Social BI und Panorama Necto

Unterschleißheim 12.07.2012

Ursula Kahan
Senior Manager

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Reply Group Europe at a Glance

Reply integrates CULTURE, COMPETENCE and PROACTIVENESS applying new information and communication technologies and paradigms to excel in the development of flexible, successful, innovative solutions.

- Reply was founded in 1996 as an answer to a very quick technological evolution that brought a new way of doing business and communication.
- Revenue: from 18,6 Mio. Euro in 1999 up to 440 Mio. Euro in 2011.
- Double digit EBITDA-Margin since the beginning.
- 3.400 employees within european network of specialized companies.
- Long term partnerships with large scale and upper midsize customers.

Success Factors:

- Specialized competence in Consulting, System Integration, Service Management (Application & Operation) and Business Process Outsourcing.
- Industry specific know how of core processes.
- Focus on new communication channels and digital media.
- Investments in innovation and know how.
- Strategic partnerships with leading software vendors.

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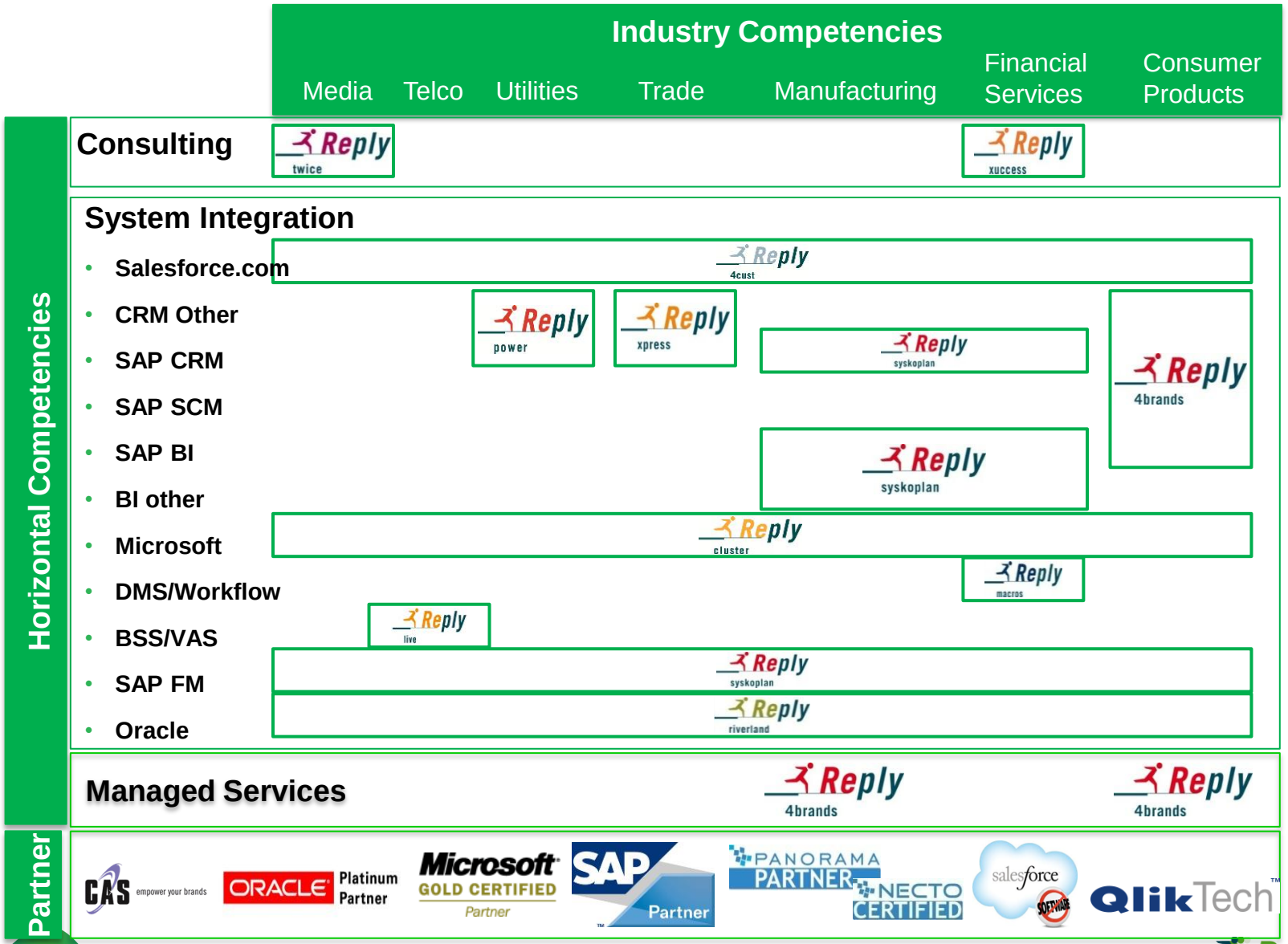

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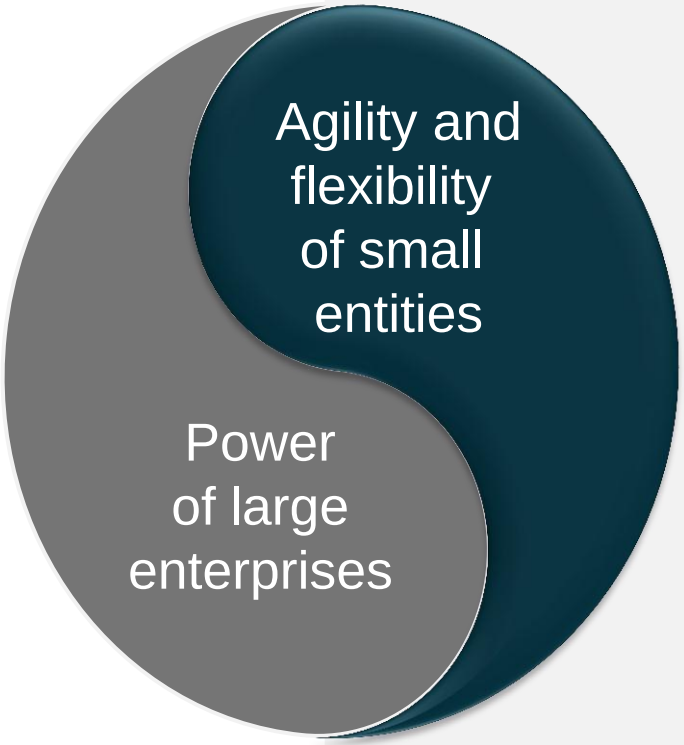
… of Entrepreneurially Managed Business Units



- Autonomous and flexible in their competence niche
- Common management philosophy, goals, leadership and functional standards
- Shared services (finance + accounting, HR, knowledge management, IT, quality, marketing)
- Strong team culture (cross selling)

