, inventory logs, and databases containing financial transactions are a few examples. Because of its natural organization, data can be stored, retrieved, and altered more quickly, which makes it easier to analyze data using SQL queries. Because structured data is predictable and dependable, it can be processed using traditional methods with great speed and accuracy. It also supports well-informed decision-making and eases ordinary organizational processes.

Because structured data is organized, it is easier to comprehend the connections between various data points, resulting in a well-defined hierarchy. Because of its clear format, which makes management and analysis easy, organizations are able to use this data effectively. Its rigidity, however, can make it more difficult to handle various kinds of or changing data formats. Any structural changes to the schema will need to be made, which could make managing dynamic data requirements more difficult.





# **Advantages and Disadvantages of Structured Data**

Advantages	Disadvantages
Analytical ease: Facilitates simple querying	Rigidity: Without major alterations, it can
and analysis, facilitating prompt decision-	be difficult to adjust to new data types or
making.	schema changes.
Data Consistency: Accuracy and	Managing dynamic or developing data
consistency are guaranteed by defined	structures presents challenges due to its
schema, which lowers processing errors.	complexity.
Efficient Storage: Enhances retrieval and	Expensive upkeep: Needs resources to
storage operations, seamlessly integrating	maintain intricate databases and structures.
with relational databases.	
Scalability: The ability to easily scale new	Data Silos: Isolated datasets caused by a
data volumes inside pre-existing database	lack of integration with other sources or
architecture.	types of data.
Data security: Because it is structured, it is	Limited Data investigation: Predefined
simpler to put in place stringent access	structures may limit the investigation of
restrictions and security measures.	novel insights.
Compatibility: Provides good reporting and	Possibility of Data Redundancy: Data
visualisation capabilities when used with	redundancy or duplication problems could
conventional business intelligence tools.	result from rigidity.

Table 4: Advantages and Disadvantages of Structured Data

#### **Semi structured Data**

Between structured and unstructured data types lies a middle ground occupied by semistructured data. Although it doesn't have the strict schema of structured data, it nonetheless has some organizing characteristics. This type of data is frequently found in forms such as JSON, XML files, or NoSQL databases, and it includes tags, labels, or attributes. Because of





its adaptability to different data formats, semi-structured data is useful in situations where data structures change over time. This flexibility is useful for handling data that is changing quickly and offers resilience when unexpected changes to data models occur.

Nonetheless, continuous querying and analysis of semi-structured data is made harder by its lack of a set format. Its various components can make normal tasks more difficult and require special handling or processing methods. Despite these difficulties, semi-structured data's intrinsic adaptability enables it to handle a variety of data kinds and adapt to changing needs for data without requiring significant structural changes.

## Advantages and Disadvantages of semi-structured Data

Advantages	Disadvantages
Flexibility: Provides the capacity to handle	Query Complexity: Processing queries and
different kinds of data without being	analyses might become more difficult when
constrained by rigid schemas.	there is no set schema.
Scalability: Suitable for dynamic	Data Inconsistencies: Different structures
modifications and changing data structures.	might lead to problems with data quality and
	inconsistencies.
Simplified Storage: Because it is	Particular Processing Requirements: May
changeable, it is easier to store than	need certain instruments or methods for
structured data.	efficient handling.
Versatility: Provides a more flexible	Potential for Misinterpretation: Data items
framework for gathering a variety of data	may be misinterpreted as a result of a lack
items.	of standardization.
Improved Cooperation: Makes data sharing	Integration challenges include the inability
between systems with various topologies	to integrate with current systems that are
easier.	intended for structured data.

Table 5: Advantages and Disadvantages of semi-structured Data





#### **Unstructured Data**

Unstructured data is a wide and unstructured domain of information that is not arranged according to a predefined framework. It includes a broad range of data formats, such as multimedia files, social media information, and free-form text. There is a wealth of unstructured data available in sources such as papers, emails, photos, and videos. Unstructured data is generally unstructured and disorganized, which makes it difficult to handle and analyze conventionally.

But thanks to contemporary technology, such natural language processing and machine learning algorithms, businesses can now extract insightful information from this kind of data. These developments enable the extraction of meaningful information, attitudes, and patterns from unstructured data sources, discovering hidden value and offering enterprises a better comprehension and practical insights.

## **Advantages and Disadvantages of Unstructured Data**

Advantages	Disadvantages
Diverse Information: Provides thorough	Complex analysis: Because of its chaotic
insights by containing a variety of data	character, it is challenging to handle and
formats, including text, photos, audio, and	analyze using conventional approaches.
video.	
Possibility for Innovation: Cutting-edge	Data Quality Challenges: Inadequate
technology gather insightful data that	organization might result in poor data
stimulates creativity and learning.	quality, necessitating cautious curation.
Versatility: Able to record a variety of	Security Issues: It could be more difficult to
information sources without being	safeguard and secure sensitive data found in
constrained by strict formatting guidelines.	unstructured data.





Real-time insights: Makes it easier to	Complexity of Storage and Retrieval: Non-
analyze social media feeds and streaming	standard formats might make storage and
data sources in real-time.	retrieval ineffective.
Provides context-rich data from sources	Problems with Interoperability: There may
such as emails, documents, and social	be difficulties integrating with currently in
media. This is valuable contextual	place structured systems.
information.	

Table 6 : Advantages and Disadvantages of Structured Data





# Comparison between structured data, semi-structured data and unstructured data

Parameters	Structured	Semi-structured	Unstructured
Formatting	• Follows a	Moderately organized	No specific
	uniform and	with some flexible	formatting or
	consistent	formatting.	structure.
	format.	May adhere to certain	Highly variable
	• Predetermined	patterns but allows	and lacks any
	formats for	variations.	standardized
	data storage.		format.
Storage	• Typically	Often stored in	Stored in various
Methods	stored in	NoSQL databases.	repositories or
	relational	May use various file	file systems.
	databases.	formats for storage	Utilizes file-based
	• Utilizes tables		storage without
	and indexes for		strict
	storage.		organization.
Data Analysis	Well-suited for	Requires specialized	Necessitates
Tools	traditional BI	tools for effective	advanced
	tools and SQL	analysis.	analytics tools
	queries.	Might need custom	like NLP or ML.
	Easily handled	scripts or parsing	Challenging for
	by standard	tools.	traditional BI and
	analytics		requires
	software.		specialized
			algorithms.
Ease of	Clearly defined	Moderately	Difficult to
Understanding	and easily	understandable due to	interpret without
	understandable.	some structure.	





	Follows a	May vary in	context or
	consistent	comprehensibility	processing.
	structure,	depending on format.	Requires
	making it		substantial effort
	intuitive.		for meaningful
			interpretation.
Processing	• Faster	Moderately fast	• Slower
Speed	processing due	processing depending	processing due to
	to organized	on structure.	lack of
	structures.	Processing speed	organization.
	Efficient for	varies based on	Requires
	transactional	complexity.	advanced
	and analytical		algorithms and
	operations.		longer processing
			times.

Table 7: Comparison between structured data, semi-structured data and unstructured data

# Comparison between structured data, semi-structured data and unstructured data relevant to Yard of Ale

Structured Data	Semi Structures Data	Unstructured Data
SQL Database Data     Rows and Columns	XML Data	Word Files
Yard of Ale likely maintains structured data in SQL databases for recording sales transactions, inventory management, and customer	Brewing recipes, equipment specifications, or procedural details might be stored in XML format, offering a semi-structured layout that	





details. This structured data	accommodates diverse	data that lacks a predefined
ensures organized storage,	brewing parameters.	schema.
allowing for efficient		
querying and reporting.		
Excel Data Rows	Excel Data	• Images
Certain structured	Yard of Ale might use Excel	Product images, logos, or
information, like financial	files to store semi-structured	marketing materials stored
records or inventory logs,	data, such as equipment	as image files are
might be stored in Excel	maintenance logs or	unstructured data, not
spreadsheets, providing a	production schedules, which	inherently organized for
familiar format for data	require a more flexible	database-style analysis.
entry and basic analysis.	structure than typical tabular	
	data.	
Boolean Data	• JSON, HTML, CSV	• Text Files and Audio
	Files	Files
Boolean data, perhaps used	These files might contain	Customer feedback
for quality control checks or	various data, such as	transcripts, marketing
equipment status, is	supplier information (CSV),	scripts, or podcast
structured, offering binary	web content (HTML), or	recordings might represent
responses (true/false) that	configuration settings	unstructured text or audio
can be utilized for decision-	(JSON), providing a degree	data, requiring specialized
making processes at the	of structure while allowing	tools for meaningful
brewery.	some flexibility in data	analysis due to their lack of
	representation and storage.	predefined structure.

 $Table\ 8: Comparison\ between\ structured\ data,\ semi-structured\ data\ and\ unstructured\ data\ relevant\ to\ Yard\ of\ Ale$ 





## **Application Software**

Application software is a broad category that includes a wide range of computer programs created to carry out particular operations or provide users with specific features. These software programs include industry-specific apps, communication platforms, entertainment software, and productivity aids. Their purpose is to meet different demands in the personal, professional, and organizational realms by giving users interfaces through which they can interact with computers and accomplish predetermined goals. Depending on its function, target market, and goal, application software can be divided into several types.

## **Application Software for Business Processing**

Systems and tools created to simplify and improve a range of organizational processes are included in application software specifically for business processing. These programs are intended to increase productivity in various corporate operations, automate tasks, and optimize workflow efficiency. These comprise Human Resource Management Systems (HRMS) for handling employee data and payroll, Accounting software for financial management, Project Management software for effective project execution, Enterprise Resource Planning (ERP) systems that integrate core business processes, Customer Relationship Management (CRM) software for managing customer interactions, Supply Chain Management (SCM) tools for optimizing supply chain processes, and Business Intelligence (BI) tools for data analysis and decision-making. These systems are the backbone of an organization's operations, offering specialized features to various divisions and boosting overall competitiveness and operational excellence.

#### Types of business application software

• Enterprise Resource Planning (ERP) Software

ERP software unifies supply chain, finance, human resources, inventory, and customer relationship management into a single system. Centralizing data, optimizing processes, and





guaranteeing smooth departmental communication all contribute to increased productivity and teamwork, as well as deep insights into the workings of the business.

#### Customer Relationship Management (CRM) Software

CRM software is used to track leads, manage marketing campaigns, monitor sales procedures, and manage customer contacts. Businesses may cultivate relationships, personalize interactions, and maximize sales and marketing efforts by centralizing consumer data.

## • Supply Chain Management (SCM) Software

SCM software streamlines the flow, storage, and handling of inventory, completed commodities, and raw materials. It helps ensure effective operations throughout the supply chain by supporting supply chain planning, inventory control, logistics, and supplier relationship management.

## • Accounting Software

Accounting software keeps track of spending, creates reports, and makes sure that accounting rules are followed. It also handles financial transactions. It streamlines bookkeeping, automates financial procedures, and delivers precise financial data that is essential for making decisions.

#### • Human Resource Management Systems (HRMS/HRIS)

HRMS software manages hiring procedures, payroll processing, benefits administration, tracking attendance, and performance reviews. It guarantees adherence to HR regulations, enhances staff management, and streamlines HR processes.

# • Project Management Software

This software makes it easier to organize, arrange, and monitor the resources and tasks needed to complete a project. In order to ensure project success, it helps manage team member collaboration, budgets, schedules, and resources.





## • Business Intelligence (BI) and Analytics Tools

BI tools gather, examine, and present data from various sources to provide useful information for strategic decision-making. They facilitate data-driven insights-based business planning, predictive modeling, and performance analysis.

#### • Document Management Systems (DMS)

DMS software manages, saves, and arranges documents so that they can be efficiently retrieved, version controlled, and shared among team members. It guarantees compliance, document security, and quick access to important data.

#### • Enterprise Asset Management (EAM) Software

EAM software manages the physical assets of a company, including asset tracking, lifecycle management, and maintenance plans. It guarantees asset optimization, lowers downtime, and increases asset longevity.

#### • Workflow Automation Software

By automating repetitive tasks and procedures, workflow automation software boosts productivity, lowers mistake rates, and guarantees uniformity throughout the enterprise. It improves productivity, simplifies operations, and makes better use of available resources.

## Popular application software in business processing

SAP ERP - Supply chain management, sales, procurement, finance, and human resources
are all integrated into one powerful enterprise resource planning tool. It provides modules
tailored to individual industries, optimizing departmental data flow and operations. The
cost of SAP ERP varies greatly depending on the size of the organization, the modules
chosen, and the extent of installation. Generally speaking, annual costs per user can range
from \$1500 to \$3000, however depending on implementation and customisation, these
numbers can change dramatically.





- Salesforce CRM With an emphasis on sales automation, customer support, marketing, and analytics, Salesforce CRM is a top cloud-based platform for managing customer relationships. It helps companies build relationships and maximize sales tactics by centralizing consumer data and interactions. Basic functionality of Salesforce CRM start at about \$25 per user per month. Higher-tier plans include more complex features, which can cost up to \$300 per user per month.
- Oracle NetSuite This cloud-based ERP and CRM system includes inventory management, e-commerce, financial management, and CRM. It offers expandable functionalities and serves a variety of businesses. For small organizations, pricing usually starts at \$999 per month and can go up depending on the number of users and modules chosen.
- QuickBooks Online Designed for handling financial transactions, invoicing, spending, and reporting, QuickBooks Online is a popular accounting program. It is best suited for small and medium-sized enterprises and comes at various pricing tiers, ranging from about \$25 to \$80 a month depending on the plan and features needed.
- Workday HCM Workday Human Capital Management (HCM) is a cloud-based HR software that manages a range of HR tasks, including workforce planning, payroll, benefits administration, and talent acquisition. Workday is well-known for its intuitive interface. Its monthly pricing, which starts at nearly \$100 per person, is based on the size of the organization and its unique HR requirements.
- Asana Asana is a project management application that facilitates teamwork, task
  management, and project tracking. It facilitates task organization and efficient execution.
  The premium version, which offers greater capabilities, starts at about \$10.99 per user each
  month, while the basic version is free.
- Tableau Tableau is a potent analytics and data visualization tool that lets users build interactive dashboards out of intricate information. It provides a variety of choices for





visualizing and analyzing data. Tableau Creator is priced at approximately \$70 per user per month; higher-tiered enterprise editions are available for additional features and support.

