Incore Solutions

The Core of Your Success

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solutions

Incore Solutions is…

FACTS

Since 2007

Specialized in Application BI

Business Processes

Business Intelligence

Oracle BIApps
OFMA
Endeca
BI Cloud

15 Employees

ERP, CRM, EPM

Projects in Europe

Strategic Oracle Partner

member BI Partner Advisory Council
official Oracle training partner (OBIA and OBIEE)

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Incore Solutions, Our Customer selection
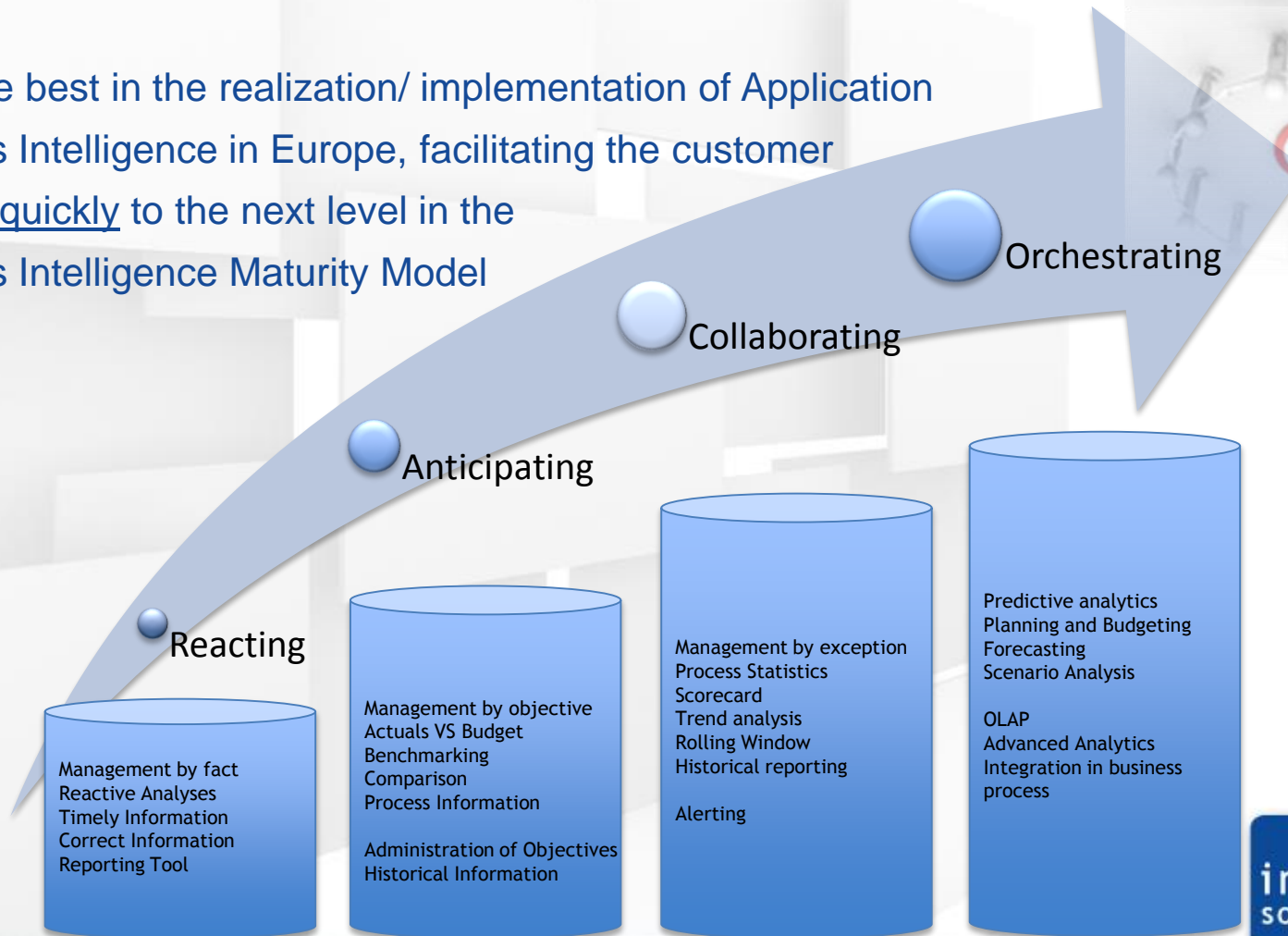
Mission