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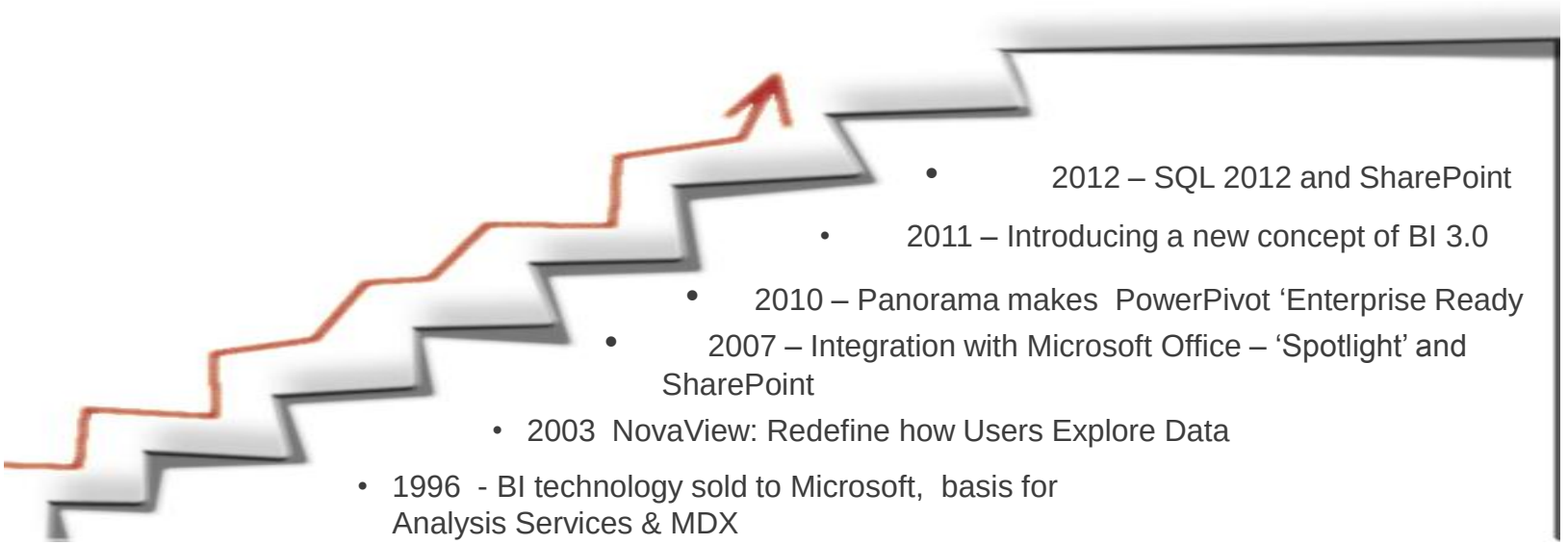
About Panorama Software – 15 Years of Joint Unbeatable Innovation

Microsoft GOLD CERTIFIED Partner

- Global ISV and a Microsoft Gold Partner
- Delivering BI solutions for the MS platform for more that 15 Years
- Over 1,600 enterprise customers world wide
- HQ in Toronto Canada, Offices in US, UK and Israel



- 2012 – SQL 2012 and SharePoint
- 2011 – Introducing a new concept of BI 3.0
- 2010 – Panorama makes PowerPivot 'Enterprise Ready
- 2007 – Integration with Microsoft Office – 'Spotlight' and SharePoint
- 2003 NovaView: Redefine how Users Explore Data
- 1996 - BI technology sold to Microsoft, basis for Analysis Services & MDX

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Over 1,600 Panorama customers worldwide

Financial Services

citigroup
NOMURA
CREDIT SUISSE
UBS
Dresdner Bank
Advice you can bank on
COMMERZBANK
BARCLAYS
RBS
The Royal Bank of Scotland Group
Vancity
Nationwide
Scotiabank

Manufacturing

PHILIPS
Imperial Tobacco
MOTOR HARLEY-DAVIDSON CYCLES
safety-kleen
FUJI
ALTERA
L'ORÉAL
Jelly Belly
DELL

Healthcare

NewYork-Presbyterian
The University Hospitals of Columbia and Cornell
JANSSEN-CILAG FARMACEUTICA
stryker
Pfizer
Roche
ManorCare
Shire
SIFI
Chiesi
Schering-Plough
Medley

Retail & Distribution

The Coca-Cola Company
PHILIP MORRIS INTERNATIONAL
Office DEPOT
BRITA
W
WATERSTONE'S
mothercare
BALTIKA breweries
Food Brokers Limited

Telecom, Media & Entertainment

SONY BMG MUSIC ENTERTAINMENT
EMI Records
MTV MUSIC TELEVISION
KNIGHT RIDDER
MACMILLAN
סלקום
ככה זה כשאוהבים
Sprint
888 HOLDINGS PUBLIC LIMITED COMPANY

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Shifting the Corporate Paradigm into a Social Enterprise by Leading the Business Intelligence 3.0 Revolution

With Social, Contextual and Advanced Analytics optimised and integrated to the Microsoft platform (SQL12, SharePoint, Office, Lync)

NECTO™ is a socially enabled BI system, which is context aware so it anticipates your needs and automatically pushes relevant information in real time.

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End-to-End BI Suite
Intuitive & Interactive for Business Users

Analytics

Social Intelligence

Automated Insights

WorkBoards

Reporting

KPI's

Visuals (e.g. treemaps)

Office Integration

Complete Web-based experience

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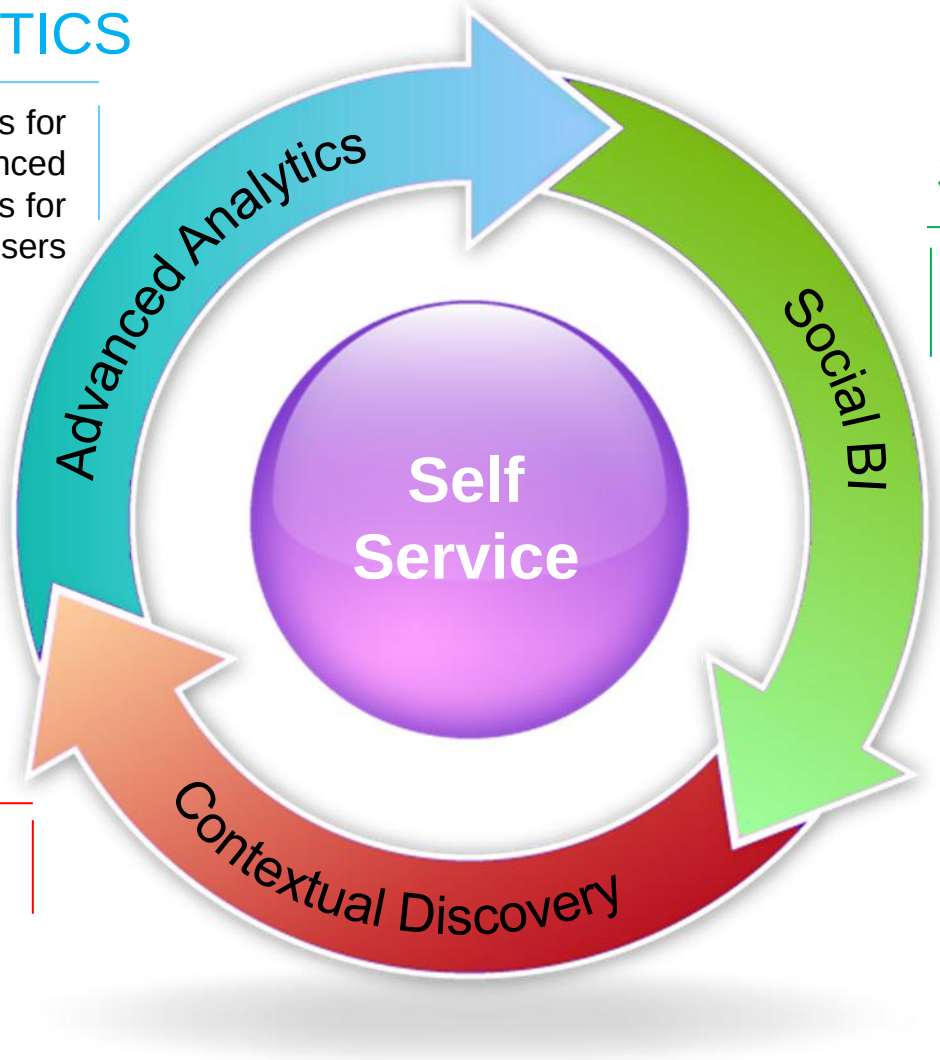
Panorama Necto™
BI 3.0: Build Your Corporate Intelligence

ADVANCED ANALYTICS

Easy-to-use analytics for business users and advanced analytical capabilities for power users



SOCIAL BI

Engaging platform for collaborative decision making

CONTEXTUAL DISCOVERY

Intelligent BI engine that automatically pushes relevant insights by understanding user's behavior