## Benefits of Application Software for Yard of Ale Brewery

- Enhanced Operational Efficiency: Application software optimizes operations and resource usage by streamlining a variety of brewing activities, including production management and inventory tracking.
- Better Decision-Making: Software helps with production planning, inventory management, and marketing strategies by gathering and evaluating data from many departments.
- Streamlined Communication: In a brewery setting with many facets, it promotes smooth departmental communication, making information sharing and teamwork swift and easy.
- CRM stands for customer relationship management. By helping businesses manage client information, preferences, and feedback, CRM software enables more individualized marketing campaigns and better customer support.
- Consistent Quality Control: Software for quality control makes sure that industry rules are followed, brewing standards are followed, and product quality is consistently maintained.
- Financial Management: Accounting software assists in keeping track of spending, managing funds, and producing reports that are essential for the brewery's fiscal analysis and decision-making.





## **Drawbacks of Application Software for Yard of Ale Brewery**

- Budgets may be impacted by the initial investment and implementation costs associated with purchasing and deploying application software, which often include staff training and customization.
- Integration Challenges: Compatibility problems might arise when integrating disparate software systems across departments, necessitating extra work and resources to ensure a smooth integration.
- Dependency on Technology: Relying too much on software might limit manual intervention and innovative solutions, which can impede flexibility in problem-solving and decision-making.
- Security Concerns: Sensitive brewery data is under risk from cyber threats and data breaches, particularly if software systems are not kept up to date or sufficiently secured.
- Possible Downtime: Software updates or technical issues could lead to system outages, which would disrupt brewery operations and perhaps delay output.
- Learning Curve: Employee resistance to new software systems may need time and effort to adjust, which will affect productivity throughout the transition period.

#### Different viewpoints of using AS in the Yard of Ale

Management Viewpoint

The management of Yard of Ale Brewery views application software (AS) as a strategically important tool for enhancing operational effectiveness and expansion. They anticipate using AS to increase decision-making, simplify processes, and obtain a competitive edge in the marketplace. Although they accept that an initial investment is necessary, they see it as a





critical long-term investment, one that will likely result in higher productivity, better resource allocation, and possibly even a larger market share. The brewery's management highlights the potential of AS to improve overall performance and market position.

#### • Employees' Perspective

At first, the implementation of AS may be seen as disturbing by the workers. The learning curve, possible increases in workload as a result of modifications, or position changes as a result of process automation could all be causes for concern. But many workers appreciate AS because it makes repetitive activities easier, cuts down on human error, and gives them access to information that helps them with their everyday work. Over time, they come to appreciate the advantages it offers for their jobs.

#### • IT Department's Perspective

At Yard of Ale Brewery, the IT department primarily concentrates on the technical viability and functional integration of AS. System integration, data security, and making sure that different software systems operate seamlessly across departments are their top priorities. To preserve the integrity and security of AS and make sure it is in line with the brewery's technology infrastructure and objectives, they place a strong emphasis on routine maintenance, updates, and support.

#### • Customers' Experience

The application of AS has a significant impact on the customers' experiences with Yard of Ale Brewery. They recognize how AS affects more responsiveness, individualized experiences, and service quality. Better inventory control with AS's help ensures that products are consistently available, which boosts customer satisfaction and loyalty.

## • Supplier Relations

Improving supplier relations is another important function of AS. It helps to enhance collaboration, communication, and transparency throughout the supply chain. Suppliers gain





from expedited procedures and on-time delivery, which builds stronger bonds and mutual confidence.

#### Financial Viewpoint

The Yard of Ale Brewery's finance division carefully considers AS from a cost-benefit analysis perspective. They compare the expected long-term returns in cost savings and operational efficiency with the initial investment. The department makes that the price of obtaining, putting into use, and maintaining AS is within the budget that has been set out. To estimate future financial gains from using AS and to justify expenses, they keep a careful eye on the return on investment (ROI).

### • Legal and Compliance viewpoint

The legal division highlights how important it is for AS to make sure that industry rules and guidelines are followed. They carefully examine AS systems to make sure they comply with regulatory requirements, paying special attention to data security and privacy to reduce the dangers related to sensitive data. The department takes a proactive approach to guaranteeing that the implementation of AS conforms to the relevant legislative frameworks.

#### Viewpoint of Marketing and Sales

To collect and evaluate client data, the marketing and sales divisions use AS. Targeted marketing strategies are made possible by AS, which offers insights into consumer preferences and behavior. With the ultimate goal of enhancing customer connection and raising sales efficiency, it helps to refine sales tactics by offering insights into sales patterns and customer interactions.

#### Quality Control and Production viewpoint

By streamlining the brewing process, AS has a major impact on the departments of production and quality control. It closely monitors brewing activities in real time to guarantee constant quality. By quickly detecting and correcting irregularities, AS helps to uphold brewing standards and reduce production interruptions.





## Employee Support and Training

The HR division is aware that in order to ensure that staff accept AS with ease, extensive training programs are required. Their main objective is to provide staff members with the skills they need to use AS tools effectively. In order to ensure that staff members are at ease and skilled in utilizing the AS systems, HR also places a strong emphasis on continuing support to handle any issues encountered throughout the adoption phase.

## **Information systems**

An organization's management structure typically breaks down into several tiers, each in charge of particular tasks and decision-making procedures. An overview of these management tiers is provided below:

## • Strategic Management

Long-term planning and direction are the purview of strategic management, which sits at the top of an organizational hierarchy. These leaders create a thorough plan for the organization's future by examining market trends, consumer behavior, and industry landscapes. Crucial choices on market positioning, diversification, expansion plans, large investments, and overarching corporate objectives are their main areas of concentration. They formulate the organization's goals and objectives, making sure they are in line with changes in the market and looking for chances for sustained expansion.

#### • Tactical Management

Located in the middle management tier, tactical managers convert the higher management's high-level strategic goals into workable strategies. They serve as a link between daily operations and strategic decisions. By concentrating on budgeting, departmental goals, resource allocation, and operational plans, they make sure that these activities are in line with more comprehensive strategy. In order to ensure that strategies like marketing campaigns, process enhancements, and departmental collaboration effectively contribute to the





achievement of the organization's strategic goals, tactical managers supervise the implementation of these initiatives.

#### • Operational Management

At the bottom of the management hierarchy, operational management is responsible for directing the day-to-day operations of the organization. They are in charge of putting plans created by tactical and strategic managers into action. Routine tasks including production schedules, inventory control, quality assurance, and staff supervision are the main focuses of operational managers. Their main goal is to guarantee that everyday operations run smoothly, upholding quality standards, honoring deadlines, and promptly addressing any urgent problems that crop up in the operational workflow.

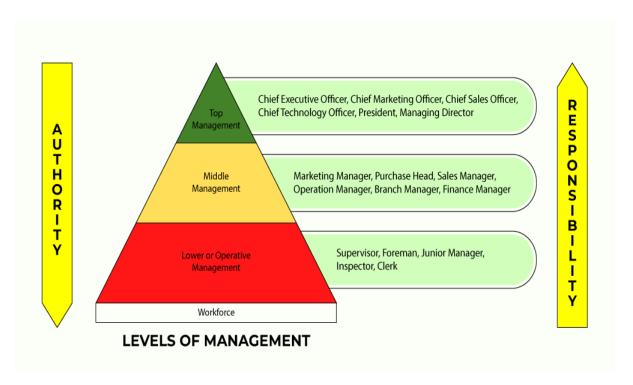


Figure 1: Management Levels





## Information system in Yard of Ale

## • Strategic Management

At Yard of Ale Brewery, senior executives oversee strategic management. Their main concern is the brewery's long-term planning and direction. To create a plan for the brewery's future, strategic managers examine consumer behavior, competitive environments, and market developments. They take important decisions that affect growth, big investments, market positioning, expansion initiatives, and overall organizational objectives. Their responsibility is to mold the brewery's overarching vision and mission and guarantee that it remains in step with changes in the industry and prospects for continuous expansion.

## Tactical Management

At the center of the organizational structure, tactical management serves as a link between everyday operations and strategic choices. These managers convert the top management's strategic goals into workable plans. They concentrate on operational plans that complement the overarching strategies, budgeting, departmental goals, and resource allocation. In order to make sure that tactics like marketing campaigns, process enhancements, and departmental collaboration are carried out in a way that effectively advances the brewery's strategic objectives, tactical managers supervise their implementation.

#### Operational Management

Operational management is in charge of the brewery's daily operations and is positioned at the bottom of the management hierarchy. They are in charge of carrying out the strategies developed by the tactical and strategic managers. Production schedules, inventory control, quality assurance, and staff supervision are just a few of the regular activities and procedures that operational managers concentrate on. Their main goal is to guarantee that the brewery runs efficiently every day, fulfilling quality requirements, keeping to timetables, and promptly addressing any problems that crop up in the daily process.





# The current support available for different level managers for decision making of Yard of Ale.

At Yard of Ale Brewery, decision-making support is customized to meet the unique requirements and responsibilities of tactical, operational, and strategic managers at different management levels.

#### • Strategic Management

High-level strategic managers use strategic dashboards and sophisticated data analytics tools to obtain a thorough understanding of customer behavior, market trends, and industry environments. In order to determine the brewery's future course, these tools are essential for long-term planning and decision-making. Furthermore, professional advice is available through external consultants and advisory services, which helps with important choices about big investments, expansion plans, and market positioning. These tools are used by the strategic management team to develop the brewery's overarching vision and guarantee that it is in line with changes in the industry for long-term growth and market leadership.

#### Tactical Management

Middle management makes use of department-specific business intelligence technologies. These technologies facilitate resource allocation, operational plans, and marketing strategies that are in line with overarching goals by providing data visualization, KPI tracking, and comprehensive reports. Managers are able to make more targeted decisions thanks to department-specific insights obtained from reports and analytics. To ensure efficient use of resources, the marketing department, for example, uses consumer behavior analytics to fine-tune campaigns that align with strategic goals.

#### Operational Management

The lowest level of operation managers relies on inventory management tools and real-time operational data platforms like ERP. At the conclusion of each batch, these systems create operational data files in CSV or Excel that offer insights into production schedules, inventory





levels, and quality control. Fast decision-making is made possible by the instant feedback loops from manufacturing lines and quality control systems, ensuring seamless daily operations. Operational managers can solve urgent problems in the operational process and preserve efficiency with the aid of this support structure.

## Key features of Business intelligence functionalities

#### Outlay Analysis

Outlay analysis is a critical facet of Business Intelligence, involving a detailed examination of expenditure patterns to optimize costs and enhance financial strategies. Within the context of Yard of Ale Brewery, utilizing BI tools for outlay analysis entails a comprehensive scrutiny of expenses incurred across various operational domains. This includes diving into raw material procurement costs, production line expenditures, operational overheads, and distribution expenses. By leveraging these tools, Yard of Ale can uncover inefficiencies or disproportionate spending in certain areas, such as excessive procurement costs due to vendor contracts or inefficiencies in the production process. This analysis enables the brewery to streamline expenses, negotiate better deals with suppliers, and improve operational efficiency. Ultimately, optimizing expenditures through BI-powered outlay analysis contributes to bolstering the brewery's financial health and resource utilization.

#### • Outlay Analysis of Yard of Ale

For Yard of Ale Brewery, conducting outlay analysis involves a meticulous examination of its expenditure landscape using Business Intelligence tools. By dissecting costs across departments, production units, and supply chain activities, Yard of Ale gains a granular understanding of its financial outlay. For instance, the analysis might reveal higher-than-anticipated production costs attributed to inefficiencies in the brewing process. Furthermore, it might highlight areas where operational expenses exceed projections, providing insights into potential cost-saving measures. With this data-driven approach, Yard of Ale can identify opportunities for optimization, whether through renegotiating procurement contracts, enhancing production efficiency, or streamlining operational processes. This facilitates better





budgeting, resource allocation, and financial decision-making, ultimately contributing to improved profitability and operational efficacy for the brewery.

#### Comparative Analysis

Comparative analysis in Business Intelligence involves evaluating an organization's performance metrics against industry standards or competitors' benchmarks. This methodology provides insights into where a company stands in relation to its peers within the market. Utilizing this approach, businesses can gauge their strengths and weaknesses across various facets such as sales, operational efficiency, and market share. By comparing Yard of Ale Brewery's performance indicators against industry standards, this analysis aids in identifying areas of competitive advantage and potential improvement.

# • Comparative Analysis of Yard of Ale

For Yard of Ale Brewery, conducting comparative analysis entails benchmarking its sales figures, market share, and operational efficiency against industry standards and rival breweries. This approach allows the brewery to assess its market positioning and performance. For instance, such analysis might uncover that Yard of Ale holds a significant market share in a specific beer segment but might lag behind competitors in terms of distribution efficiency. By leveraging these insights, the brewery can fine-tune strategies to capitalize on its strengths and address operational weaknesses, facilitating a more competitive stance in the industry. Ultimately, this data-driven comparison aids Yard of Ale in making informed decisions, guiding its efforts to reinforce strengths and enhance competitiveness within the beer market.