Being the best in the realization/ implementation of Application Business Intelligence in Europe, facilitating the customer to move quickly to the next level in the Business Intelligence Maturity Model

Orchestrating

Collaborating

Anticipating

Reacting

Management by fact
Reactive Analyses
Timely Information
Correct Information
Reporting Tool

Management by objective
Actuals VS Budget
Benchmarking
Comparison
Process Information

Administration of Objectives
Historical Information

Management by exception
Process Statistics
Scorecard
Trend analysis
Rolling Window
Historical reporting

Alerting

Predictive analytics
Planning and Budgeting
Forecasting
Scenario Analysis

OLAP
Advanced Analytics
Integration in business process

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In many cases, this is the case…

In the Business Intelligence / DWH arena

Innovation in Business Intelligence

Implement versus Build

*I don't care what you do, but I need these x-hunderd reports*

Do you Really want to spend x-K euros building something you have today

Innovation in BI

leads to this...

- Application Business Intelligence

- The business is leading; technology is not an issue

- Take the application as a starting point

- New way of implementation

- Results in weeks not years

- Our portfolio of BI standard solutions:
  - BI Applications (ERP)
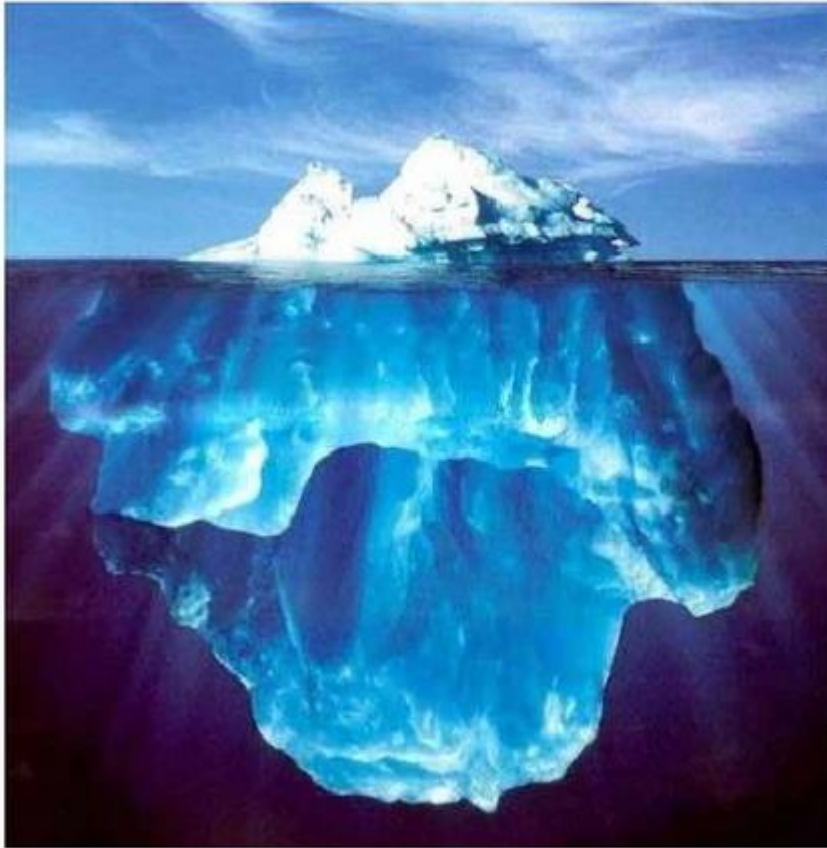 - Oracle Financial Management Analytics (EPM)
  - Endeca for EBS (ERP)
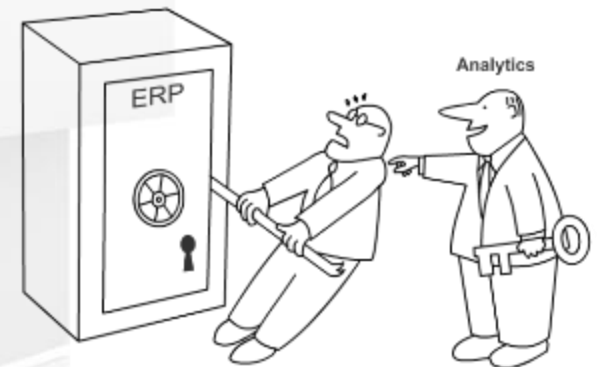
"I have some good news for you!"