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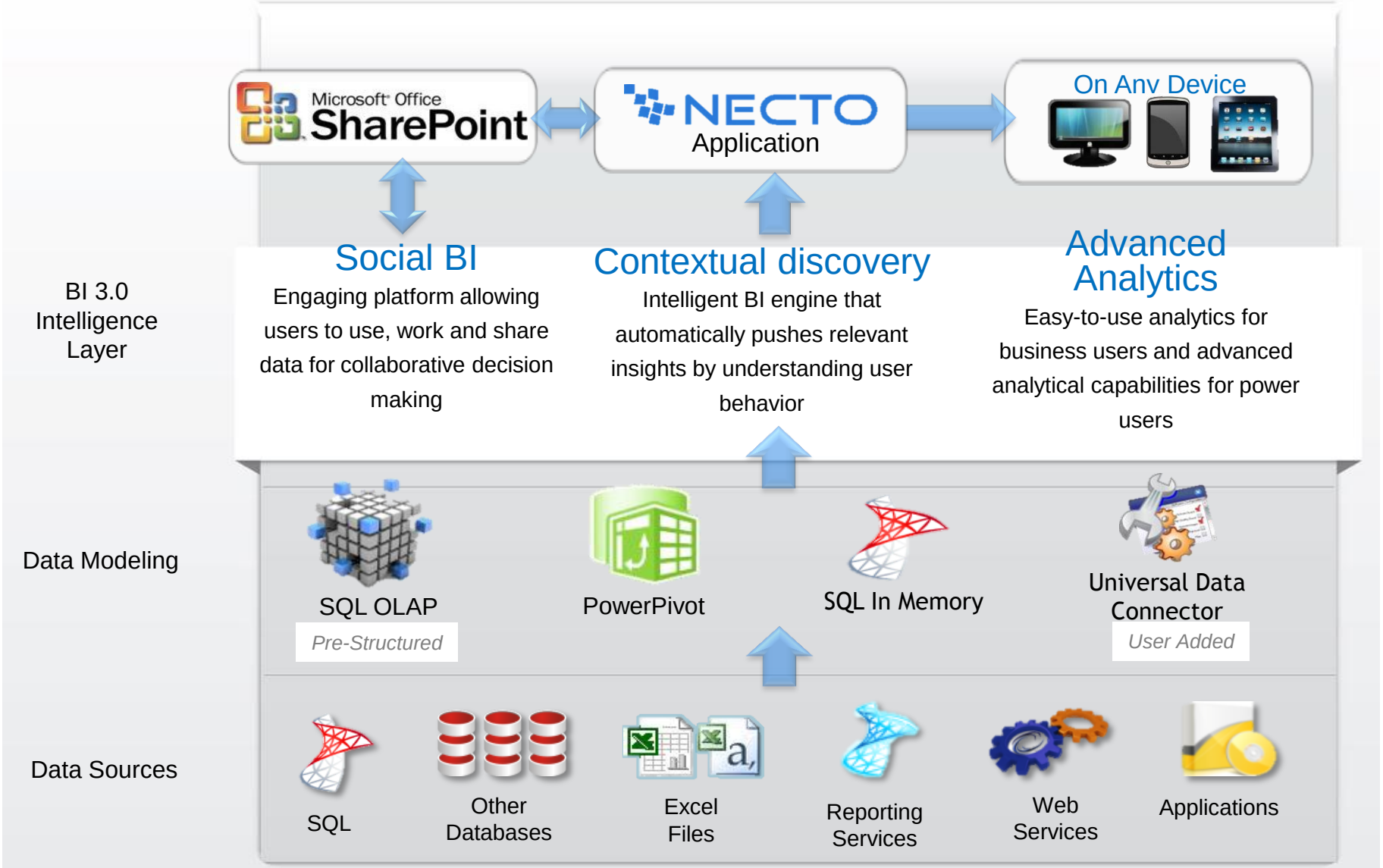
Panorama Necto Architecture



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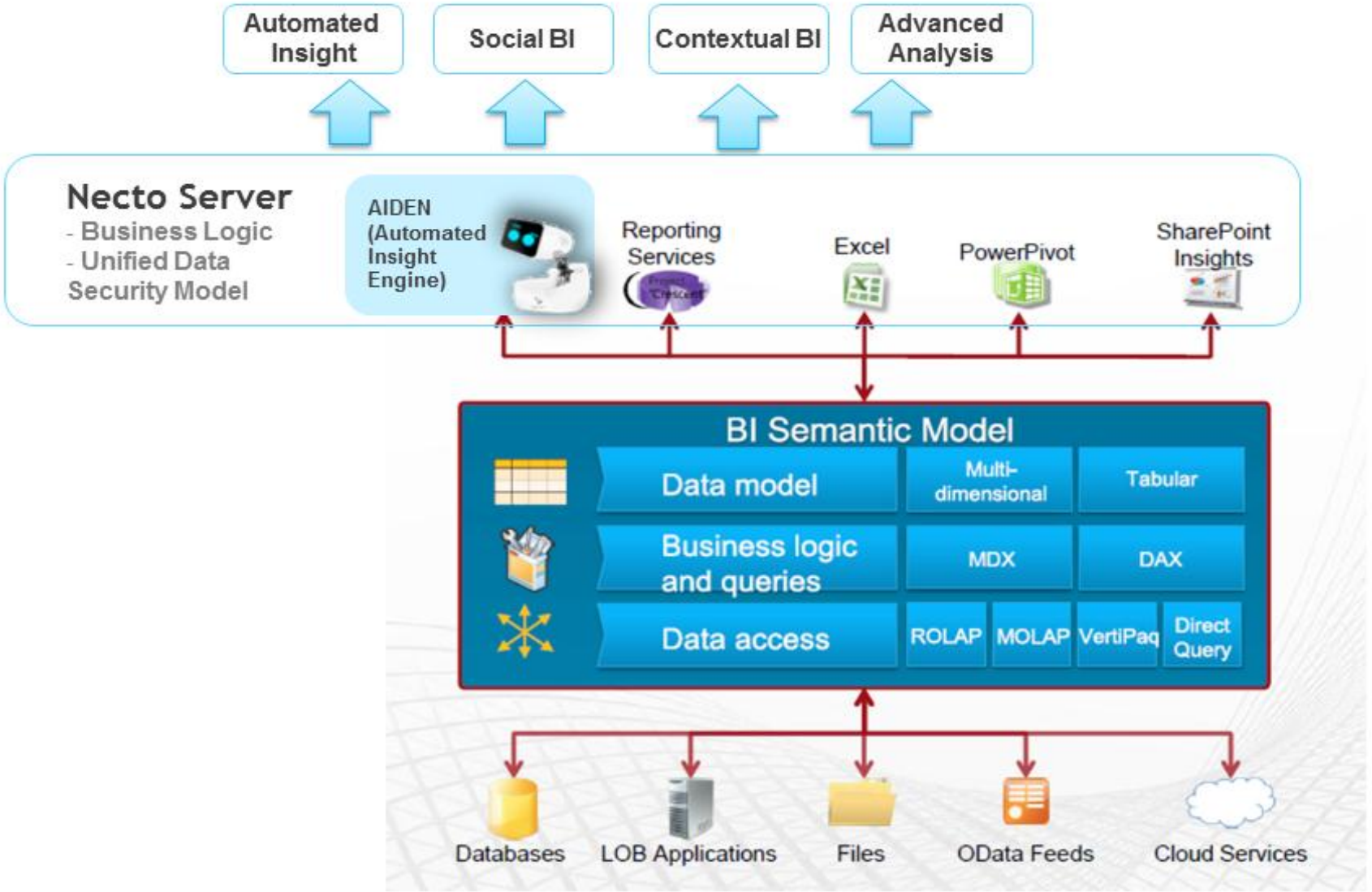
Microsoft and Panorama – the Most Competitive BI Offering



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Advanced Analytics for Power Users

Panorama extends the Microsoft platform with a powerful webbased analytical application:

- Slice and dice
- Drill-ups, drill-downs and drill-throughs
- Advanced filtering
- Simple and bubble up exceptions
- Formulas and parameters
- Instant calculated members
- Sliding filters
- Interactive Charting
- One click interactive reporting
- Large dimension handling
- Advanced MDX and DAX tools
- And much, much more

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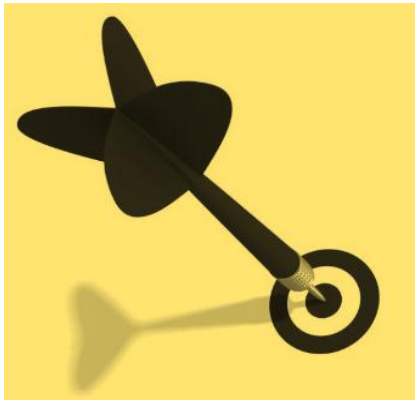
- **Simple, self-service BI for the Business User**
- **More power to the Analyst / the power user**
- **Easy solution to deploy and maintain for the IT**
- **Enable organizations to build their Corporate Intelligence**

On top of any data source!