#### Diversification

Diversification, within the realm of Business Intelligence, involves exploring opportunities for expanding or diversifying an organization's products, services, or market reach. For Yard of Ale Brewery, leveraging BI tools for diversification means analyzing market trends, consumer preferences, and demand patterns to identify potential areas for expansion. By examining these insights, the brewery can strategize new beer variants, explore new market segments, or even consider innovative approaches to cater to evolving consumer tastes. Utilizing data-driven





insights through BI facilitates Yard of Ale Brewery's ability to make informed decisions regarding diversification strategies, thereby enhancing its portfolio and potentially capturing new market shares.

#### • Diversification of Yard of Ale

Diversification analysis for Yard of Ale Brewery involves using Business Intelligence tools to evaluate opportunities for expanding its product offerings or venturing into new market segments. This approach includes a detailed examination of market dynamics, consumer behavior, and emerging trends within the beer industry. For example, the analysis might reveal a rising demand for craft beers among specific demographics, presenting an opportunity for Yard of Ale to diversify its product line. By leveraging these insights, Yard of Ale can strategically introduce new beer variants or explore untapped market niches, driving growth and market penetration. Ultimately, BI-driven diversification analysis empowers Yard of Ale Brewery to make informed decisions, facilitating agility and innovation in responding to market demands.

#### Risk Analysis

Risk analysis, within the context of Business Intelligence, involves identifying, assessing, and mitigating potential risks that may impact an organization's operations or objectives. For Yard of Ale Brewery, utilizing BI tools for risk analysis includes evaluating various factors like market volatility, regulatory changes, supply chain disruptions, or changes in consumer preferences. By employing predictive models and data analytics, Yard of Ale can foresee potential risks, enabling the development of proactive risk management strategies. For instance, BI-powered risk analysis might indicate vulnerabilities in the supply chain due to dependencies on specific suppliers. This insight prompts the brewery to diversify its supplier base, reducing the risk of disruptions. Effective risk analysis through BI empowers Yard of Ale to anticipate challenges and implement strategies to minimize their impact, ensuring business continuity and resilience.





## • Risk Analysis of Yard of Ale Company

Risk analysis for Yard of Ale Brewery involves using Business Intelligence tools to assess potential risks that could affect its operations and market position. This analysis encompasses evaluating market dynamics, regulatory changes, and supply chain vulnerabilities. For example, the analysis might reveal that fluctuations in raw material prices pose a risk to production costs. By leveraging these insights, Yard of Ale can devise risk mitigation strategies, such as hedging strategies for raw material procurement or flexible pricing mechanisms. This data-driven approach enables Yard of Ale to proactively address risks, enhancing its ability to navigate uncertainties and maintain operational stability in a dynamic market environment.

### Comparison of decision support systems, management levels and their benefits

Advantages and Disadvantages of different information support systems

Information system	Advantages	Disadvantages
	• Facilitation of strategic	• high implementation
Executive support system (ESS)	decision-making.	start-up expenses.
	• high-level knowledge	• System complexity calls
	for senior executives.	for knowledgeable staff.
	• Integration of external	• worries about data
	data.	security.
	• Effective exchange of	• reliance on high-quality
	information among	data.
	executives.	• opposition to changes
	Efficiency of time when	within the organization.
	making decisions.	• Requirements for
	• versatility in terms of	training to utilize
	data formats.	effectively.
	• Don't lose sight of the	
	KPIs.	





	• interface design that is	• Difficulties in
	easy to use.	integrating different data
	• planning scenarios and	sources.
	forecasting.	• restricted adaptability in
	Gain a competitive edge	some systems.
	with real-time	• Possibility of
	intelligence.	information overload.
		• Updates and ongoing
		maintenance are
		necessary.
	Better judgment.	• high costs of
Decision support system (DSS)	• flexibility in a variety of	implementation.
(200)	situations.	• complexity of system
	• instantaneous access to	operation.
	information.	• Dependency on data
	• thorough investigation	quality.
	of the scenarios.	• issues related to
	• increased decision-	integration from several
	making process	sources.
	efficiency.	• opposition to changes
	• assistance for team	within the organization.
	collaboration.	• sensitive data security
	• comprehensive	issues.
	understanding using	• An excessive focus on
	both internal and	technology.
	external data.	• Requirements for
	Facilitation of strategic	maintenance to ensure
	planning.	peak performance.
	help for problem solving	• Possibility of
	with data.	information overload.





	edge by taking initiative.	misinterpreting the
		information
Transaction processing system(TPS)	<ul> <li>regular transactions are automated.</li> <li>Guaranteed precision of data.</li> <li>Transaction processing speed.</li> <li>the capacity to handle high amounts scalable.</li> <li>monitoring and auditing of transactions.</li> <li>uniformity in the processing.</li> <li>processing transactions in real time.</li> <li>improved assistance to customers.</li> <li>improvements in operational efficiency.</li> <li>dependability when managing transactional data.</li> </ul>	<ul> <li>Possible outage of the system.</li> <li>susceptibility to threats to security.</li> <li>restricted ability to analyze.</li> <li>reliance on the infrastructure.</li> <li>rigidity in handling intricacy.</li> <li>high implementation start-up expenses.</li> <li>restricted capacity for decision support.</li> <li>Redundant data can have risks.</li> <li>requirements for user training.</li> <li>Problems integrating with different systems.</li> </ul>

Table 9: Advantages and Disadvantages of different information support systems





# New suggestion of information system for Yard of Ale From Author

The systems that Yard of Ale now has in place to support executives, handle transactions, and aid in decision-making are performing admirably. However, picture a brand-new tool, a Management Support Information System (MSIS), that functions as a wizard-like mentor for their managers. This new system would be more than simply a monitoring tool; it would act as a crystal ball, identifying future client needs and assisting managers in making informed decisions.

Consider it as a useful dashboard that displays what is in stock, what is selling, and what customers have to say about. Yard of Ale's secret weapon would be this MSS, which would enable them better serve their clients by informing them to trends.

This proposal is about changing Yard of Ale's operations, rather than just about getting new technology. It allows them to stay ahead of the trend and provide customers with what they want in an ever-changing world.

#### **Introduction of Management Support Information Systems(MSIS)**

Management Support Information Systems (MSIS) are the designers of strategic strength and operational efficiency in the complex web of contemporary corporate operations. These systems are a subset of information systems that have been carefully created to support managerial decision-making and optimize organizational procedures. MSIS is a sophisticated fusion of technology, analytics, and managerial acumen that goes well beyond the domain of conventional data tracking or transactional processing. This concerto enables executives to navigate the complicated corporate landscape with accuracy and vision.

Fundamentally, MSIS is the key to converting unprocessed data into useful intelligence. It's more than just a data bank; it's the catalyst for well-informed choices, creativity, and coordinating the coordination of various organizational aspects. Through the seamless integration of data analytics, forecasting tools, and collaboration platforms, MSIS serves as





the compass for management activities, empowering companies to quickly adapt, flourish in changing marketplaces, and create experiences that have a lasting impact on their customer base.

The importance of MSIS goes beyond the simple application of technology; it represents a paradigm change—a cultural development in which strategic goals and data-driven insights coexist harmoniously, and where the union of managerial skill with technology creates a world full of opportunities. In an era characterized by rapid change and unmatched connectedness, MSIS's role as businesses traverse the always changing landscape of global commerce emerges not only as an enabler but also as a transformative force, a catalyst that drives enterprises towards lasting success.

#### **Advantages and Disadvantages of Management Support Information Systems(MSIS)**

Advantages of MSIS	Disadvantages of MSIS
helps in making well-informed	• high maintenance and
decisions.	implementation costs.
• increases the effectiveness of	• Complexities could call for specific
operations.	education.
• improves data integration and	• vulnerability to cybersecurity threats
teamwork.	has increased.
• utilizes analytics to deliver	• reliance on uptime and system
important insights.	dependability.
• provides adaptability to changing	• Possible opposition to change from
requirements.	the workforce.
• permits a speedier reaction to	• Potential incompatibilities with
changes in the market.	current systems.
• improves departmental	• Information overload resulting in
communication.	disarray.
simplifies difficult procedures.	





- encourages creativity and problemsolving.
- maximizes the distribution of resources.
- Continuous upgrades and updates are required.
- Potential hiccups when integrating the systems.
- difficulties in preserving the quality and accuracy of data.

Table 10 : Advantages and Disadvantages of Management Support Information Systems(MSIS)

# Comparison of IS in different levels of organization

Facts	Strategic Level	Tactic Level	Operational Level
Description	Comprehensive,	Systems designed	Systems that are
	analytical systems that	to keep an eye on,	geared toward
	support long-term	manage and	everyday tasks and
	planning and strategic	improve	daily transaction
	decision-making are	departmental	processing.
	described as the	activities	
	strategic level.		
Usages	High-level decision-	Medium-term	Processing orders,
	making, market	decision-making,	managing
	analysis, forecasting,	performance	inventories, making
	and strategic planning.	monitoring,	decisions instantly.
		resource allocation,	
		and budgeting.	
Usable software	Executive information	DSS and some	Basic reporting
	systems (EIS) and	management	tools, Transaction
	decision support	information	Processing Systems
	systems (DSS)	systems (MIS).	(TPS).





Workers	Board members and	Department leaders	Front-line
	senior executives	and middle	employees,
		managers.	operational staff.
Duties	Responsibilities	Responsibilities	Task execution,
	include goal-setting,	include managing	transaction
	defining corporate	teams and making	management, and
	direction, and	sure departmental	smooth operation
	assessing market	objectives line up	are among the
	trends.	with strategic goals.	responsibilities.
Human relationship	High	Moderate	Low
Conceptual	High	Moderate	Low
decision making			
Technical supports	High	Moderate	Low
gaining			
How IS effect	Has an impact on the	Boosts	Makes everyday
	organization's long-	departmental	tasks easier to carry
	term goals and	activities' efficacy	out precisely and
	strategic orientation.	and efficiency.	without error

Table 11 : Different Management Levels





#### **Business intelligence**

A changing combination of technology, data analytics, and strategic decision-making, business intelligence (BI) represents an opportunity for corporations. In its most basic form, business intelligence (BI) is the methodical process of gathering, evaluating, and turning raw data into usable insights. This process gives organizations the ability to make wise decisions and obtain a competitive advantage in a changing marketplace.

BI is the foundation of the data-driven age we live in today, acting as a compass to help us navigate a maze of information overload. It makes use of cutting-edge technologies to turn massive amounts of data into interesting patterns and trends, such as data warehousing, analytics tools, and visualization approaches. This makes it possible for stakeholders at different organizational levels to quickly understand complicated facts and identify potential hazards as well as hidden opportunities.

With basic data manipulation, business intelligence (BI) is a mentality that views information as a strategic advantage. By offering real-time data, encouraging active initiatives, and encouraging a forward-thinking approach to corporate operations, it gives decision-makers more authority.

Organizations are guided toward operational excellence, agility, and innovation by BI, which acts as a catalyst. It gives businesses the insight to quickly adjust to changes in the market, maximize operational effectiveness, and create products and services that truly appeal to their customers. BI is essentially the driving force behind the transformation of unprocessed data into priceless knowledge, enabling firms to accurately and strategically navigate the intricacies of the contemporary business environment.





#### **Business intelligent tools**

• SAP Business Objects

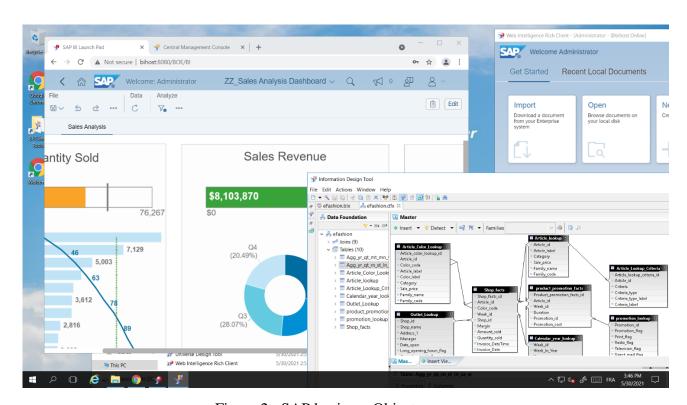


Figure 2 : SAP business Objects

SAP Business Objects is defined by its wide range of business intelligence solutions that encompass reporting, analytics, and visualization. It enables users to retrieve, examine, and disseminate insights from many data sources, promoting improved decision-making within the company. Because of its scalability, which allows it to effectively manage massive volumes of data, it is robust. Its smooth interaction with SAP systems further increases its allure for companies using SAP infrastructure by providing a unified analytics solution inside their current setting.





# • Data pine

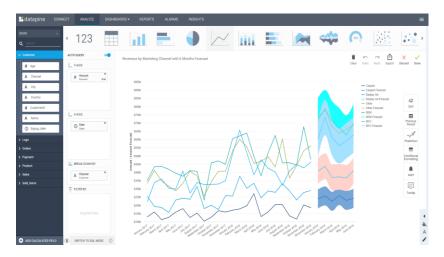


Figure 3: Data pine

Data pine's intuitive data exploration and visualization platform is cloud-based and user-friendly. It gives customers the ability to generate interactive reports and dashboards without requiring a lot of technical expertise. It is the perfect option for small to mid-sized enterprises looking for robust analytics capabilities without the complexity because of its accessibility and simplicity. Due to its cloud-based architecture, teams may quickly obtain actionable insights and enjoy ease of access and communication.