Complete BI solution

...is more than just dashboards

DASHBOARDS
- "Visible"

"PLUMBING"
- "Under the Surface"
- Significant time, resources and expertise required

- Data warehouse design
- Data mapping & transformation from multiple applications
- Analytic models, KPIs, metrics
- Much more…

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Building your own car

Application Business Intelligence

Standardized Business Intelligence

Application Business Intelligence

- Accelerate business innovation by **drastically reducing the time** deploying BI solutions.

- **Preconfigured BI Applications** for a variety of data sources.

- Enable organizations to **extend the value of their existing IT investments** with intuitive, role-based intelligence and power better decisions.

- Support business functions and industry-specific processes with **best-practice analytics based on experience** across hundreds of CRM and ERP automations.

Business Intelligence Applications

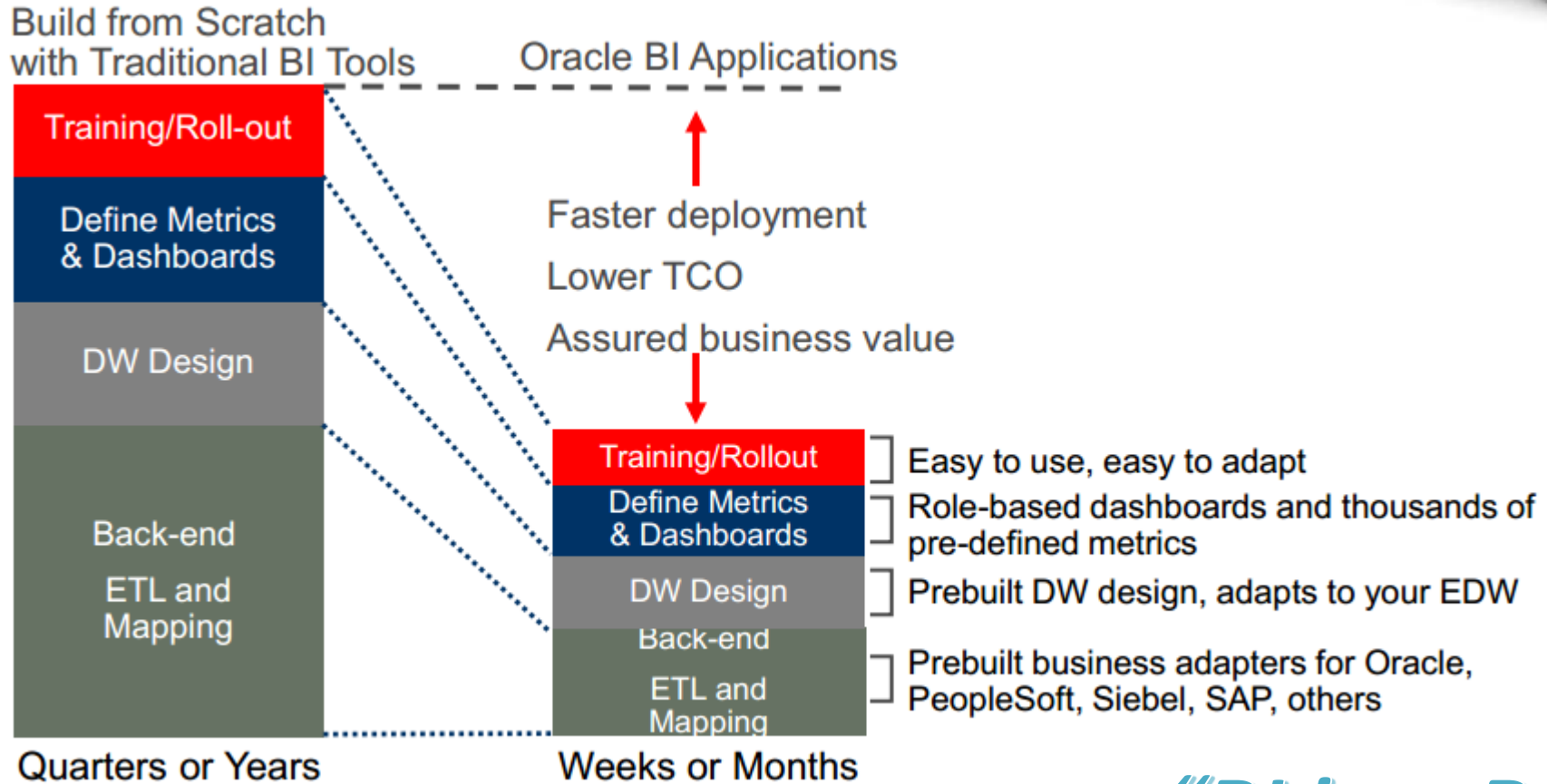## Pre-built, Pre-mapped, Pre-packaged

BI BOX

Business Intelligence applications:

- Pre-built data models and schema

- Pre-built ETL and mappings

- Pre-mapped metadata

- Pre-packaged metrics, dashboards and reports

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If TCO is important… standardize…

Build from Scratch with Traditional BI Tools

| Training/Roll-out |
| Define Metrics & Dashboards |
| DW Design |
| Back-end ETL and Mapping |

Quarters or Years

Oracle BI Applications

Faster deployment

Lower TCO