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Panorama extends the Microsoft Platform

- The only BI tool specifically designed for the MS Platform
- Provides advanced analytical tools for the power users
- Gives the ability to spread BI to the masses through innovative interface & integration with Office and SharePoint
- Provides innovative ways to create and manage OLAP cubes automatically
- Natively supports MS PowerPivot, in-memory platform, and makes it enterprise ready (adding data level security, etc.)
- Empowers SharePoint BI content with Social Intelligence
- Makes Analysis Services the strongest Data platform available today with Necto automatic analytics capabilities and cause & effect algorithms
- Integral part of SharePoint, integration to feeds, profile and search
- Connect BI data and SharePoint Documents to allow quantitative and qualitative analysis, using Fast Search
- Expands the use of Analysis Services with relevancy mechanisms

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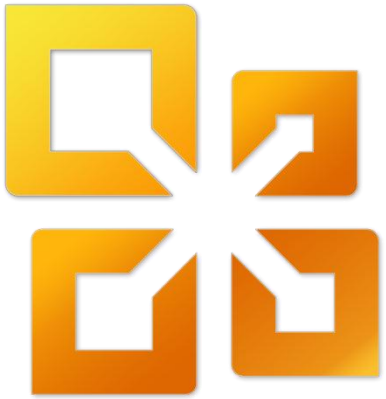
Support all major current & future MS technologies

SQL | MS SSAS 2008 R2 | MOSS 2010 | SQL 2012 | Azure



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BI 3.0 – Social Collaboration

- **Social Collaboration**
  - Opening Ad hoc discussion with a person or group
  - Discussion at cellular level, adding workboard slicers to the measure
  - Generating notifications to email on new discussion
  - Directly opening relevant workboard to discussion
  - Maintaining list of discussions in workboard
  - Archiving insights for future use
  - General comments on components and cells

- **Subscription**
  - Similar to Twitter
  - Can subscribe to a user to view the content he saves (assumed with sharing and respective permissions)

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BI 3.0 - Relevancy

- **Offering Relevant Workboards with similarity according to**
  - Users predefined interests
  - Current Workboard Tags, Likes and Hits
  - Relevancy of 3rd user to this workboard
- **One Click Insights**
  - Finding anomalies looking for trend drops in data
  - Comparing current period with previous period
  - No configuration needed
- **Cause & Effect**
  - Finding probable root cause of an Insight
  - Automatically running through the possible dimension combinations and finding the causes with strongest insights

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BI 3.0 Capabilities

- Placeholders
  - Connecting unstructured data (twitters, images, CRM) to structured cube content
  - Using cube metadata
- History of Workboards
- Proposing Relevant people to a Discussion
- Ability to “Like” a colleagues or managers report
- Automatically slicing a workboard according to your interests

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Demo

Trial Download
http://go.panorama.com/trial-1

Weitere Information:
u.kahan@reply.de

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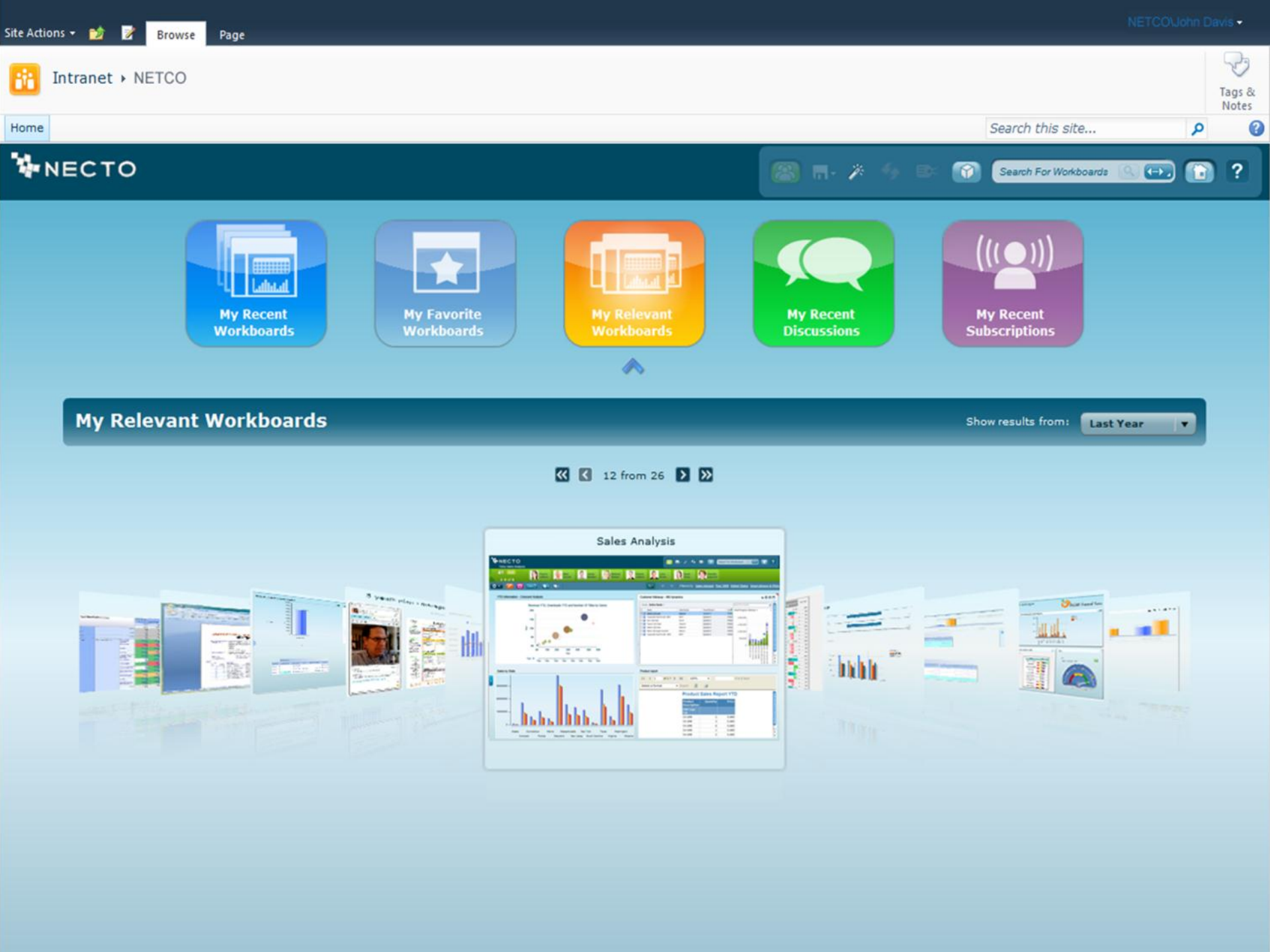

Site Actions
Browse
Page
NETCO\John Davis
Intranet ▸ NETCO
Tags & Notes
Home
Search this site...
NECTO
Search For Workboards
My Recent Workboards
My Favorite Workboards
My Relevant Workboards
My Recent Discussions
My Recent Subscriptions
My Relevant Workboards
Show results from:
Last Year
12 from 26
Sales Analysis