## MicroStrategy



Figure 4 : MicroStrategy





Known for its wide analytics features and scalability, MicroStrategy is a highly regarded provider of enterprise-grade BI platforms. With features for mobile analytics, predictive analytics, and data discovery, it meets the demands of major businesses managing enormous and intricate datasets. Because of its depth of analysis and ability to handle a variety of data sources, it is the go-to option for businesses looking for strong analytics skills.

### • SAS Business Intelligence



Figure 5 : SAS Business Intelligence

The quantitative strength and statistical capabilities of SAS BI's package of tools for data visualization, analytics, and reporting make it stand out. It enables users to glean valuable insights from complicated data, which promotes well-informed decision-making. Because of its strength in handling complex statistical analysis, SAS BI is a useful tool for businesses whose strategic decision-making processes depend on in-depth data analysis.





## • Yellowfin BI



Figure 6: Yellofin BI

Promoting a culture of data-driven decision-making, Yellowfin BI places a high priority on user-friendliness and collaboration. Users throughout an organization may easily access and utilize it because of its focus on narrating stories through data visualization. The goal of Yellowfin BI's interactive and aesthetically pleasing dashboards is to successfully engage users with data, improving their comprehension and ability to make decisions.

## • Qlik Sense



Figure 7: Qilk Sense





Interactive data exploration and visualization are at the heart of QlikSense's self-service BI solution. Because of its associative model, users can instantly discover ideas by exploring data correlations in real-time. QlikSense emphasizes user-driven exploration, which makes it possible for users to quickly and simply browse through data and find hidden insights.

## Zoho Analytics

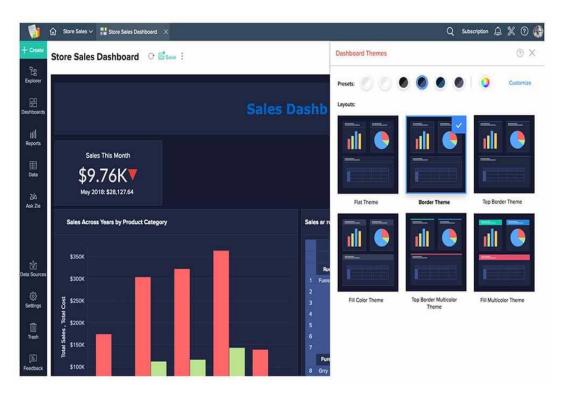


Figure 8 : Zobo Analytics

With a large selection of data visualization choices, Zoho Analytics' adaptability makes it suitable for enterprises of all sizes. Users may easily generate and share analytical reports and dashboards with others thanks to its user-friendly interface. Because of its versatility, Zoho Analytics is a good option for businesses looking for a BI product that is both adaptable and customized.





## • Sisense



Figure 9: Sisense

Sisense allows users to mix different data sources for thorough analysis and visualization thanks to its scalability, strong analytics, and data preparation tools. It makes complicated data structures simpler, enabling users to quickly get useful insights. Sisense is useful for companies needing a consolidated picture of their data because of its emphasis on managing many data sources effectively.

## Microsoft Power BI

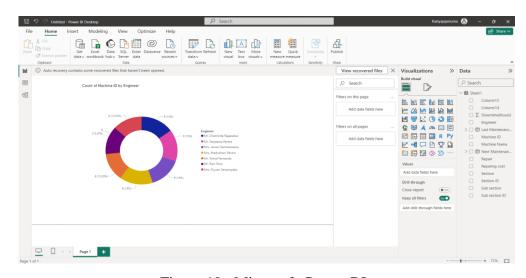


Figure 10: Microsoft Power BI





Powerful data visualization, interactive dashboards, and AI-powered analytics are ensured by Microsoft Power BI's connectivity within the Microsoft environment. It provides a smooth and comfortable environment for data analysis to a wide range of businesses, from startups to major multinationals. Businesses that depend on Microsoft products often use it because of its accessibility and integration opportunities within the Microsoft suite.

#### Looker



Figure 11: Looker

Looker's focus on teamwork and data exploration makes it easy for users to produce and distribute insights based on data. Looker facilitates collaboration and a common understanding of data by providing a single picture of the data throughout an organization, which helps to make well-informed decisions.





## • Clear Analytics

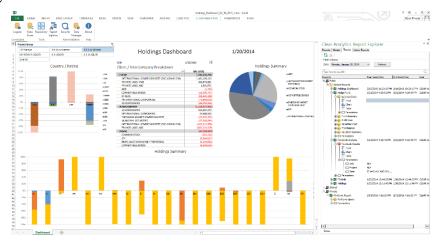


Figure 12: Clear Analytics

By filling the gap between Excel's functionality and BI capabilities, Clear Analytics enables users that are already comfortable with Excel to complete complex analytics and reporting jobs with ease. Because of its interaction with Excel, customers who want to take use of BI functions but still know Excel's interface can transfer more easily.

## Tableau

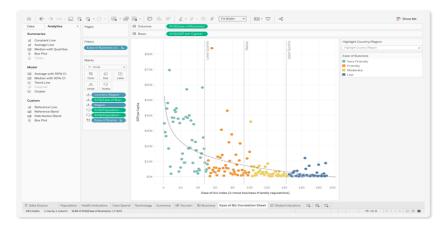


Figure 13: Tableau

Users can build interactive and visually appealing dashboards with Tableau's intuitive data visualization features, making complex data easier to understand for stakeholders. People in all kinds of companies may interact with data in an efficient manner thanks to its intuitive interface, which promotes well-informed decision-making.





## • Oracle BI



Figure 14: Oracle

Large businesses can benefit from Oracle BI's wide range of tools for reporting, analytics, and data visualization as well as its scalability and integration with Oracle databases. Organizations managing complex data ecosystems choose it because of its efficiency in handling large volumes of data.

## Domo



Figure 15 : Domo





By connecting data sources, Domo's cloud-based platform allows for real-time data analysis and visualization. By offering easily accessed and useful insights, it serves corporate users who are looking for flexibility in their decision-making.

## • IBM Cognos Analytics



Figure 16: IBM Cognos

Using data generated by AI to support decision-making at all organizational levels, IBM Cognos Analytics focuses on self-service analytics, reporting, and dashboard design. Its focus on AI-driven insights improves analytics' range and usefulness for well-informed decision-making procedures.

### **Business analysis techniques**

## **Business Process Modeling (BPM)**

This technique entails putting current or planned business processes into written form and visualizing them. BPM might be utilized by Yard of Ale to plan out every aspect of their brewing process, from sourcing ingredients to packaging and delivery. Yard of Ale is able to





pinpoint inefficiencies, bottlenecks, and areas for improvement in its brewing procedures by generating process flowcharts.

## • How Yard of Ale Uses BPM

Map out the exact steps involved in making their beer using BPM to find areas where time or resources are being wasted. This can improve quality control procedures, expedite inventory management, and maximize productivity.

## Graphical representation for Yard of Ale

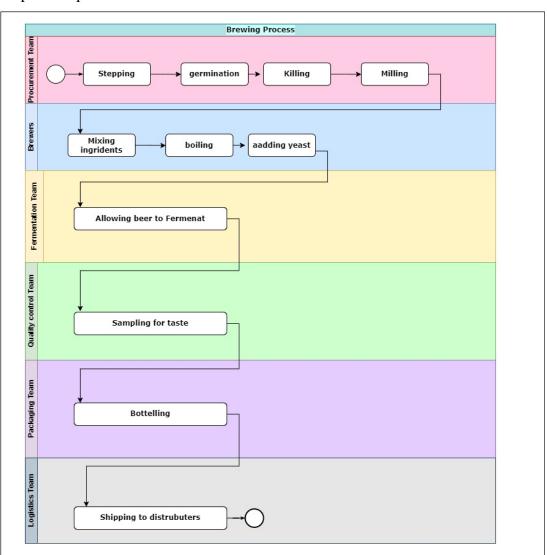


Figure 17: Graphical representation of BPM (developed by author)





## **Brainstorming**

Brainstorming promotes candid conversations and the production of ideas. To come up with creative ideas for new beer recipes, marketing plans, or process upgrades, Yard of Ale's brewing team, marketers, and operational staff can participate in brainstorming sessions.

## • How to Use Yard of Ale Brainstorming Techniques

To generate ideas for new flavors, package designs, or marketing initiatives, hold brainstorming meetings on a regular basis. This kind of teamwork can produce original ideas and innovative solutions.

### **CATWOE**

This method of problem-solving looks at the Customers, Actors, Transformation, Owner, and Environment components of a system. CATWOE can be used for Yard of Ale in order to evaluate the effects of introducing new brewing technologies or process enhancements.

## • How to Utilize Yard of Ale's CATWOE

Examine how the introduction of a new brewing technology (such as automated fermentation) would impact the following: existing brewery practices (worldview), customers' tastes, brewery employees, ownership concerns, and the wider environmental impact

### **Moscow (Must or Should, Could or Would)**

This prioritization technique divides project requirements into four categories: Must, Should, Could, and Would. Yard of Ale may utilize Moscow to rank brewery enhancements in order of importance and separate essential changes from extra features.

#### • How to Utilize Yard of Ale's Moscow:

Based on what is necessary (Must-have) to improve quality, what should be included (Should-have) for operational efficiency, and what would be advantageous (Could-have or Would-have) for future expansion, prioritize brewing equipment upgrades or process optimizations.





MOST (Mission, Objectives, Strategies, and Tactics) Analysis

Organizational missions are matched with particular goals, plans, and techniques through the use of MOST (Mission, Objectives, Strategies, and Tactics) Analysis. MOST Analysis is a tool that Yard of Ale can use to make sure that their brewing practices support their goal of producing high-quality craft beer.

## • How Yard of Ale Uses MOST Analysis

Ensure that brewing techniques support the goal of creating high-quality artisan beer. Establish goals like preserving premium ingredients, devise plans to create inventive brewing methods, and use strategies like routine quality inspections to accomplish these goals.

## **PESTLE Analysis**

This method assesses the outside influences on an organization, including those that are Political, Economic, Social, Technological, Legal, and Environmental. PESTLE Analysis is a useful tool for Yard of Ale to comprehend market trends, legal requirements, and consumer preferences within the craft beer sector.

#### • How Yard of Ale Uses PESTLE Analysis

To adapt and prosper in the industry, consider the effects of evolving rules on brewing procedures, technological developments in brewing apparatus, changes in customer preferences, and environmental sustainability trends.

### Six Thinking Hats

Using Six Thinking Hats during talks entails taking into account various points of view. This method can be used by Yard of Ale in strategy meetings to examine new approaches to brewing, marketing, and business growth.

## • How to Use Yard of Ale's Six Thinking Hats:

As you hold discussions about introducing new beer types, assign team members different "hats" (creativity, rationality, optimism, etc.) to ensure that a range of perspectives are taken into account for thorough decision-making.





## **SWOT** analysis

SWOT analysis evaluates the opportunities, threats, weaknesses, and strengths of a company. To find areas for improvement, competitive advantages, and market expansion potential, Yard of Ale can perform a SWOT analysis.

## • How Yard of Ale Uses SWOT Analysis

To enable well-informed strategic planning, identify concerns including heightened competition, opportunities in emerging beer markets, distribution channel problems, and distinctive brewing techniques.

## SWOT Analysis for Yard of Ale

Strengths	Weakness
Varied and Unique Beer Portfolio	Limited Geographic Market Presence
Strong Customer Loyalty Programs	Dependence on Seasonal Demand
Consistent Quality Control in Brewing	Vulnerability to Fluctuations in Raw
Innovative Brewing Techniques	Material Prices
Experienced Brewmasters and Staff	Limited Budget for Marketing Initiatives
Well-Established Brand Presence	Lack of Advanced Brewing Technology
Positive Reputation for Taste and Quality	Reliance on Specific Suppliers or Ingredients
Well-Defined Marketing Strategies	Insufficient R&D for New Brew
Effective Distribution Network	Development
Engaged and Supportive Customer Base	Inadequate Digital Marketing Efforts
	Narrow Range of Product Offerings
	Challenges in Brand Differentiation
Opportunities	Threats
Expansion into Untapped Markets	Increasing Competition from Craft
Development of E-commerce Platforms	Breweries
Collaboration with Local Breweries or	Stringent Government Regulations on
Festivals	Alcohol Sales
Introduction of Limited Edition Brews	





Incorporation of Health-Conscious or	Economic Downturns Affecting Consumer
Organic Brews	Spending
Product Line Diversification (Ciders,	Global Pandemic Impacts on Brewery
Flavored Beers)	Operations
Leveraging Social Media for Marketing	Changes in Consumer Preferences or Tastes
Creating Brewery Tours or Experiences	Fluctuations in Raw Material Costs (Hops,
Partnering with Restaurants or Events for	Barley)
Promotions	Supply Chain Disruptions (Transportation,
Focusing on Sustainable Brewing Practices	Imports)
	Rising Taxes or Tariffs on Alcohol Sales
	Environmental Concerns Impacting Brewing
	Practices
	Negative Publicity or Recalls affecting
	Brand Image
T 11 12 CWOT 1 ' C W	1 CA1 (D 1 11 A (1 )

Table 12 :SWOT analysis for Yard of Ale (Developed by Author)





## **Data Mining**

Large-scale data sets can be analyzed using data mining, a potent technique that can reveal important links, trends, and insights. It uses a variety of methods, such as statistical analysis, machine learning, and database querying, to find information that is concealed within datasets.

Generally speaking, data mining makes it possible to examine vast amounts of data in order to find patterns, correlations, and anomalies. For example, it might be useful in retail to comprehend the preferences and buying habits of customers. It helps with illness risk factor identification and treatment protocol optimization in the healthcare industry. It is employed in finance to identify fraudulent transactions and forecast market movements.