Assured business value

Training/Rollout	Easy to use, easy to adapt
Define Metrics & Dashboards	Role-based dashboards and thousands of pre-defined metrics
DW Design	Prebuilt DW design, adapts to your EDW
Back-end ETL and Mapping	Prebuilt business adapters for Oracle, PeopleSoft, Siebel, SAP, others

Weeks or Months

"BI in a Box"

Using Oracle Business Intelligence Applications significantly reduces the amount of time needed to complete each of the four steps in building and deploying a BI solution

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Benefits BI Application

Business benefits of a standard BI Application:

- Faster Implementation, Lower Risk

- Lower TCO (implementation, maintenance)

- Better Business Results (based on best-practices)

- Next-Generation Business Intelligence Platform

- Insight Where and When You Need It

- Leverage Your Existing Oracle Investments

BI
BOX

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Oracle Business Intelligence Applications

Enterprise Analytics

- Analytic modules on ERP and CRM
  - Oracle Applications
    - EBS, Siebel, JDE, Peoplesoft
  - SAP
  - *Every other ERP and CRM*
- Dimensional model (DWH)
- Dozens of dashboards
- Hundreds of reports
- Choose your entry point:
  - Role, Industry, Product Line

ERP ANALYTICS
- Financials
- HR
- Procure & Spend
- Projects
- Supply Chain
- Order Management

CRM ANALYTICS
- Sales
- Marketing
- Service
- Contact Center
- Price
- Loyalty

EPM APPLICATIONS
- Financial Close
- Strategic Planning
- Planning & Forecasting
- Profitability Management