NECTO
Sales Analysis

Search For Workboards

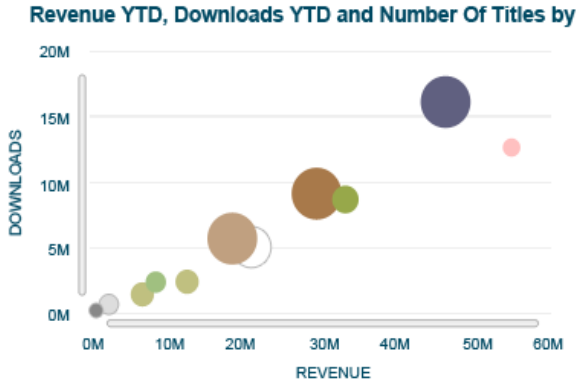
1-8 of 8

Debra Mcbride | Mike Zienski | James Madden | Mellanie Watson | Cherrie LeBlanc | Larry Brown | Sarah Gross | Daniella Popovich

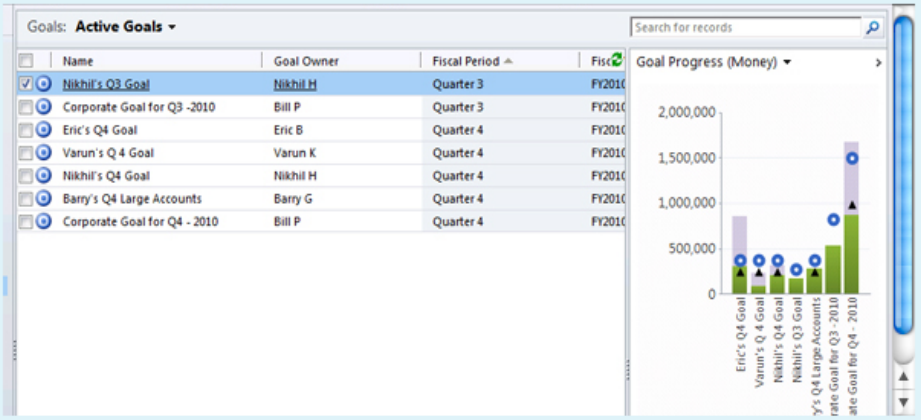
Like

Filtered by: Sales Amount | Year 2009 | United States | Smart phones & PDAs

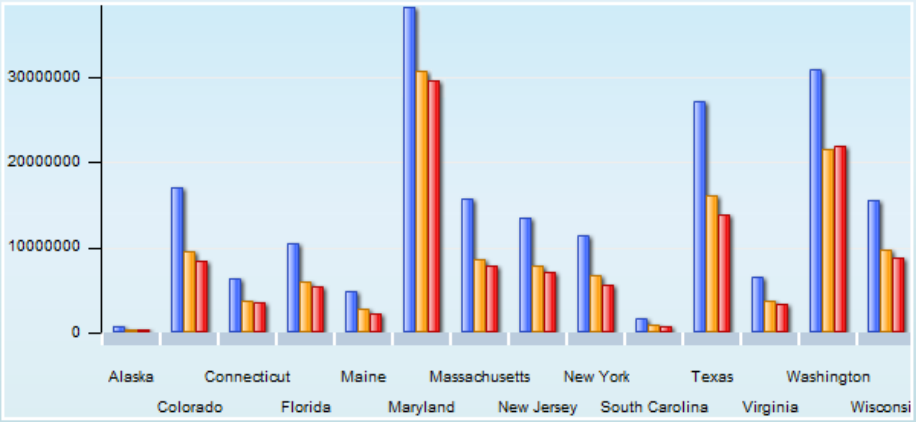
YTD Information – By Crescent



Customer Follow-up – By MS Dynamics



Sales by State – By Analysis Services



Product Report – By Reporting Services

1 of 2 ? | 100% | Find | Next

Select a format | Export

Product Sales Report YTD

Product Description	Quantity	Price
AWC Logo Cap		
CA-1098	2	5.1865
CA-1098	3	5.1865
CA-1098	6	5.1865
CA-1098	1	5.1865
CA-1098	2	5.1865

NECTO
Budget Dashboard

Hi Jonathan

Search For Workboards

1-6 of 6

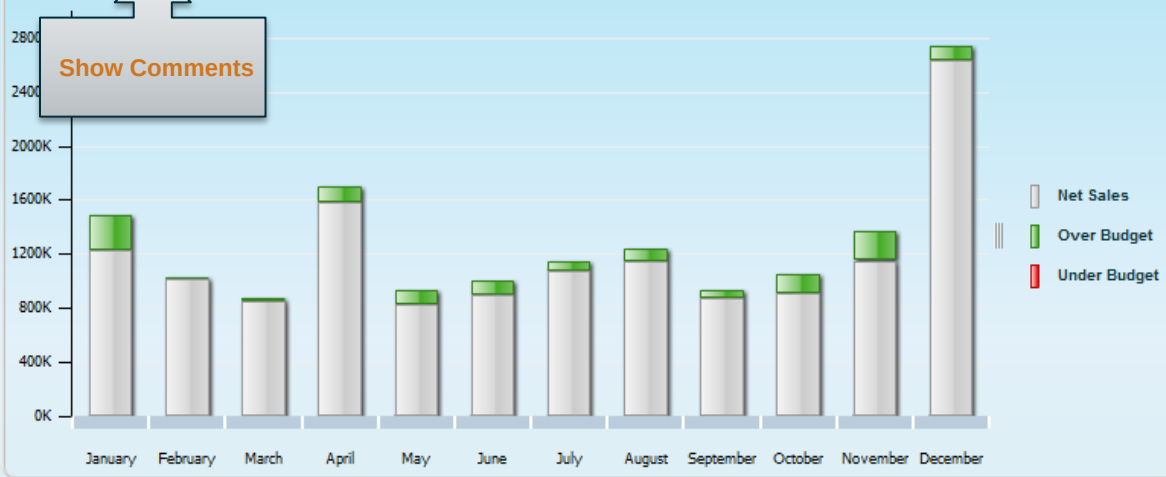
Efi Goldman | Izhar Livny | Yaron Dekel | Rosita Sharon | Eynav Azarya | Tomer Paz

Like

Year: 2008, 2009, 2010, 2011
Quarter: Q1, Q2, Q3, Q4

Budget vs Actual Sales by Months

Show Comments



Sales by Salesperson

Net Sales

Sales and Budget by Product Group

Measures

Item by Category by ...	Net Sales	Sales Budget Amount	Budget Variance	Net Sales/Budget Index
Grand Total	11,384,463.99	10,317,658.00	1,066,805.99	110.34%
FURNITURE	3,284,530.08	3,280,594.00	3,936.08	100.12%
HARDWARE	1,743,977.50	1,727,224.00	16,753.50	100.97%
N/A	712,361.50		712,361.50	
SOFTWARE	3,521,967.67	3,096,101.00	425,866.67	113.75%
SPORT	2,121,627.24	2,213,739.00	-92,111.76	95.84%