All things considered, data mining is a flexible technique that can be used in a variety of industries. It enables companies and researchers to draw useful conclusions from large, complicated data sets, which promotes better decision-making and results.

### **Characteristics of data mining**

- Pattern Recognition: To support predictive analysis and well-informed decision-making, data mining focuses on finding patterns, relationships, and correlations within data that may not be immediately obvious.
- Scalability: It can analyze enormous datasets from a variety of sectors and areas since it can manage massive volumes of data efficiently.
- Many Techniques: To extract useful information from unprocessed data, it makes use of a variety of techniques, including statistical analysis, machine learning algorithms, clustering, classification, and association.





- Automated examination: By automating the process of finding patterns, data mining technologies save manual labor and allow for the quick examination of enormous datasets.
- Predictive Capabilities: Data mining can help with forecasting and proactive decision-making by predicting future trends, behaviors, or results by studying previous data.
- Finding of Insights: It unearths previously undiscovered yet important insights that help companies improve their operations, comprehend consumer behavior, and formulate more effective strategies.
- Iterative Process: To assure accuracy and dependability of insights, data mining is an
  iterative process comprising several processes, such as data cleaning, preprocessing, model
  construction, assessment, and refining.
- Applicability Across Domains: Because of its adaptability, it may be used in a variety of domains, including retail, marketing, healthcare, finance, and more, to provide specialized solutions for certain sector problems.
- Decision Support Tool: It facilitates strategic planning and operational enhancements by offering evidence-based insights and suggestions.
- Privacy and Ethical Concerns: Data mining necessitates the cautious handling of sensitive data, highlighting the importance of ethical data usage, privacy protection, and regulatory compliance.





## **Data mining techniques**

#### 1. Classification

Data is categorized into predetermined classes or labels using classification, a supervised learning technique. It employs algorithms to extract patterns from labeled data, which are then applied to fresh, unlabeled data in order to make predictions. For example, it can use recognized traits to determine whether an email is spam or not.

## 2. Clustering

Based on innate similarities, similar data points are grouped together using clustering, an unsupervised learning technique. It finds organic groupings in data without the need for preestablished classes. Without having any prior knowledge of consumer categories, it can, for instance, segment customers based on their purchase patterns.

## 3. Regression Analysis

Regression analysis uses the relationships between variables to predict a continuous numerical result. In order to help in trend estimation or forecasting, it looks at the relationship between a dependent variable and one or more independent variables.

## 4. Association Rule Mining

In big datasets, association rule mining finds correlations and associations between variables. It is frequently used in market basket analysis to identify purchase trends since it detects patterns where one event leads to another.

#### 5. Anomaly Detection

This technique finds data deviations or outliers that deviate from predicted patterns. It's essential for detecting fraud, protecting networks, and spotting abnormalities in production procedures.





## 6. Text Mining

This technique takes unstructured textual data and uses it to extract useful information. Using text sources like social media, documents, or consumer reviews, it applies methods like sentiment analysis, topic modeling, and natural language processing (NLP) to extract meaningful information.

#### 7. Neural Networks

To identify patterns in data, neural networks mimic how the human brain functions. When it comes to difficult tasks like speech recognition, image identification, and prediction, these deep learning models work incredibly well.

### 8. Decision Trees

Decision trees make use of a model of decisions and their potential outcomes that resembles a tree. They aid in decision-making and result prediction by dividing data into smaller subsets according to criteria.

### 9. Time Series Analysis

To predict future patterns or behaviors, time-ordered data points are examined using time series analysis. Weather forecasting, stock market research, financial forecasting, and other fields can all benefit from it.

### Reasons to use data mining

#### 1. Obtain Information

Data mining can reveal links, patterns, and trends hidden in datasets that conventional analysis could miss. It provides insightful information that facilitates decision-making.

### 2. Predicts analysis

It makes predictive modeling possible by predicting future patterns, actions, or results based on past data. This forecasting skill supports proactive decision-making and planning.





### 3. More Effective Decision-Making

Data mining helps organizations make decisions by offering evidence-based insights. Making less educated guesses and depending less on gut feeling results in more calculated and wise choices.

## 4. Business Optimization

By finding inefficiencies, streamlining procedures, and cutting expenses, data mining optimizes business operations. It improves general efficiency and simplifies processes.

### 5. Understanding the client

It facilitates comprehension of the behavior, tastes, and shopping habits of the client. With this information, firms may efficiently address client wants by customizing their offerings in terms of goods, services, and marketing tactics.

## 6. Competitive Advantage

Organizations obtain a competitive edge by deriving insightful knowledge from data. Remaining ahead of the competition in the market requires an understanding of emerging patterns, customer sentiment, and market trends.

### 7. Fraud Detection and Risk Management

Anomalies and possible fraudulent activity are identified with the help of data mining tools. It is also applied in a variety of sectors for risk assessment and reduction.

### 8. Personalization and Marketing

By using data mining insights, businesses may better target particular demographics, personalize consumer experiences, and develop focused marketing efforts.





## 9. Research and Development

Data mining supports research and development initiatives in domains such as science, technology, and medicine. It facilitates the analysis of intricate data sets and the information extraction needed for creativity and innovation.

## 10. Compliance and Regulation

Data mining aids in regulatory compliance for sectors including finance and healthcare. It streamlines procedures and guarantees conformity to standards.

#### 11. Trend Identification

By helping to spot new trends, it enables businesses to modify their approaches and take advantage of fresh opportunities.

### **Data mining process**

- 1. Understanding Business Objectives: The first step in the data mining process is to understand the project's particular goals and objectives. This involves determining the business opportunity or problem that data mining seeks to solve. Decisions on data collection, analysis, and interpretation are guided by an understanding of the context and purpose, which guarantees alignment with business goals.
- 2. Data Collection: This process entails obtaining pertinent information from a variety of sources. This information may be semi-organized (like XML files), unstructured (like text and photos), or structured (like databases). The efficacy of the analysis that follows is strongly influenced by the caliber and applicability of the data that was gathered.
- 3. Data Cleaning: To guarantee the quality, consistency, and dependability of the gathered data, it is imperative that it be cleaned. Managing missing values, eliminating duplication, fixing mistakes, and standardizing are all part of this process.





- 4. Exploratory Data Analysis (EDA): To acquire understanding and comprehend the dataset's properties, EDA entails preliminary dataset exploration and analysis. To find patterns, anomalies, or relationships in the data, methods like correlation analyses, summary statistics, and visualizations are employed.
- 5. Feature Selection/Engineering: Selecting the most pertinent variables or features that make a substantial contribution to the study is known as feature selection. For the purpose of enhancing the dataset's predictive capacity and model performance, feature engineering may entail changing or adding new features.
- 6. Model Building: The prepared dataset is subjected to the proper data mining algorithms or techniques at this stage. In order to identify patterns, correlations, or classifications in the data, models are trained using historical data.
- 7. Model Evaluation: To make sure the models appropriately depict the underlying patterns in the data, their performance is assessed using a variety of metrics and methodologies. In order to evaluate the models' predicted accuracy, this phase entails testing them on different datasets that were not used during training.
- 8. Model Deployment: To produce insights or make forecasts, effective models are put into use in the operational context. To facilitate well-informed decision-making, they are incorporated into business procedures or decision-making frameworks.
- 9. Maintenance and Monitoring: To guarantee that models continue to be accurate and relevant over time, ongoing monitoring is necessary. Sustained efficacy requires regular checks for evolving patterns in the data and updates or retraining of the model.
- 10. Interpretation and Reporting: Lastly, stakeholders are informed of the insights, conclusions, and forecasts obtained from the data mining process. Clear and comprehensible





results presentation is essential to supporting well-informed decision-making inside the company.

# Applications of data mining in Yard of Ale

Application	Process in Yard of Ale	Benefits
Sales	Data mining has a big influence on Yard	Clear prediction of sales
	of Ale's sales tactics. The beer company	• Improved potential for
	can understand customer behavior by	cross-selling and customer
	examining sales data, which includes	targeting
	client purchase history, preferences, and	• Enhanced control over
	seasonal trends. This makes it possible to	inventories
	anticipate sales more precisely, which	• increased rates of conversion
	helps the brewery identify high-value	• upgraded criteria for sales
	clients, optimize inventory levels, and	performance
	target particular customer categories with	• Improved comprehension of
	promotions. Furthermore, data mining	client requirements
	facilitates the comprehension of price and	• Enhanced connections with
	sales channel efficacy, resulting in more	customers Prolonged client
	focused and productive sales	loyalty
	undertakings.	Increased sources of income
Marketing	Data mining is revolutionizing the field of	Tailored interactions with
	marketing for Yard of Ale. The brewery is	customers
	able to learn more about the preferences	• enhanced segmentation of
	of its customers by examining marketing	customers
	data, including campaign performance	• increased efficacy of
	indicators, consumer feedback, and	marketing campaigns
	market trends. This information makes it	Increased brand recognition
	easier to create customized promos,	Maximized return on
	focused marketing campaigns, and	marketing investments





	product suggestions, which raises	• Eı	nhanced interaction with
	consumer engagement and conversion	cu	istomers Improved
	rates. Additionally, data mining helps	co	omprehension of market
	optimize marketing expenditures,	tre	ends
	allowing the brewery to better distribute	• in	nproved reputation for the
	money among various marketing channels	br	and
	for optimal effect.	• Eı	nhanced creation of leads
		• In	creased competitiveness in
		th	e market
Manufacturing	Data mining is the key to quality	• Re	eliable product quality
	assurance and process optimization for	• Eı	nhanced brewing
	Yard of Ale's manufacturing procedures.	pr	ocedures
	Correlations between brewing processes	• de	ecreased downtime in
	and product quality can be found by the	pr	oduction
	brewery through the analysis of brewing	• Ef	ffective use of resources
	parameters, production statistics, and	• Re	educed manufacturing
	quality measures. This knowledge aids in	ex	apenses
	optimizing the brewing procedure,	• re	duced number of product
	guaranteeing consistency in product	fla	aws
	quality, cutting expenses associated with	• M	anaging the supply chain
	production, and decreasing waste.	m	ore efficiently
	Furthermore, data mining-derived	• En	nhanced effectiveness of
	predictive analytics can help with supply	op	perations
	chain management optimization,	• In	nproved novelty in
	equipment maintenance forecasting, and	pr	roducts
	production schedule streamlining for	• In	creased client satisfaction
	more effective operations.	as	
		pr	roducts





Human Resource	Yard of Ale's HR procedures could be	•	Gaining Skill Effectiveness
	revolutionized by data mining. Finding	•	increased retention of
	the variables affecting employee		employees
	engagement and retention can be aided by	•	increased contentment
	analyzing HR data, including as turnover		among employees
	rates, satisfaction surveys, and employee	•	Increased output from the
	performance indicators. Better talent		workforce
	management techniques, effective	•	optimal numbers of
	staffing, and focused training initiatives		employees
	are made possible by this knowledge. By	•	lower turnover expenses
	using data mining to understand employee	•	enhanced educational
	behavior, employers may create a good		initiatives
	work environment that boosts	•	Improved work environment
	productivity and employee satisfaction.	•	Improved methods for
			developing talent
		•	improved performance
			within the organization
Customer Service	Yard of Ale relies heavily on data mining	•	Quickly resolving client
	to provide excellent customer service.		concerns
	Understanding consumer pain areas,	•	Higher levels of consumer
	preferences, and service trends is made		satisfaction
	easier by analyzing customer service	•	more fidelity to the brand
	interactions, feedback, and complaint	•	enhanced feedback loop for
	data. The brewery can tailor client		customers
	contacts, optimize response times, and	•	Improved comprehension of
	enhance service quality thanks to this		client preferences
	knowledge. By using insights obtained	•	A higher lifetime value for
	from consumer complaints to effectively		customers
	address		





	•	Effective resour	rce
		distribution in the service	
	•	Improved perception of	the
		brand	
	•	Improved client interaction	ons
		and excellent word-	of-
		mouth advertising	

Table 13: Applications of data mining in Yard of Ale





## **Dashboard of Yard of Ale**

## Authors explanation about the most suitable tool for develop dashboard in Yard of Ale

The author has carefully considered a number of dashboard building tools before deciding that Microsoft Power BI is the best solution for creating the Yard of Ale dashboard. This decision makes sense because of Power BI's outstanding flexibility and fit with Yard of Ale's detailed information visualization requirements. Power BI appears as the unmatched option mainly because to its capacity to connect with a wide range of data sources in an impeccable manner, perfectly matching the various operational aspects of the beer. The foundation of the author's choice is Power BI's deep visualization toolkit, which makes it possible to build dynamic, interactive dashboards that condense complex datasets—such as inventory analytics, customer insights, and sales metrics—into information that is both easily understood and useful.

The real-time analytics capabilities of the platform are in perfect balance with Yard of Ale's requirement for current data, which is essential for quick decision-making in the ever-changing brewing sector. Furthermore, Power BI's easy-to-use interface makes it simple to create and modify customized dashboards that meet every requirement of different brewery stakeholders. Along with Yard of Ale's dependence on Microsoft technology, Power BI's inherent interoperability with programs like Excel and SQL Server reinforces its position as the best option. The author's choice is based mostly on Microsoft Power BI's unmatched capabilities as the key facilitator for Yard of Ale's dashboard development. Add to that the software's strong security mechanisms, which ensure data integrity and compliance with regulations.