INDUSTRY ANALYTICS
- Communications
- Healthcare
- Retail
- Public Sector
- Financial Services

EXALYTICS

Sun ORACLE

BI BOX

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New implementation Approach

Take the application as a starting point

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Fast and Iterative approach

New way of Implementation

Development Cycle

Business Modeling · Requirements · Analysis & Design · Planning · Implementation · Initial Project Plan · Evaluation · Test · Deployment

Optimize · Fit/Gap Analysis · Workshop · Configure · Install

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Traditional Approach

Development Cycle

Business Modeling

Requirements

Analysis & Design

Planning

Implementation

Initial Project Plan

Evaluation

Test

Deployment
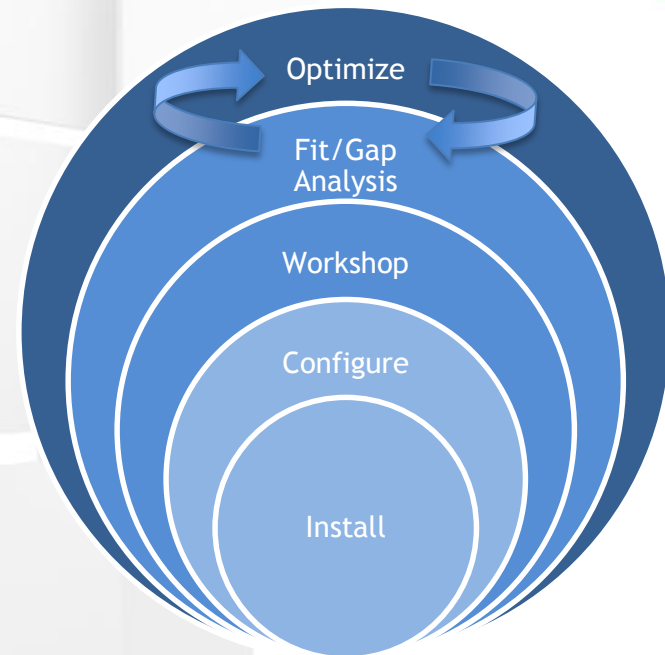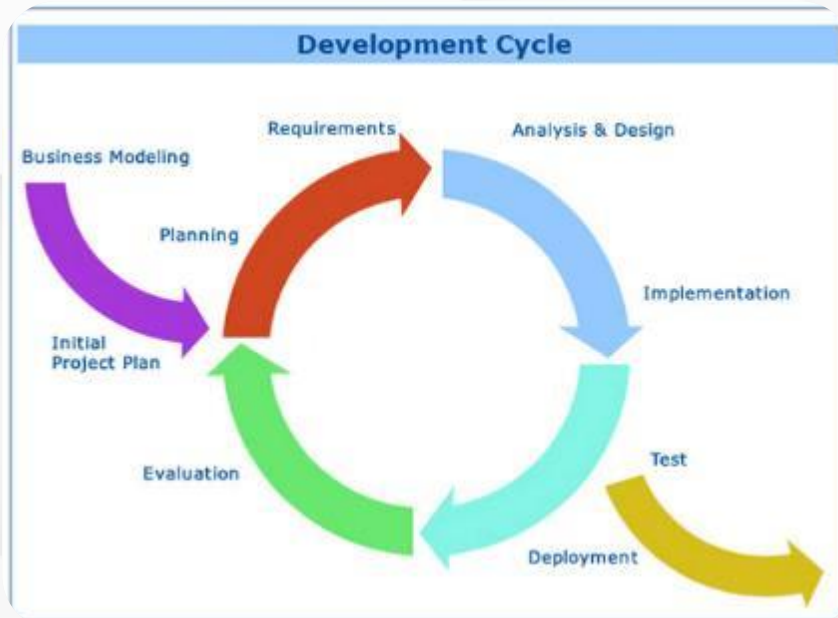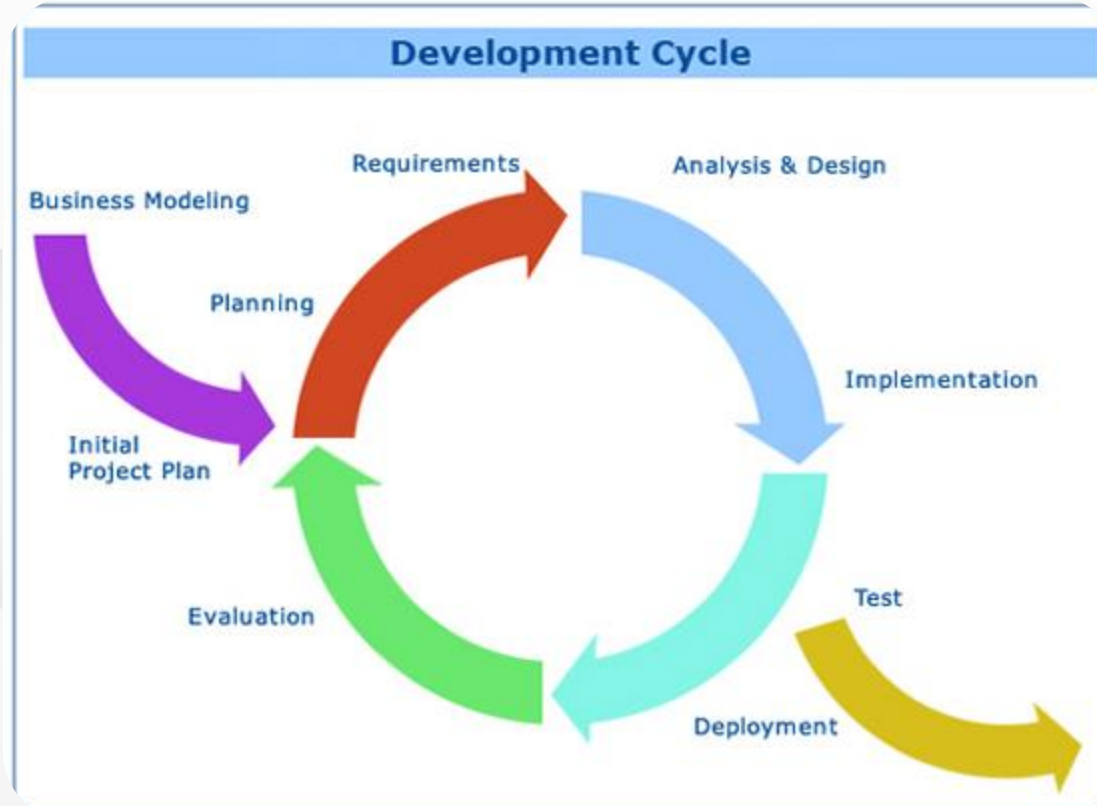
The Difference is why!