Budgeted vs Actual Quantities

Budget: 106,922
Value: 115,245

Actual Quantity vs LY

Last Year: 55,247
Value: 115,245

Net Sales CY vs LY

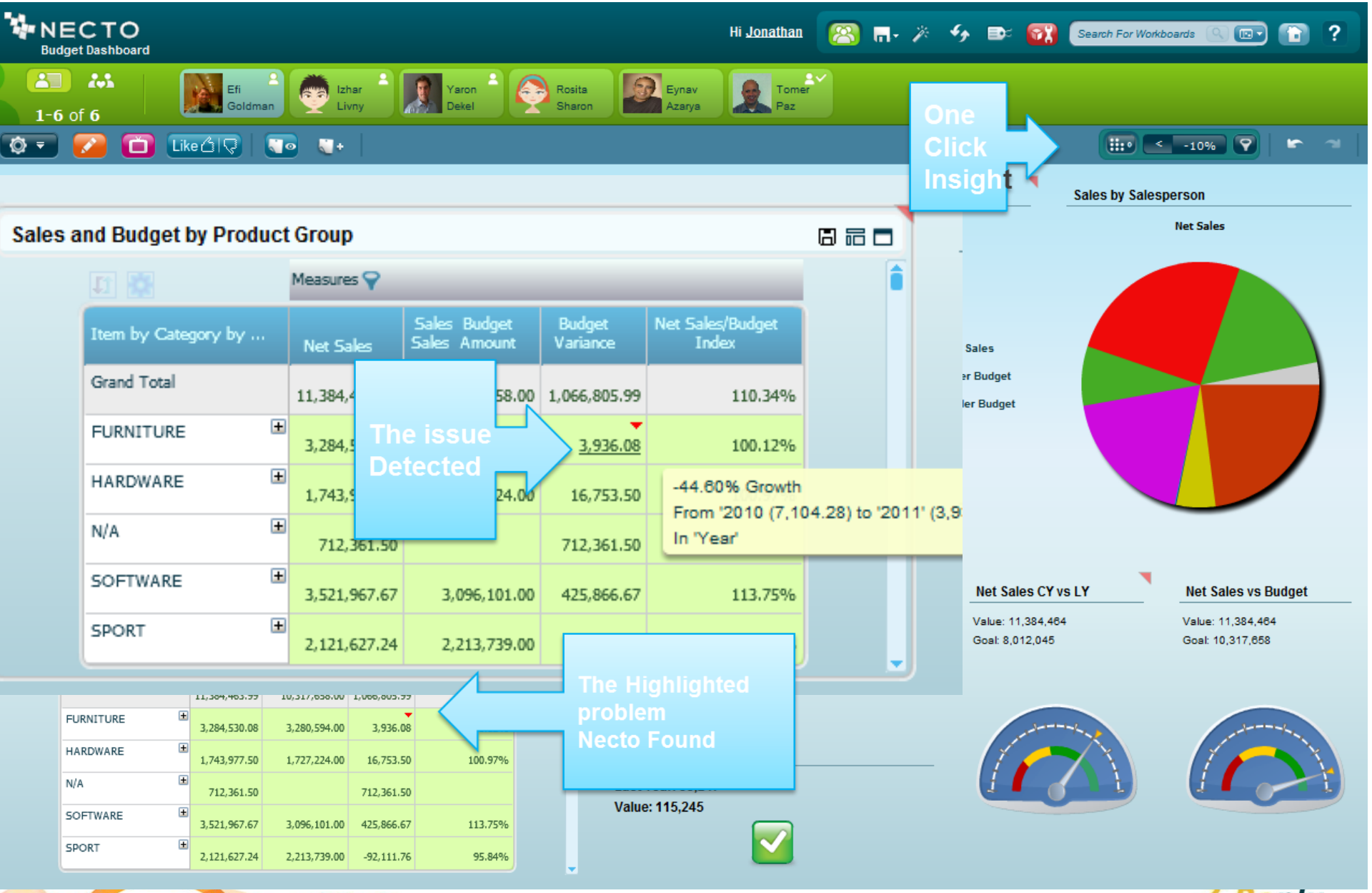
Value: 11,384,464
Goal: 8,012,045

Net Sales vs Budget

Value: 11,384,464
Goal: 10,317,658

Reply cluster

Reply cluster



Reply cluster

Reply cluster

NECTO
Budget Dashboard
Hi Jonathan
Search in Workboard
1-6 of 6
Efi Goldman
Izhar Livny
Yaron Dekel
Rosita Sharon
Eynav Azarya
Tomer Paz
Like
-10%
Jonathan Ben Shaoul (24/05/12 14:05
Yaron Dekel;
Jonathan Ben Shaoul: (24/05/12 14:05)
Hey Yaron can you please explain the drop in Sales? 3,936.08
Year
Quarter
2008 Q1
2009 Q2
2010 Q3
2011 Q4
Budget vs Actual Sales by Months
2800K
2400K
2000K
1600K
1200K
0K
January
February
March
April
May
June
July
August
September
October
November
December
Net Sales
Over Budget
Under Budge
Sales by Salesperson
Net Sales
Sales and Budget by Product Group
Measures
Item by Category by ...
Net Sales
Sales Budget Sales Amount
Budget Variance
Net S... Index
Grand Total 11,384,463.99 10,317,658.00 1,066,805.99 110.34%
FURNITURE 3,284,530.08 3,280,594.00 3,936.08 100.12%
HARDWARE 1,743,977.50 1,727,224.00 16,753.50 100.97%
N/A 712,361.50 712,361.50
SOFTWARE 3,521,967.67 3,096,101.00 425,866.67 113.75%
Budgeted vs Actual Quantities
Budget: 106,922
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Net Sales CY
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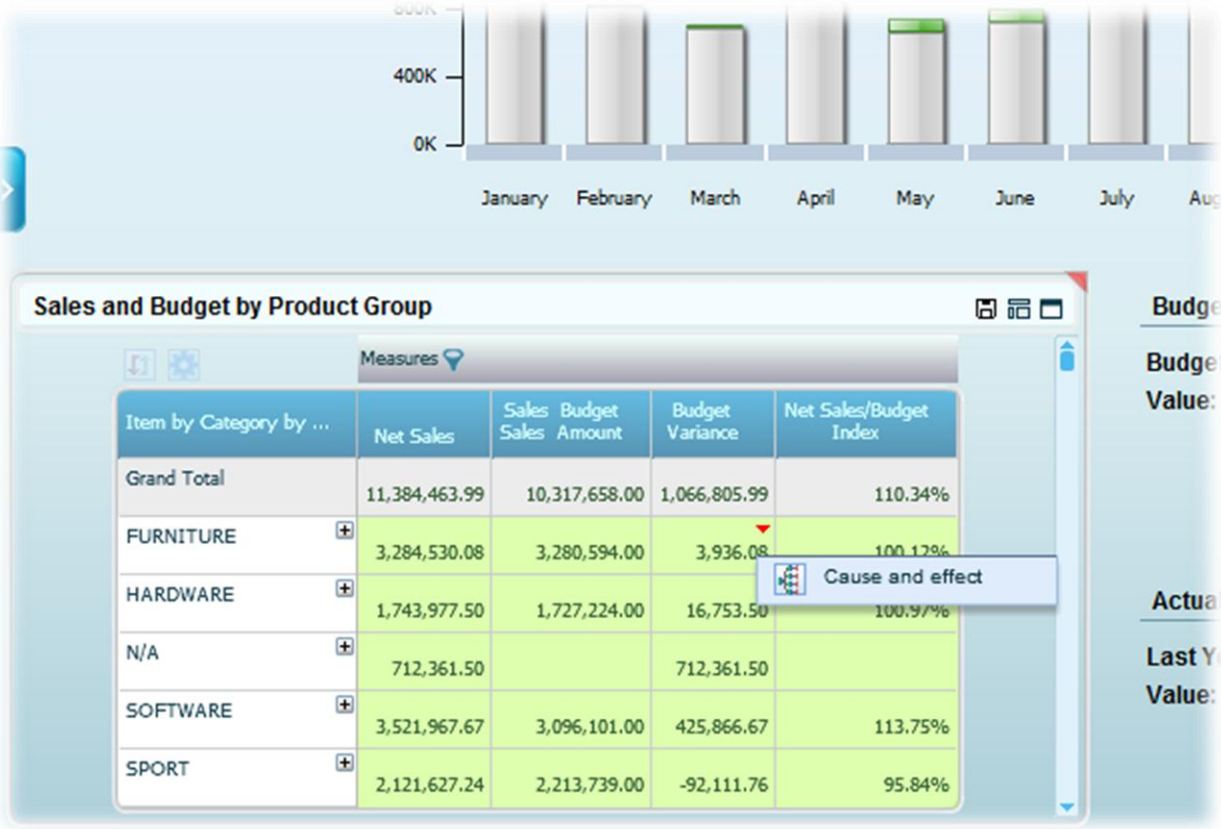
Goal: 8,012,045
Net Sales vs
Value: 11,384,464
Goal: 10,317,658
Drag components here to hide:


400K
0K
January
February
March
April
May
June
July
Sales and Budget by Product Group
Measures
Item by Category by ...
Net Sales
Sales Budget Sales Amount
Budget Variance
Net Sales/Budget Index
Grand Total
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10,317,658.00
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Cause and effect
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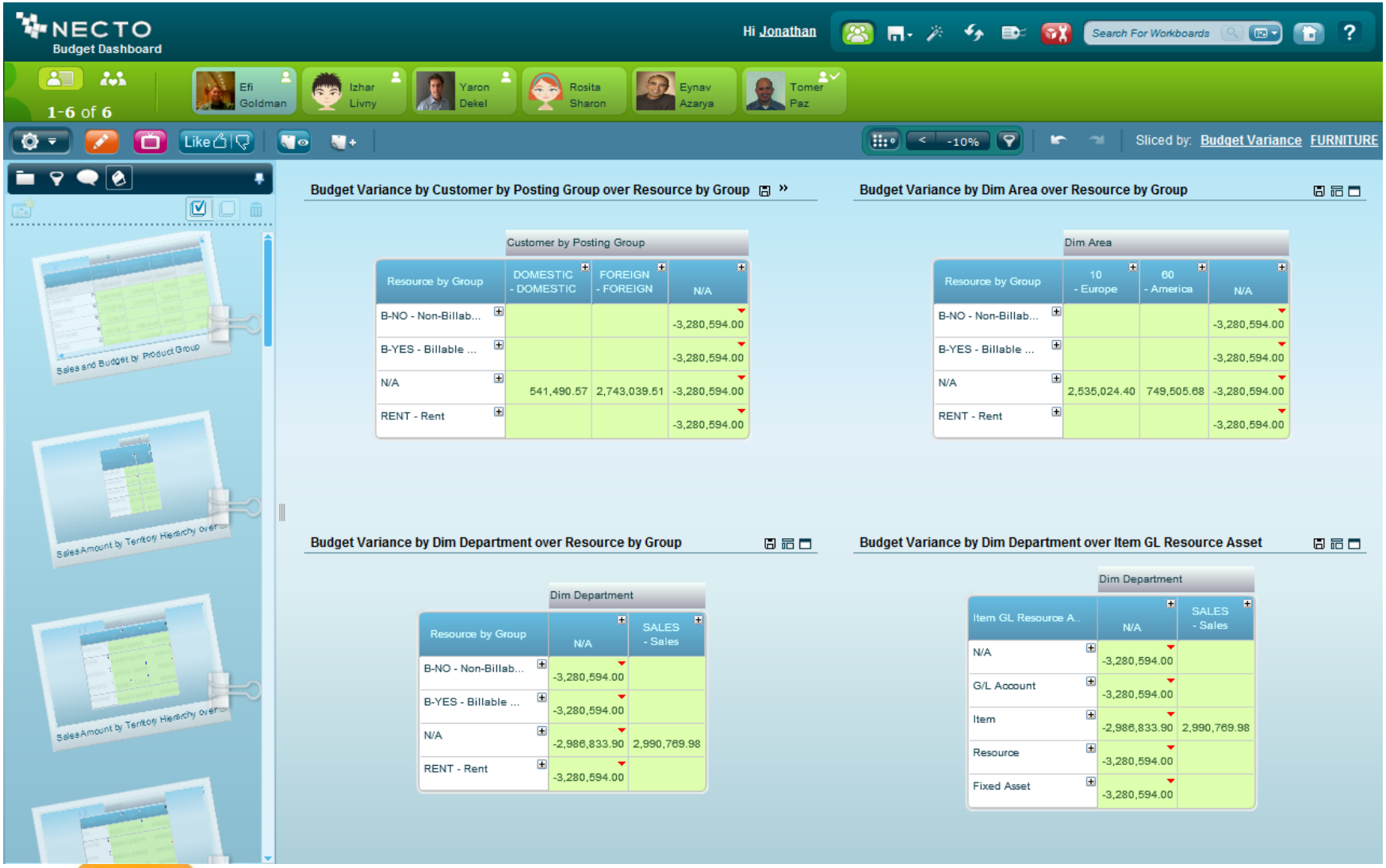
Value:


NECTO
Budget Dashboard
Hi Jonathan
Search For Workboards
1-6 of 6
Efi Goldman
Izhar Livny
Yaron Dekel
Rosita Sharon
Eynav Azarya
Tomer Paz
Like
-10%
Sliced by: Budget Variance FURNITURE
Budget Variance by Customer by Posting Group over Resource by Group
Customer by Posting Group
Resource by Group
DOMESTIC - DOMESTIC
FOREIGN - FOREIGN
N/A
B-NO - Non-Billab...
-3,280,594.00
B-YES - Billable ...
-3,280,594.00
N/A
541,490.57
2,743,039.51
-3,280,594.00
RENT - Rent
-3,280,594.00
Budget Variance by Dim Area over Resource by Group
Dim Area
Resource by Group
10 - Europe
60 - America
N/A
B-NO - Non-Billab...
-3,280,594.00
B-YES - Billable ...
-3,280,594.00
N/A
2,535,024.40
749,505.68
-3,280,594.00
RENT - Rent
-3,280,594.00
Budget Variance by Dim Department over Resource by Group
Dim Department
Resource by Group
N/A
SALES - Sales
B-NO - Non-Billab...
-3,280,594.00
B-YES - Billable ...
-3,280,594.00
N/A
-2,986,833.90
2,990,769.98
RENT - Rent
-3,280,594.00
Budget Variance by Dim Department over Item GL Resource Asset
Dim Department
Item GL Resource A..
N/A
SALES - Sales
N/A
-3,280,594.00
G/L Account
-3,280,594.00
Item
-2,986,833.90
2,990,769.98
Resource
-3,280,594.00
Fixed Asset
-3,280,594.00