Figure 18: Logo of Microsoft power BI tool





#### Features of Power BI

- Data Connectivity: Power BI allows for seamless data integration by connecting to a wide range of data sources, including sophisticated databases, cloud services, and simple Excel spreadsheets.
- Data Modeling: With its Power Query Editor, users can mold and model data, making data translation and manipulation easier for more thorough analysis.
- Interactive Dashboards: With a large selection of customisable visualization tools, including charts, graphs, maps, and tables, Power BI makes it possible to create visually appealing and interactive dashboards.
- Real-time analytics: By providing users with access to real-time data insights and changes,
   dashboards and reports are guaranteed to display up-to-date information.
- Natural Language Querying: Using common language, users may ask inquiries about their data on the platform, which instantly generates visual representations.
- Power BI's mobile compatibility allows users to access reports and dashboards on the move with views that are tailored for small screens on a variety of devices.
- AI-Powered Insights: It makes use of AI capabilities to deliver automated insights, which help uncover hidden patterns in data. Examples of these insights include anomaly detection and trend analysis.
- Collaboration and Sharing: Users can quickly and simply share dashboards and reports with stakeholders, which makes it easier for teams to work together and make decisions.





- Security and Compliance: Role-based access control, data encryption, and adherence to laws and industry standards are just a few of the strong security features that Power BI offers.
- Data communication and sharing inside the Microsoft ecosystem are made easier by Power BI's seamless integration with other Microsoft tools, such as Excel, Azure, and SQL Server, since it is a part of the Microsoft suite.

## Advantages and Disadvantages of Microsoft Power BI

Advantages	Disadvantages
Better Ability to Make Decisions.	Costs associated with implementation.
Enhanced Production and Efficiency.	• intricacy.
Practical Knowledge.	Problems with Data Quality.
An edge over competitors.	reliance on technology.
Flexibility.	Opposition to Modification.
Centralization of Data.	Security Issues.
Reporting in real time.	Integration Problems.
Analytics that predict.	Data is overemphasized.
Better Communication with Customers	Requirement for Skilled Workers
	Problems with Regulatory Compliance

Table 14: Advantages and Disadvantages of Power BI





### Flow of Power BI

- Data collection involves compiling information from a range of sources, including cloud services, spreadsheets, databases, and more.
- Data Transformation: To clean, transform, and shape the data to meet the needs of analysis, use Power Query Editor.
- Data Modeling: Using Power BI's Data Modeling capabilities, establish links between various datasets and specify measurements and computations in the data model.
- Report building is the process of creating visual reports that convey data insights through the use of various visualization tools, such as tables, graphs, and charts.
- Dashboard Creation: Combining many reports into an interactive, all-inclusive dashboard for a unified perspective.
- Sharing and Cooperation: Encouraging stakeholders to securely share the generated reports and dashboards in order to facilitate cooperative decision-making.
- Deployment and Refresh: To provide broader access, deploy reports and dashboards to Power BI Service. Additionally, schedule data refreshes to ensure that the information is current.





## Excel data sheet of maintenance plan of Yard of Ale

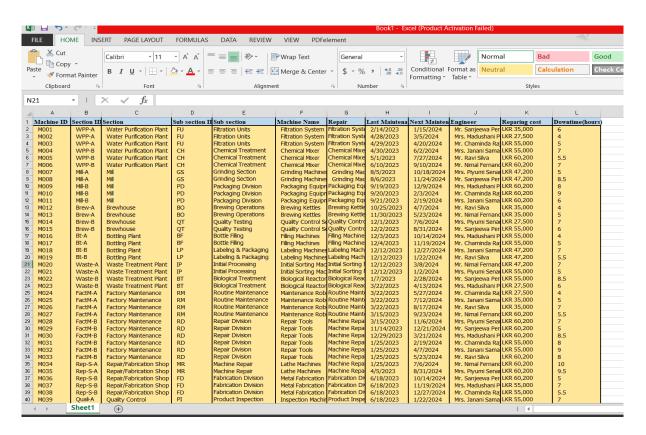


Figure 19: Excel data sheet part 1 of maintenance plan of Yard of Ale (Developed by Author)

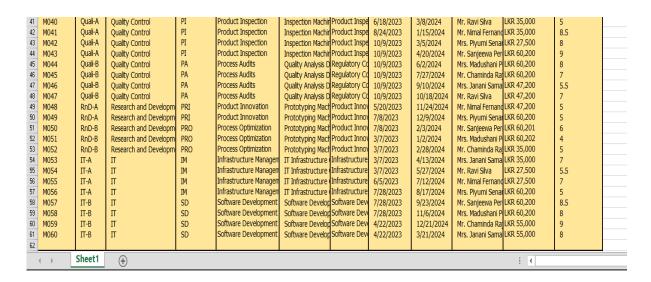


Figure 20: Excel data sheet part 2 of maintenance plan of Yard of Ale (Developed by Author)





## **Creating Dashboard with Power BI**

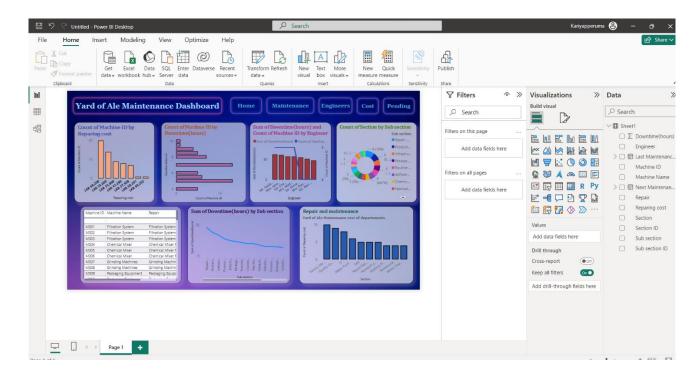


Figure 21: Creating Dashboard with Power BI(developed by Author)

## Maintenance dashboard of Yard of Ale

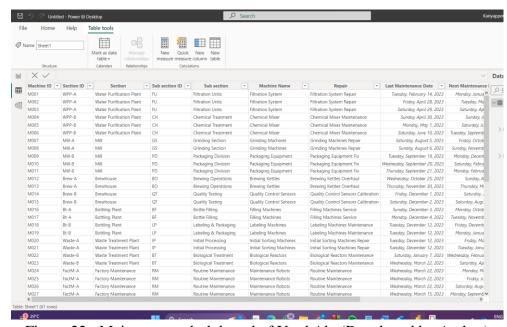


Figure 22: Maintenance dash board of Yard Ale (Developed by Author)





#### Dashboard Interfaces of Yard of Ale

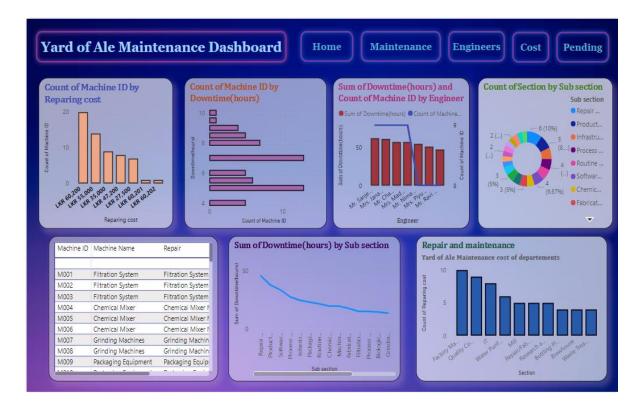


Figure 23: Dashboard Interfaces of Yard of Ale (Developed by Author)

The dashboard interface displays the manager's data view of the specifics of the company's upkeep. Thus, all of the data tables, graphs, and charts are displayed on this interface. Additionally, managers have the option to click on each graphical preview to discover additional analyzed facts about a selected graph. This includes an analyzed information table that includes all of the statistical data related to the chart or graph that is presented. Only managers with their unique username and password, provided by the Yard of Ale company's IT department, can access this main portal. The operational manager, the data scientist employed by the organization, and the technical and IT teams are in charge of overseeing the alternate and routine updates to this and other dashboards. Higher management typically uses these dashboards in board meetings and general meetings to assist with decision-making. They also use the data directly to inform their decisions regarding business administrations. In addition, the maintenance dashboard holds great significance for the company's maintenance panel, which is in charge of maintaining all machinery in the Yard of Ale's sub-sections up to





date at all times. Thus, this dashboard is an excellent resource for learning about machine malfunctions, the cost of fixing a specific machine, lost productivity as a result of malfunctions, and much more. This dashboard's primary benefit is that it makes the next maintenance and the responsible engineer in charge of overseeing it easy to see.

Another display shows the repairs that have been made in the past along with the person who performed them. This helps identify who is responsible for the next failures and means that engineers are bound by their obligations and responsibilities. Managers are therefore faced with making judgments regarding outdated, inefficient machinery that frequently break, as well as whether to replace or continue maintaining these machines.

## Features of using maintenance dashboard

Feature	Impact on Yard of Ale	Impact on Maintenance
		Section
Equipment Status	The real-time visualization	This feature offers a
	of equipment status in the	proactive approach to
	maintenance dashboard	maintenance by swiftly
	ensures an uninterrupted	identifying equipment
	brewing process at Yard of	requiring attention. It
	Ale. By providing a clear	empowers the maintenance
	overview of operational	team to prioritize tasks
	equipment, it safeguards	efficiently, reducing
	against unexpected	downtime and swiftly
	disruptions, ensuring	addressing issues before
	consistent production flow	they escalate, thereby
	and meeting customer	optimizing maintenance
	demand effectively.	workflows.
Downtime Analysis	Downtime analysis aids in	For maintenance, this
	refining production planning	feature offers invaluable
	and resource allocation at	insights into recurring





	Yard of Ale. By pinpointing	issues, enabling the team to
	bottlenecks and downtime	focus on critical areas. It
	causes, the brewery can	streamlines the
	optimize its production	identification of root causes,
	schedule, minimizing lost	allowing for targeted
	production time, and	interventions and improving
	meeting demand more	overall maintenance
	effectively	efficiency.
Preventive Maintenance	The implementation of a	It aids in proactive planning
Schedule	preventive maintenance	for maintenance activities.
	schedule ensures consistent	By scheduling preventive
	equipment functionality at	tasks based on set intervals
	Yard of Ale, reducing	or usage patterns, the
	unexpected breakdowns that	maintenance team can
	could impact product quality	reduce reactive repairs and
	or delivery schedules.	optimize equipment
		reliability.
Work Order Tracking	Work order tracking	By providing visibility into
	optimizes resource	the status of maintenance
	allocation and reduces idle	tasks, the feature allows for
	time in production processes	better planning and
	at Yard of Ale. It ensures	prioritization. It helps in
	smoother operations,	reducing the backlog of
	minimizing delays and	pending tasks, streamlining
	maximizing resource	workflows, and enhancing
	efficiency.	overall maintenance
		effectiveness.
Asset Performance	The visualization of asset	Asset performance insights
	performance aids in	facilitate predictive
	optimizing operational costs	maintenance, allowing the





	and maintaining product	maintenance team to
	quality at Yard of Ale. By	identify potential failures
	ensuring efficient utilization	before they occur. It enables
	of assets, it contributes to	proactive measures,
	consistent product standards	minimizing equipment
	and reduced operational	downtime and enhancing
	expenses.	overall equipment
		reliability.
Root Cause Analysis	Impact on Yard of Ale: Root	This feature empowers the
	cause analysis promotes	maintenance team to
	process efficiency and	identify recurring issues and
	product quality at Yard of	their root causes. By
	Ale. By uncovering	implementing corrective
	underlying issues, it enables	actions, it minimizes
	the brewery to address	repeated failures, enhances
	concerns that could impact	equipment reliability, and
	customer satisfaction or	improves overall
	product consistency.	maintenance efficiency.
Inventory Management	Effective inventory	Optimized inventory levels
	management ensures timely	streamline maintenance
	availability of critical spare	operations. It ensures timely
	parts at Yard of Ale. This	repairs while minimizing
	minimizes disruptions due to	carrying costs, ensuring
	unavailability of	efficient utilization of
	components, ensuring	resources in the
	continuous production.	maintenance department.

Table 15: Features of using maintenance dashboard





## User friendliness of Dashboard elements in Yard of Ale

## Charts and graphs visualization in Yard of Ale

## Chart 01

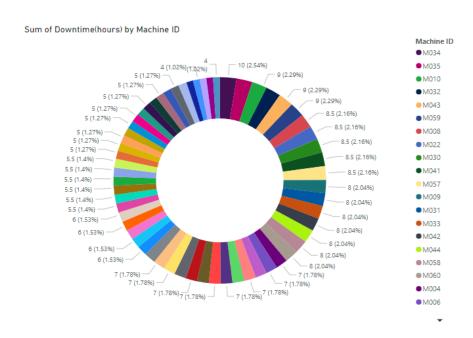


Figure 24: Chart 01 (Developed by Author)

Fact	Dashboard in Yard of Ale
Text	English (Alphanumeric text )
Font	DIN
Size	Heading(14) other (10)
Color	Different colors
Data visualization	Pie chart
Dependent value	Downtime Hours
Independent Value	Machine ID
User-friendliness	Moderately high

Table 16: Chart 01





So in this chart the independent is Machine ID variable and the dependent variable is Downtime hours. In this chart the machines not getting long hours to repair that can see in clearly.