New way of Implementation

Optimize

Fit/Gap Analysis

Workshop

Configure

Install
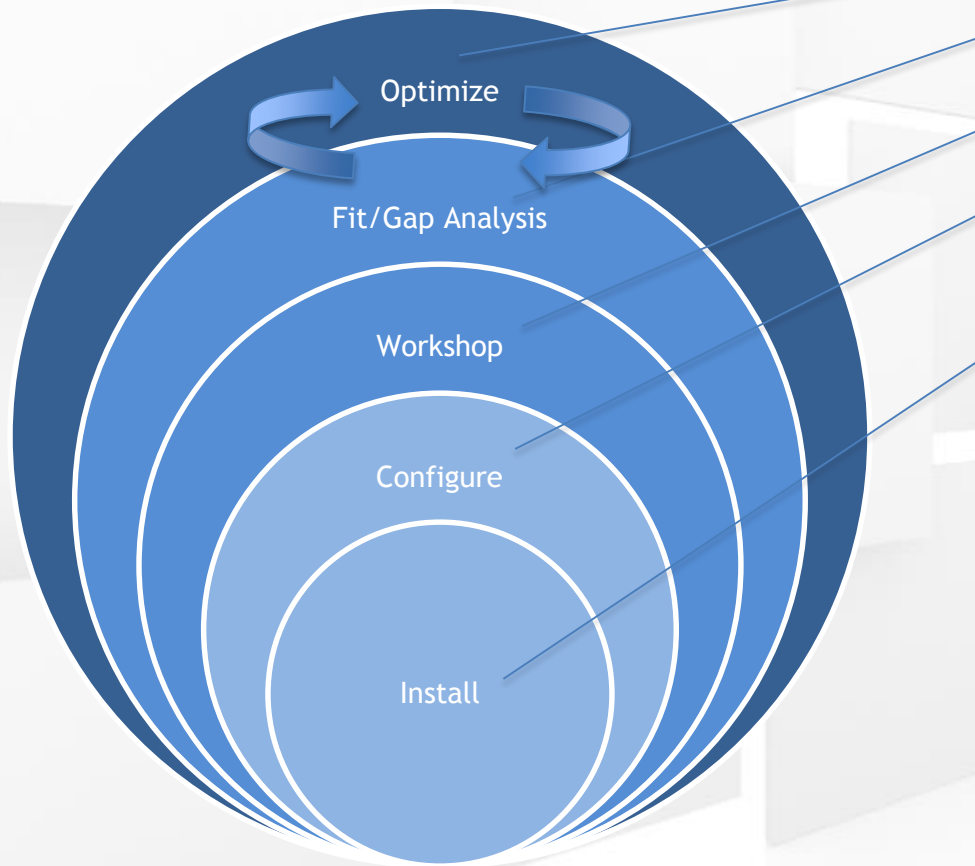
- realization of the identified and approved gaps.
- including testing etc.

requirements
- compile technical design
- initiate project plan for implementation

standard functionality
- identify potential missing data components
- implement the simple alterations
- feedback session

BI Applications Service Offerings

APPLICATION BI Services	Total	Advanced	Basic
Introduce — Sounds Good, show it to me!	✔		
Initiate — Get to work... standard BI in 8 weeks!	✔	✔	✔
Investigate — Specific needs... also based on standard BI please!	✔	✔	✔
Implement — A tailored suite, suits you right. We will tailor BI for you!	✔		
Instruct — Nice, standard BI... please tell me how it works!	✔	✔	
Insupport — You want information... we take care of it!	✔	✔	
Incontrol — Development of BI seems difficult... we know what's needed!	✔		
Inspect — Your BI project... let us tell you what we think of it...			

Services

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BI Apps vs Embedded BI in Fusion

	BI in Fusion Applications	Oracle BI Application for Fusion Applications
Business Solution	Current State Analysis	Unlimited Historical Analysis
Business Process Reporting	Tactical Reporting	Strategic Reporting
Users	Fusion Application Operational Users	Managers and Knowledge Workers
Data Sources	Homogeneous – Fusion Applications-Centric	Heterogeneous – Multiple Business Areas and Disparate Applications
Data Preparation	Granular Views, No Data Movement	Data Warehouse Model With Transactional Detail, Persisted Data, ETL, Bulk and Incremental Data Movement,
Data Availability	Real Time	Updated Periodically via ETL
Cross Functional Analysis	Single Semantic Model with Conformed Dimensions Across Both	

BI Apps – Functional Analytical Modules

CRM ANALYTICS

SALES	MARKETING	SERVICE & CONTACT CENTER
• Pipeline Analysis • Forecast Accuracy • Up-sell/Cross-sell • Cycle Times • Lead Conversion • Sales Team Effectiveness	• Campaign Effectiveness • Customer Insight • Product Propensity • Market Basket Analysis • Campaign ROI	• Service Effectiveness • Customer Satisfaction • Resolution Rates • Service Rep Efficiency • Service Cost • Service Trends

