Introduction

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- Integration of Value Chain Processes
- Integration of Business Models

Microsoft – Industry Solution Architect

- Platform / Applications for Integration of Value Chain Processes
- Platform / Applications for Integration of Business Models

GE – Director of Planning and Programs

- Integration of Value Chain Processes
- Integration of Business Models

BPM (Business Process Management)
BI (Business Intelligence)
OUR MISSION AT RANDGROUP

Help people use technology for business success.
Business Success Formula: ERP + BI + BPM = IAE
1. **IAE** *(Intelligent Agile Enterprise)*

2. **BI** *(Business Intelligence)*
   - BI360 - *Overview & Case Study*
   - Microsoft BI Platform - *Overview & Case Study*

3. **BPM** *(Business Process Management)* - *Overview & Case Study*

4. **Pulling it all together** - *Overview & Case Studies*
1. The Intelligent Agile Enterprise

- Benefits
- Intelligence Dimension
- Agile Dimension
Companies ranked using a capability maturity model across two dimensions:

- Intelligence
- Agility

Leaders were *twice as likely to exceed industry average profit margins* (5% on average)

What is 5% of your company's margin ($)?

*Source: Booz Allen Hamilton Study of 50 companies cross-industry*
Intelligence CMM

- **Prescriptive**: What Should We Do?
- **Predictive**: What will Happen?
- **Diagnostic**: How did it Happen?
- **Descriptive**: What Happened?
Differentiating processes are unique by definition. These are defined and managed in level 5 CMM.

“Very rarely will individual companies gain durable advantages through the deployment of packaged applications.”

-Michael Porter
Harvard Business School
Author: “Competitive Strategy”, “Competitive Advantage”
2. Business Intelligence

- What is BI?
- BI360 - Overview & Case Study
- Microsoft BI Platform - Overview & Case Study
What is BI?

“Business intelligence (BI) is an umbrella term that includes the applications, infrastructure, tools, and best practices that enable access to and analysis of information to improve and optimize decisions and performance”. - Gartner

It tells you where you are and where you need to go.

It should be:

• Relevant
• Reliable
• Shared
• Actionable
BI360

- Suite of Data Warehouse Design and Admin Tools
- Live Financial Reporting (*plug and go – already mapped*)
- Budgeting Solution + Security and Workflow (*Case Study*)
- Fully Extensible (*warehouse built on SQL Server - Plugs into larger Architectures i.e., MS BI*)
Real World BI360

- Budgeting along functional and departmental lines with Security.
- Scenario Planning for (Forecasts, Budgets and Actual...)
- Flexible Time Dimension Planning (Long Term Projects, Events => Annual Budget)
Microsoft BI Direction

SQL Server and Analysis Services (AS)
• Tabular Model and DAX (data analysis expressions)

Excel
• Integration (both ways) with Tabular AS and Power BI
• Extension of Power Query and “M”

Azure
• Power BI / Power Query / PowerView
  • Power BI Desktop / Power BI Connectors (demo)
• O365 / SharePoint Online (demo)

Mobility
• Power BI Mobile / Datazen (demo)

Analytics
• Machine Learning
Power BI Dashboards

Azure Analytics

Descriptive
- What Happened?
- Descriptive Statistics
- Data Clustering
- Business Intelligence

Diagnostic
- Why did it happen?
- Sensitivity Analysis
- Experiment Design
- Business Intelligence

Predictive
- What Will Happen?
- Regression
- Neural Networks
- Vector Machines

Prescriptive
- What Should We Do?
- Simulation
- Optimization

Analytical Sophistication
Microsoft BI Platform

Presentation and Analysis
- BI in Excel
  - Power Query
  - Power View
  - Power Pivot

Collaboration and Communication
- SharePoint 2013
  - Excel Web Access
  - Workflow
  - Power Pivot
- SharePoint Online
  - O365
  - Workflow
  - Power Pivot

Data Management and Integration
- SQL Server
  - SSAS
  - SSIS
  - SSRS
- SQL Azure
  - Azure Service Hub
  - Data Gateways

Cloud
- Power BI
  - Power View
  - Power BI Desktop
  - AS Connector

Mobility and Services
- Power BI Mobile/Datazen
- Azure Analytics
  - Azure Marketplace (market services)
- Big Data

Massive Vision and Investment

Dizzying Array of Tools

Big Potential...And Big Challenges
Self-Service BI
Managed Self-Service BI

- **Groups**
- **Roles**
- **Users**

**Levels of Security:**
- **Groups**
- **Roles**
- **Users**

**Levels of Data Security – Analysis Services**
- **Perspectives**
- **Models**
  - **Groups**
  - **Roles**
  - **Users**
Real World Power BI (Large O&G MLP)

- Production Monitoring *(millions of transactions on a daily feed from SCADA)*
- Different tools: Field, Engineering and Management - but same underlying data models
- AS Tabular Model consolidates data *and logic* into manageable and shareable components for relevant and reliable BI.

- Overview
- Case Study
Business Process Management

The System (BPMS)

Integrating

Modeling

Monitoring

Optimizing

The Methodology (BPM)
Real World BPM (large Maritime Company)

- End-to-End Supply Chain Processes - Accelerating Procurement and Organizational Agility
  - Mobile and SharePoint based Forms
  - Workflow metrics tracked in SharePoint lists and available in Power BI (e.g., $ ordered, time in process)
- Structured and Unstructured Workflows and Data
4. Pulling it all together

- Solution Framework
- More Real World Examples
Rand Solution Framework

- Reporting and Budgeting
- Forecasting
- Operations Optimization
- Pricing and Proposal Management
- Supply Chain Optimization
- Project Management
- Collaboration

Bricks with software tools:
- BI360
- Power BI
- BI360
- Workflow
- SharePoint

Perspectives 2016

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More Real World Examples

*Operations Optimization (BI + BPM)*

*Predictive Maintenance (BI+ Analytics + Data Integration + BPM)*

*Revenue Optimization (BI + Analytics)*
Final Thoughts

- ERP + BI + BPM = IAE (5% improvement in margin)
- Capabilities become more critical during downturns
- Laggards have to play catch-up
  - While making less money and having to invest more than the leaders.
- Call to Action – Get Started:
  - Don’t get out of position – Create a Roadmap

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Thank You!