## • Chart 02

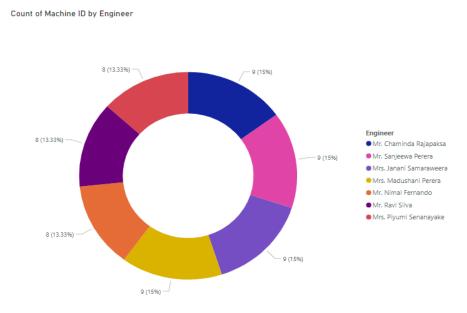


Figure 25 : Chart 02(Developed by Author)

Fact	Dashboard in Yard of Ale
Text	English (Alphanumeric text )
Font	DIN
Size	Heading(14) other (10)
Color	Different colors
Data visualization	Pie chart
Dependent value	Machine ID
Independent Value	Engineer
User-friendliness	Moderately high

Table 17: Chart 02





According to the above pie chart, managers can easily identified most responsible engineers in company. So they are Mr. Chaminda,Mr Sanjeewa, Mrs. Madushani and Mrs. Janani. These engineers are vey capable.

## • Chart 03

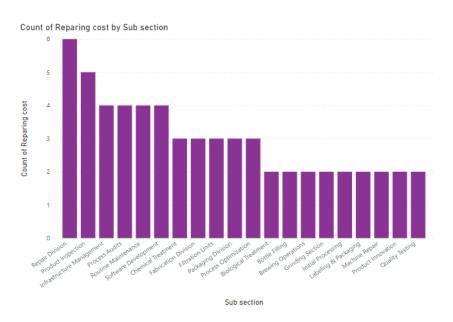


Figure 26: Chart 03 (Developed by Author)

Fact	Dashboard in Yard of Ale
Text	English (Alphanumeric text )
Font	DIN
Size	Heading(14) other (10)
Color	Different colors
Data visualization	Bar graph
Dependent value	Repairing Cost
Independent Value	Sub section
User-friendliness	high

Table 18: Chart 03





According to this bar graph it shows the Count of repairing cost by sub section. So in horizontal line it shows the repairing cost and the vertical line shows the sub sectors. So highest cost gone to Repairing division.

#### • Chart 04

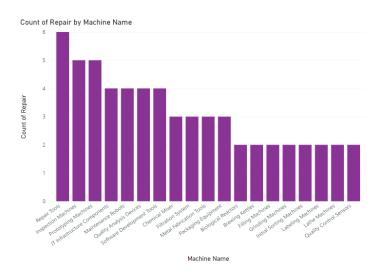


Figure 27 : Chart 04 (Developed by Author)

Fact	Dashboard in Yard of Ale
Text	English (Alphanumeric text )
Font	DIN
Size	Heading(14) other (10)
Color	Different colors
Data visualization	Bar graph
Dependent value	Count of Repair
Independent Value	Machine name
User-friendliness	high

Table 19: Chart 04

In this chart shows the Count of repair by machine Name. In vertical line shows the Count of repair and horizontally shows the Machine name. So the highest is Repair tools. In this chart it clearly shows how are the repair count of machines high to low.





## • Chart 05



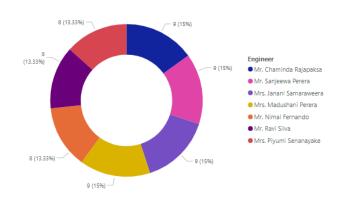


Figure 28: Chart 05 (Developed by Author)

Fact	Dashboard in Yard of Ale
Text	English (Alphanumeric text )
Font	DIN
Size	Heading(14) other (10)
Color	Different colors
Data visualization	Bar graph
Dependent value	Count next maintenance
Independent Value	Engineer
User-friendliness	Moderately high

Table 20: Chart 05

In this Pie chart shows the Count of Next Maintenance Due by Engineer. So in this chart more next maintenance due have for Mr. Chaminda, Mr. Sanjeewa and Mrs. Madushani.





## • Chart 06

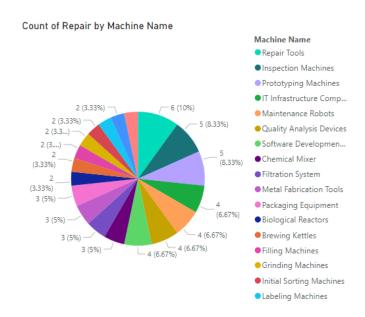


Figure 29: Chart 06 (Developed by Author)

Fact	Dashboard in Yard of Ale
Text	English (Alphanumeric text )
Font	DIN
Size	Heading(14) other (10)
Color	Different colors
Data visualization	Bar graph
Dependent value	Count of repair.
Independent Value	Machine name
User-friendliness	Moderately high

Table 21: Chart 06

This pie chart shows the Count of repair by machine name. And the dependent variable is count of repair and independent variable is Machine name. So in this pie chart user can see clearly that the more count of repairs have for repair tools machine and metal fabrication tools.





# **Evaluation of dashboard in Yard of Ale Company**

Feature	Achieved business requirement	How its helped to engineers	Inventory health	How its helped to manage healthy inventory system
Equipment	By giving real-time	By providing		Although not
Status	insights into equipment	instant visibility		specifically
	functionality, the	into the health of		related to
	Equipment Status	equipment, this		inventory
	feature guarantees	function helps		management,
	smooth operations at	engineers. It gives		making sure that
	Yard of Ale. It is in	them the ability to		equipment
	complete harmony with	proactively handle		functions
	the brewery's goal of	maintenance		properly helps to
	continuous output and	requirements,		maintain a
	effective equipment	quickly addressing		healthy
	use.	problems and		inventory system
		guaranteeing		by reducing
		continuous		production
		operations,		interruptions that
		reducing downtime.		may have an
				impact on
				inventory levels.
Downtime	Yard of Ale is able to	Engineers gain		By minimizing
Analysis	better satisfy customer	knowledge about		unplanned
	demand while cutting	the reasons behind		interruptions that
	down on lost	recurrent outages. It		can have an
	production time by	makes it possible to		influence on
	utilizing Downtime	optimize equipment		inventory levels,
		performance,		downtime





	Analysis to refine	streamline		analysis
	production schedules.	maintenance tasks,		tangentially
		and make targeted		supports the
		interventions.		upkeep of a
				healthy
				inventory
				system.
Preventive	Yard of Ale's goal of	Having a planned		By guaranteeing
Maintenance	proactive maintenance	maintenance		steady
Schedule	planning, minimizing	schedule is		operations,
	reactive repairs, and	beneficial to		Preventive
	optimizing	engineers. They can		Maintenance
	maintenance schedules	predict maintenance		helps to maintain
	is in line with the	requirements,		a healthy
	Preventive	distribute resources		inventory
	Maintenance Schedule.	effectively, and		system. It lowers
		lower unplanned		the possibility of
		breakdowns thanks		unplanned
		to it, all of which		maintenance
		promote equipment		stops that could
		health.		affect inventory
				control.
Work Order	By giving Yard of Ale	It has a moderate		Work Order
Tracking	employees information	effect on inventory		Management in a
	into the progress of	health. Inventory		Healthful
	maintenance jobs,	health is indirectly		Inventory
	Work Order Tracking	supported by		System By
	optimizes maintenance	e maintenance guaranteeing		guaranteeing that
	workflows and	streamlining, which		maintenance
		avoids delays		chores are





	supports effective	brought on by	immediately
	resource allocation.	unfinished	performed and
		maintenance work.	so limiting
			potential
			disruptions to
			inventory-
			related
			operations,
			tracking
			indirectly
			contributes to the
			management of a
			healthy
			inventory
			system.
Asset	Asset Performance	This feature	By ensuring that
Performance	Analysis guarantees	provides insights	assets function at
	effective asset	into asset	their best, asset
	utilization at Yard of	efficiency, which	performance
	Ale, in line with the	empowers	helps to lower
	brewery's objective of	engineers.	the chance that
	maximizing operational		production
	efficiency. This is a		disruptions will
	feature of the asset		have an adverse
	performance achieved		effect on
	business need.		inventory.
Root Cause	By ensuring that assets	By identifying	By locating and
Analysis	function at their best,	reoccurring	fixing
	asset performance	problems, engineers	operational
	helps to lower the	gain an advantage.	inefficiencies,





chance that production	It helps keep	Root Cause
disruptions will have an	equipment reliable,	Analysis
adverse effect on	minimize recurrent	indirectly
inventory.	equipment failures,	influences
	and put corrective	activities
	measures into place.	connected to
		inventory
		management
		and helps
		maintain a
		healthy
		inventory
		system.

Table 22: Evaluation of dashboard in Yard of Ale Company

Low	Medium	High





#### Legal issues on business information

#### Legal issues involved in the secure exploitation of business intelligence tools

#### **Data protection lows**

#### Data protection

A important basis for protecting people's personal information in an increasingly digital world is provided by data protection legislation. These laws establish guidelines for organizations' responsible gathering, using, and storing of personal data, guaranteeing security, equity, and openness while managing sensitive data. The idea that people should have control over their data is at the heart of these rules, which mandate that companies seek express authorization before collecting or processing personal data.

The principles of accountability, purpose limitation, and data reduction form the basis of numerous data protection legislation, including the CCPA, GDPR, and numerous national rules across the globe. It is required of organizations to gather data only for specific, legal purposes, to keep it accurate, current, and to avoid storing it longer than necessary. Another important factor is security, which calls for organizations to have strong security measures in place to shield data from breaches and illegal access.

Following data protection regulations is not just required by law, but it is also a commitment to building trust and responsibility with people who entrust businesses with their personal information. There are serious repercussions for breaking these rules, such as hefty fines and harm to one's image. Therefore, in order to preserve moral and legal practices when processing personal data, corporations must place a high priority on comprehending and abiding by these regulations.





# • Importance of Data protection

Protecting Individual Privacy: Data protection makes sure that people are still in charge of their personal data. In order to avoid unauthorized access or misuse, it sets boundaries around how their data is gathered, processed, and utilized by businesses.

Establishing Confidence and Trust: Businesses and their clients can develop trust by adhering to data privacy laws. People are more inclined to participate with organizations, strengthening relationships and loyalty, when they are certain that their data is managed appropriately and securely.

Reducing the Chance of Data Theft: Complying with security protocols reduces the possibility of data breaches. Strong security procedures guard against online attacks and stop private data from being stolen or accessed by unauthorized parties.

Maintaining Legal Compliance: It is imperative to abide by international rules and data protection laws, including the CCPA, GDPR, and others. Organizations that violate the law may face severe penalties, legal repercussions, and harm to their reputation.

Promoting Responsible Data Practices, Innovation, and Ethical Use of Data: Data protection promotes ethical use of data while guaranteeing its responsible usage. It pushes businesses to come up with creative methods to use data to extract insights while upholding the rights and privacy of individuals.

Maintaining Brand Integrity and Reputation: An organization's reputation can be seriously harmed by a data breach or improper treatment of information. Respecting data privacy guidelines aids in preserving the legitimacy and integrity of a brand in the eyes of stakeholders and consumers.





Supporting Global Business Practices: Following to data privacy regulations makes it easier for companies to conduct business internationally as they expand internationally. It helps businesses operate across different legal frameworks, guaranteeing ethical and legal data management procedures everywhere.

The elected lows and procedures for data protection.

Popular data protection acts and lows in the world

• General Data Protection Regulation (GDPR) - European Union

Implementation Date: 25 May 2018

The General Data Protection Regulation (GDPR) is an all-encompassing law that regulates personal data protection and privacy for citizens of the European Union (EU) and the European Economic Area (EEA). It places a strong emphasis on people's rights with regard to their personal data and places duties on businesses that handle it, emphasizing accountability, transparency, and permission.

• California Consumer Privacy Act (CCPA) - United States

Implementation Date: First of January, 2020

The California Civil Process Act (CCPA) gives citizens of California more rights with regard to personal information that is held by California-based enterprises. By providing access, deletion, and opt-out options, it grants individuals authority over the gathering and use of their data.

Personal Data Protection Act (PDPA) - Singapore

Date: October 15, 2012; revisions still pending

Description: In Singapore, the Personal Data Protection Act (PDPA) governs how corporations gather, utilize, and disclose personal data. While giving rights for individuals to access and amend their data, it establishes requirements related to data protection, such as permission, purpose limitation, and accuracy of data.





Data Protection Act 2018 - United Kingdom

Date of Implementation: May 25, 2018

Description: In order to reinforce and expand upon the principles of the GDPR, the UK passed the Data Protection Act 2018 after Brexit. It regulates data processing and protection in the UK and places a strong emphasis on ethical and open data management procedures.

• Health Insurance Portability and Accountability Act (HIPAA) - United States

Enactment Date: August 21, 1996 (Privacy Rule in 2003)

Description: HIPAA is a federal law that governs the security and privacy of health information and establishes guidelines for its protection. It guarantees the integrity and confidentiality of personal health data that is handled by covered entities.

• Personal Information Protection and Electronic Documents Act (PIPEDA) - Canada

Date of Enactment: April 13, 2000 (with further modifications)

Organizations in the private sector that handle personal data while conducting business are subject to PIPEDA. It sets guidelines for the gathering, utilizing, and disclosing of personal information with the intention of preserving people's right to privacy.

#### Threats how impact on Yard of Ale

• Insider Threats and Data Misuse

Insider threats pose a risk to Yard of Ale, as staff members or people with authorized access may misuse confidential information. This hazard results from either unintentional data handling errors or malevolent intent. Workers who have access to confidential information may purposefully divulge it, abuse it for their own benefit, or inadvertently handle data improperly, which could result in breaches or leaks. Such acts might jeopardize confidential customer data, proprietary recipes, or important business plans, which would hurt Yard of Ale's standing and ability to compete in the brewing sector.





#### • Cybersecurity Vulnerabilities

Security flaws in the form of malware, phishing scams, or system flaws are serious threats to Yard of Ale's data security. Attacks on the brewery's systems or networks may lead to data breaches, which could expose private data. In addition to disrupting business operations and perhaps harming Yard of Ale's brand name in the event that client data is compromised, malware or phishing attempts may result in unauthorized access or data theft.