NECTO
Budget Dashboard
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Like
-10%
Year
Quarter
2008
2009
2010
2011
Q1
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2,213,739.00
-92,111.76
Sort by Budget Variance
Hide
Value Filter
Formulas
Expand member to
Select highlighted members
Reorder...
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Net Sales vs Budget
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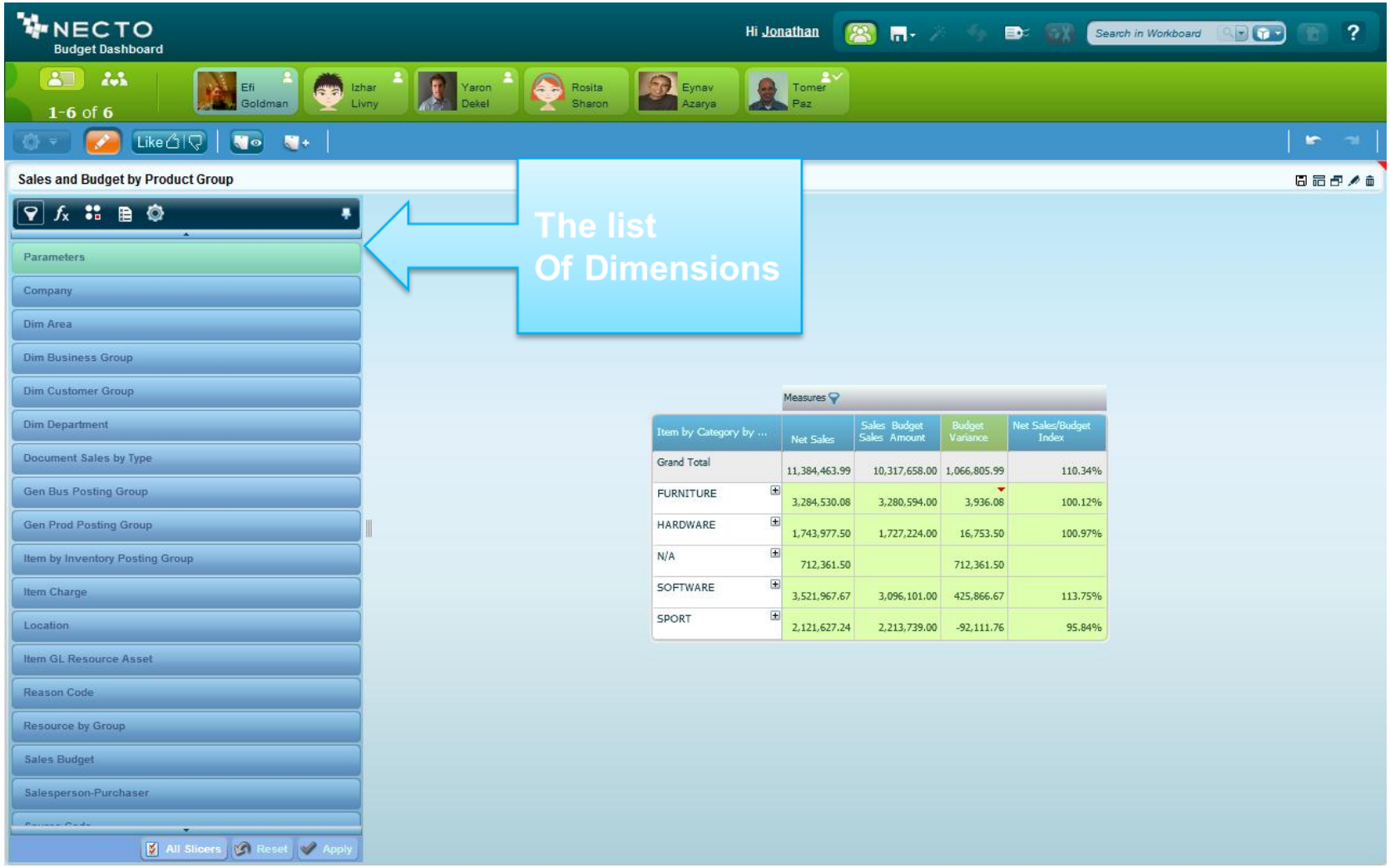
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Sales and Budget by Product Group
The list
Of Dimensions
Parameters
Company
Dim Area
Dim Business Group
Dim Customer Group
Dim Department
Document Sales by Type
Gen Bus Posting Group
Gen Prod Posting Group
Item by Inventory Posting Group
Item Charge
Location
Item GL Resource Asset
Reason Code
Resource by Group
Sales Budget
Salesperson-Purchaser
All Slicers
Reset
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Measures
Item by Category by ...
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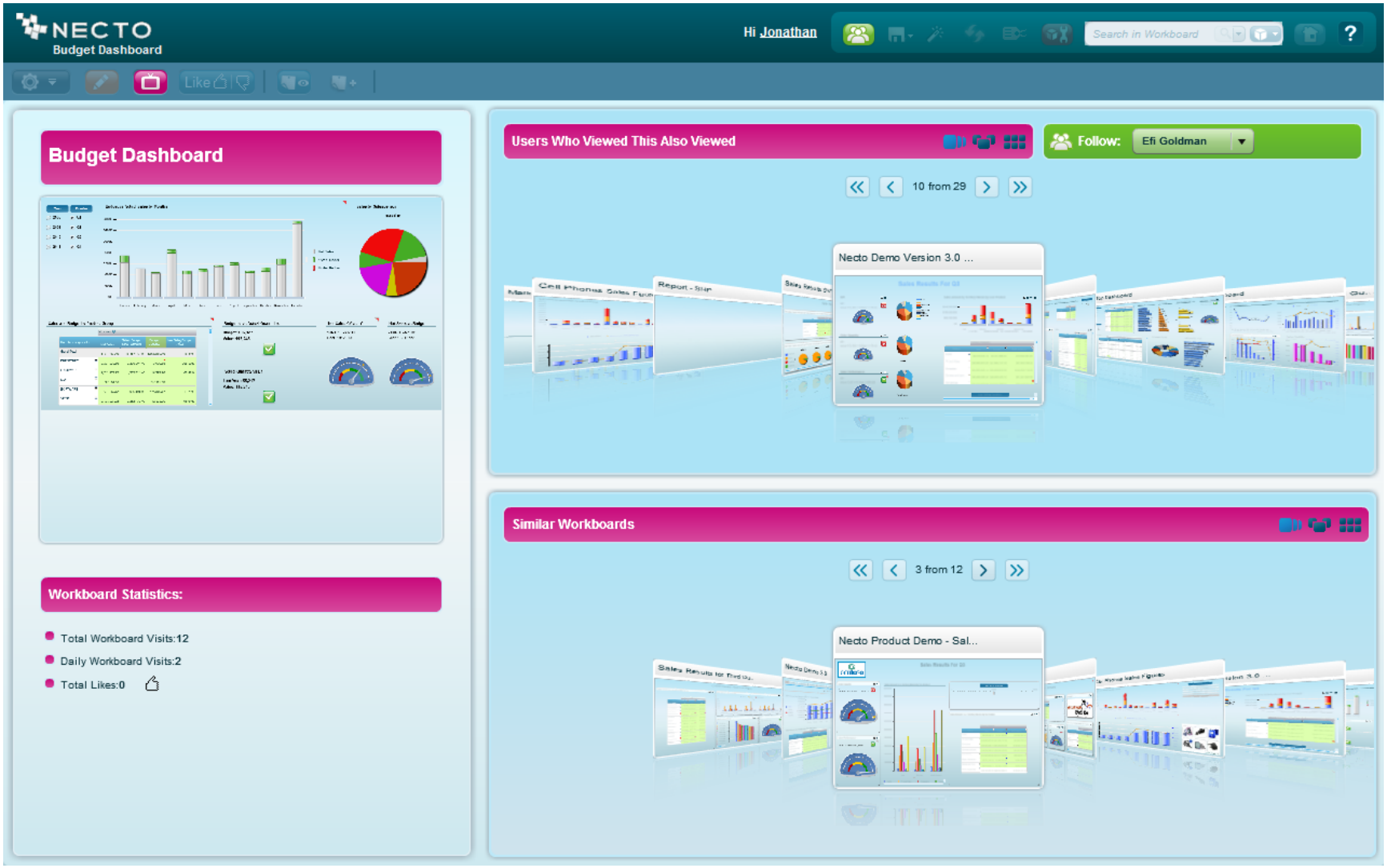
NECTO
Budget Dashboard
Hi Jonathan
Search in Workboard
Like
Budget Dashboard
Users Who Viewed This Also Viewed
Follow:
Efi Goldman
10 from 29
Necto Demo Version 3.0 ...
Similar Workboards
3 from 12
Necto Product Demo - Sal...
Workboard Statistics:
Total Workboard Visits:12
Daily Workboard Visits:2
Total Likes:0

What's New

My Colleagues | My Interests | Newsfeed Settings

Post

Previous | Next

Today August 06

John Davis posted a note on Shared Document * All Document. 52 minutes ago in Necto
Edit | Delete | Reply
What happened in south Carolina? Why the results there are so low?

Laura. Brady posted a note on Necto * All Document. 30 minutes ago in Necto
Edit | Reply
We replaced the distributor there this year, so the new one needed to ramp up

John Davis posted a note on Shared Document * All Document. 27 minutes ago in Necto
Edit | Delete | Reply
Did he get the proper certification for supporting our products

Laura. Brady posted a note on Necto * All Document. 18 minutes ago in Necto
Edit | Reply
Not yet he is scheduled to do so next month

John Davis posted a note on Shared Document * All Document. 10 minutes ago in Necto
Edit | Delete | Reply
We need to ensure that our customers get the support they need in the mean time. Please ask a distributor from Virginia to assist.

John Davis posted a note on Necto * All Document. 30 minutes ago
Edit | Delete | Reply
no mountain high enough – I just finished preparing my presentation for the conference. It rocks!

John Davis posted a note on Necto * All Document. 30 minutes ago
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I see an ever increasing number of customers looking for a mobile application. We need to have it out – and the sooner the better

Vielen Dank!
Thank you very much!

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Living network