## • Lack of Regular Security Updates and Patches

Yard of Ale's data security is at risk if regular security upgrades and patches aren't applied to hardware and software. Vulnerabilities in outdated software could be exploited by hackers, resulting in system compromises or data breaches. Ignoring routine upgrades raises the possibility of cyberattacks or illegal access to private data, which could have an effect on Yard of Ale's ability to continue operations and maintain the confidence of its clients.

#### Third-Party Security Risks

A Threat there are security risks when using third-party partners or vendors for services or data sharing. Yard of Ale may be affected by security breaches or data leaks if these organizations don't have strong security procedures in place or if they become compromised. The probability of data breaches or illegal access rises when third-party security measures are not adequately vetted or overseen, which could damage Yard of Ale's credibility.





# Cia triad concept

Cia triad is a popular information security model. This concept was started in 1998. Cia triad is a very important concept because there are three principles known as,

- confidentially
- availability
- integrity

For an example for begin a fire there should be main three elements that are oxygen, fuel, heat if one of those were missing then it will not begin a fire so this example equal to cia concept if the one of the principles were missing then it can't be a successful defense mechanism.

#### Cia main 3 principles

#### 1. Confidentially

In cia concept the c letter is known as confidentially. Protect information and for look the protect. Information can get access only to the authorized ones. In companies identify sensitive data as employee data, accounts etc... To secure data it is better to implement security mechanisms like passwords, encryptions etc...

#### 2. Integrity

In cia concept i stand for integrity. So, in this principle authorized person can change the data under this concept. For an example in a company when a data that should be change then as a authorized the person supervisor will change it but if the person that is under the supervisor can't change data. If that person changes it will not be accepted. Also, the data can be changed when transmitting data when storing data and when use data.





# 3. Availability

Letter a in cia concept called availability. Information should always be available for access to authorized users when needed. To make it more efficient organizations can use servers, applications and redundant networks.

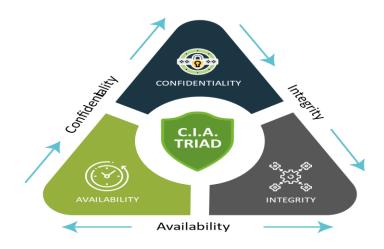


Figure 30 : CIA Triad

# Impacts on CIA to Yard of Ale

CIA TRAID CONCEPT	IMPACT ON YARD OF ALE
Confidentially	Yard of Ale relies heavily on confidentiality to protect
	sensitive information that gives it a competitive advantage. It
	is crucial to protect client information, financial records, and
	secret recipes. Yard of Ale prevents unwanted access to its
	trade secrets and customer data by implementing strict access
	controls and encryption techniques. As a result, the
	company's market position is protected, and long-term
	connections with customers are fostered along with
	regulatory compliance and customer trust. Yard of Ale's
	reputation in the industry is maintained by confidentiality





protocols, which give customers peace of mind that their data is being handled appropriately. Implementing data classification policies and educating staff members on data handling procedures are additional steps in maintaining confidentiality. Regular evaluations and audits ensure conformance to standard practices, confirming Yard of Ale's dedication to data security. Confidentiality measures also shield the business from possible data breaches and industrial espionage, protecting its distinct products and competitive edge.

Integrity

The operational efficacy of Yard of Ale is contingent upon its integrity. It is essential to guarantee the precision and coherence of production standards, supply chain data, and inventory records. Yard of Ale depends on data integrity to support its decision-making on inventory control and product quality assurance. Critical information reliability is ensured by implementing version control, checksums, and data validation checks. This lessens the chance of data corruption, errors, or illegal changes that can jeopardize manufacturing procedures or lead to inaccurate inventory counts.

Preserving data integrity also contributes to Yard of Ale's image as a premium product provider. The company's ability to satisfy consumer requests and maintain uniform product standards is based on reliable data. Yard of Ale maintains its commitment to providing premium products while reducing the risks associated with inaccurate or corrupted data by investing in technologies that assure data integrity and putting strict data management practices in place.





# Availability

Availability allows easy access to vital business data, which is essential for Yard of Ale's daily operations. Operational productivity depends on uninterrupted access to customer databases, inventory systems, and business intelligence tools. Data availability is critical to Yard of Ale's production procedures, customer support, and supply chain management. Yard of Ale lowers the risks connected with downtime and service interruptions by ensuring the constant availability of resources through redundant systems, frequent backups, and scalable infrastructure.

Furthermore, keeping up a high availability ensures prompt decision-making and quick reactions to market demands. Agile decision-making is made possible by Yard of Ale's access to real-time sales data, inventory levels, and production indicators. This allows for swift adjustments in response to changes in the market or in customer preferences. This capacity helps the business remain competitive and react quickly to changing market conditions.

Table 23: Impacts on CIA to Yard Ale





#### Other beer manufacturing companies in Sri Lanka

#### Popular beer manufactures

#### • Lion Brewery (Ceylon) PLC

Lion Brewery (Ceylon) PLC is a pioneer in the Sri Lankan beer industry. With a rich past spanning more than a century, Lion Brewery has made a name for itself as a leader in superior brewing. A wide variety of beers, such as the highly sought-after Lion Lager, Lion Strong, Lion Stout, and Lion Strong Extra Special, are among the company's excellent portfolio offerings. Lion Brewery has established itself as a major force in the Sri Lankan beer market thanks to its dedication to quality, innovation, and satisfying customer preferences. Because of its unwavering commitment to creating unique flavors and upholding strict quality standards, Lion Brewery has become a household name among Sri Lankan beer fans.



Figure 31 : Lion Brewery (Ceylon) PLC

#### Carlsberg Brewery Lanka Limited

This well-known international company has established itself in Sri Lanka's beer market. The world-famous Carlsberg brand is among the many beers that the Carlsberg Brewery produces. The brewery has a rich tradition and is dedicated to producing exceptional beer. Utilizing its international standing for excellence and flavor, the brewery serves beer connoisseurs in Sri





Lanka by providing a high-end drinking experience. Due in large part to Carlsberg Brewery Lanka Limited's presence in the Sri Lankan market, consumers now have a greater variety of beer selections to suit their diverse preferences. Customers looking for great beer experiences in Sri Lanka continue to be drawn to Carlsberg because of its emphasis on premium ingredients and brewing know-how.



Figure 32: Carlsberg Brewery Lanka Limited

## • Three Coins Brewery

Three Coins Brewery is a prominent participant in Sri Lanka's beer manufacturing industry, distinguished by its dedication to producing high-quality brews. Three Coins Lager, the brewery's signature beer, has a devoted fan base among consumers thanks to its unique flavor and reliable quality. Three Coins Brewery prioritizes brewing excellence while accommodating a wide range of customer preferences and providing a tasty and refreshing beer experience. Three Coins Lager is now a well-known option in Sri Lanka's beer market thanks to its commitment to using premium ingredients and strict brewing guidelines. The brewery's focus on innovation, tradition, and customer satisfaction highlights its influence on the regional beer scene and its ability to satisfy the discriminating palates of beer lovers throughout the nation.







Figure 33: Three Coins Brewery

Asia Pacific Brewery (Lanka) Limited / Heineken Lanka Limited

A significant participant in Sri Lanka's beer manufacturing industry, Asia Pacific Brewery (Lanka) Limited is well-known for its wide range of beer brands. The brewery provides a variety of beer options to suit the varying tastes and inclinations of the community. Asia Pacific Brewery has successfully launched and maintained a variety of beer styles, adding to the lively beer culture in Sri Lanka by utilizing its brewing skills and market insights. With a dedication to quality and creativity, the brewery is growing and adding to the variety of options for customers. Asia Pacific Brewery is committed to creating unique beer experiences, which helps it satisfy the wide range of needs of beer lovers in Sri Lanka.



Figure 34: Heineken Lanka Limited





#### Improvements of business process in Yard of Ale.

- Production Efficiency: Using lean manufacturing techniques will help Yard of Ale increase production efficiency. This entails analyzing current workflows to find and fix inefficiencies, cutting down on process waste, and making the most use of available resources. Production can be streamlined to provide a more efficient and economical manufacturing process by implementing automation where it makes sense and reassessing inventory management techniques.
- Supply Chain Management: The operations of Yard of Ale depend heavily on improving supply chain management. The reduction of supply chain disruptions can be achieved by fortifying supplier relationships, deploying more precise forecasting models derived from historical data and market patterns, and using technology such as RFID for inventory tracking. Operational efficiency can be increased by optimizing logistics and making sure raw supplies are procured on time.
- Quality Control: In order to keep consistent product standards, quality control measures
  must be raised. Product quality can be greatly increased by carrying out frequent audits,
  strict compliance checks, and employee training for adherence to quality assurance
  procedures. Adopting a feedback-integration and continuous improvement culture can
  strengthen Yard of Ale's dedication to producing high-quality goods.
- CRM (customer relationship management): A thorough grasp of the requirements and preferences of customers is necessary to refine CRM procedures. Yard of Ale can enhance customer service and personalize its offers by employing CRM software to monitor and analyze consumer feedback, interactions, and purchase habits. Consumer loyalty and deeper relationships can be fostered by expeditiously answering client issues and streamlining communication methods.





- Marketing and Sales Strategies: In order to better understand customer behavior, data analytics and business intelligence (BI) solutions must be used. Yard of Ale can better target particular demographics, pinpoint marketing initiatives, and spot new market trends by deriving actionable insights from data. This method maximizes market reach and brand visibility by enabling a more targeted and effective sales strategy.
- Human Resources Management: Investing in people may have a big impact on overall
  productivity. Some ways to do this include providing thorough training programs,
  encouraging a healthy work environment, and coordinating HR procedures with
  organizational objectives. A motivated and competent workforce is a result of
  comprehensive HR strategies that guarantee employee happiness, professional growth, and
  retention.
- Technological Integration: Yard of Ale's operations can be completely transformed by integrating cutting-edge data analytics tools, IoT for equipment monitoring, and ERP systems. These technology developments boost operational effectiveness, make it easier to make well-informed decisions, and provide real-time insights, which eventually leads to improvements in a variety of business processes.

#### New trends with BI

Augmented Analytics: Augmented analytics incorporates machine learning (ML) and artificial intelligence (AI) into data analysis, thereby modernizing business intelligence. It finds trends, streamlines data preparation, and produces insights that can be put to use. The goal of this movement is to make business intelligence (BI) easier to use so that even non-technical people can gain insightful knowledge from data.

Self-Service BI: This type of business intelligence enables individuals from various businesses to access and analyze data on their own without heavily depending on IT





departments. With its user-friendly interfaces, users can generate reports, dashboards, and analyze data. This approach promotes a culture of data-driven decision-making by democratizing access to data.

Embedded analytics: By directly integrating BI capabilities into processes and apps, embedded analytics offers insights into users' everyday actions. By integrating analytics within their operational systems, firms can improve their ability to make decisions without juggling many tools.

Data Governance and Security: It is more important than ever to manage data governance and security as data volumes increase. The main goals of BI tools are to secure sensitive data by bolstering security measures, guaranteeing compliance with laws like GDPR, and improving data governance features.

Real-time analytics allows companies to examine data as it is being generated, providing quick insights and opportunities for action. This tendency encourages making decisions quickly using the most recent data, which is very helpful in dynamic situations.

Mobile BI and Collaboration: As people depend more and more on their mobile devices, mobile BI has become more popular. It promotes collaboration and decision-making outside of traditional office environments by enabling users to access data and insights while on the go.

Predictive and Prescriptive Analytics: More predictive and prescriptive analytics features are being integrated into business intelligence platforms. While prescriptive analytics offers suggestions for actions to attain desired outcomes, predictive analytics predicts future patterns. This allows firms to proactively prepare and react to changing conditions.





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# **Grading Rubric**

Grading Criteria	Achieved	Feedback
LO1 Discuss business processes and the mechanisms		
used to support business decision-making.		
P1 Examine, using examples, the terms 'Business		
Process' and 'Supporting Processes'.		
M1 Differentiate between unstructured and semi-		
structured data within an organisation.		
<b>D1</b> Evaluate the benefits and drawbacks of using		
application software as a mechanism for business		
processing.		
LO2 Compare the tools and technologies associated		
with business intelligence functionality		
P2 Compare the types of support available for business		
decision-making at varying levels within an		
organization.		
M2 Justify, with specific examples, the key features of		





	I	
business intelligence functionality.		
D2 Compare and contrast a range of information		
systems and technologies that can be used to suppo	rt	
organisations at operational, tactical and strategic		
levels.		
LO3 Demonstrate the use of business intelligence too	ls	
and technologies		
<b>P3</b> Determine, with examples, what business intelligence is and the tools and techniques association.	ted	
with it.		
<b>P4</b> Design a business intelligence tool, application of	pr	
interface that can perform a specific task to suppor	† t	
problem-solving or decision-making at an advanced	<u> </u>	
level.		
M3 Customise the design to ensure that it is user		
friendly and has a functional interface.		
<b>D3</b> Provide a critical review of the design in terms of	DΤ	





how it meetsa specific user or business requirement a	nd identify	
what customisation has been integrated into the design.		
LO4 Discuss the impact of business intelligence tools		
and technologies for effective decision-making		
purposes and the legal/regulatory context in which		
they are used		
P5 Discuss how business intelligence tools can		
contribute to effective decision-making.		
<b>P6</b> Explore the legal issues involved in the secure		
exploitation of business intelligence tools.		
M4 Conduct research to identify specific examples of		
organisations that have used business intelligence		
tools to enhance or improve operations		
<b>D4</b> Evaluate how organisations could use business		
intelligence to extend their target audience and make them more competitive within the market, taking security legislation into consideration		