LOYALTY	PRICE	PUBLIC SECTOR CASE
• Member Demographics • Membership Trends • Program Revenue • Promotion Effectiveness • Points Analysis	• Price Segments • Price Waterfall Analysis • Deal Life Cycle • Deal Desk Analysis • Product Pricing Performance	• Case Lifecycle Management • Incident Analysis • Lead Tracking • Benefits Analysis • Real-time Siebel WorkCenter

ERP ANALYTICS

FINANCIALS	PROCUREMENT & SPEND	SUPPLY CHAIN & ORDER MGMT	ENTERPRISE ASSET MGMT
• General Ledger • Accounts Receivable • Accounts Payable • Cash Flow • Profitability • Expense Management • US Federal GL	• Direct & Indirect Spend • Buyer Productivity • Contract Compliance • Supplier Performance • Purchase Cycles • Employee Expense	• Revenue & Backlog • Inventory / BOM Analysis • Fulfillment Status • Customer Status • Order Cycle Time	• Maintenance History • Maintenance Costing • Asset Genealogy • Breakdown & Preventive • Quality • Inventory

| HUMAN RESOURCES	PROJECTS	MANUFACTURING
• Employee Productivity • Compensation • Talent Management • Recruiting Analysis • Learning Analysis • Workforce Profile	• Project Funding and Budget • Product Cost • Project Revenue • Project Billing • Project Profitability	• Plan to Produce • Work Orders • Inventory and WIP • Quality • Resource Usage • Bill of Material • Costing / Kanban

ORACLE BI SUITE ENTERPRISE EDITION PLUS

SOURCE ADAPTERS: **ORACLE** PeopleSoft. **SIEBEL** JDEDWARDS   AND OTHER OPERATIONAL AND ANALYTIC SOURCES

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BI Apps in a nutshell

1
- Integrates Data for Analysis and Reporting
- Pre-built integration of data from Oracle EBS, PeopleSoft, Siebel, JD Edwards, into an integrated data warehouse optimized for analysis

2
- Provides User-Friendly Analytic Model of Enterprise Data and Metrics
- Embedded best practice calculations, metrics, and KPIs
- Easy for business people to access, analyze, and use the information

3
- Delivers Personalized Performance Dashboards for Everyone
- Thousands of pre-built dashboards, reports, and alerts by business function and role
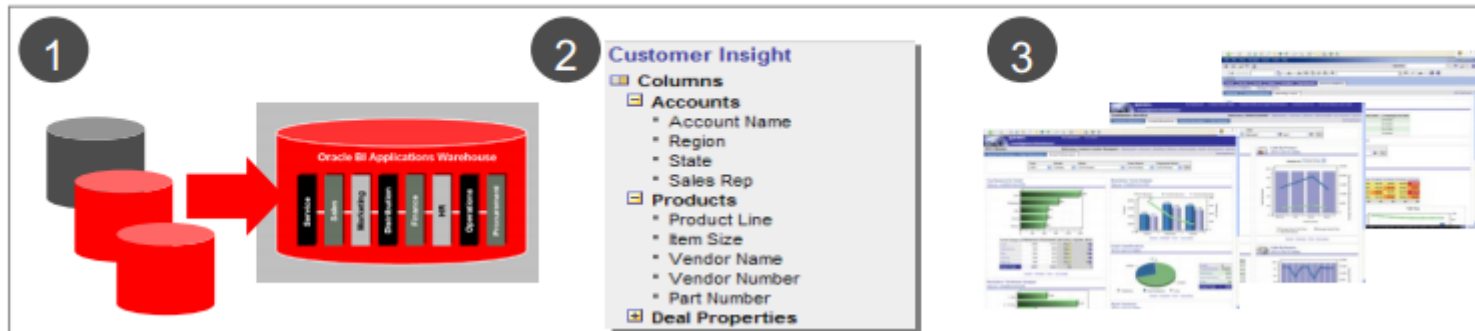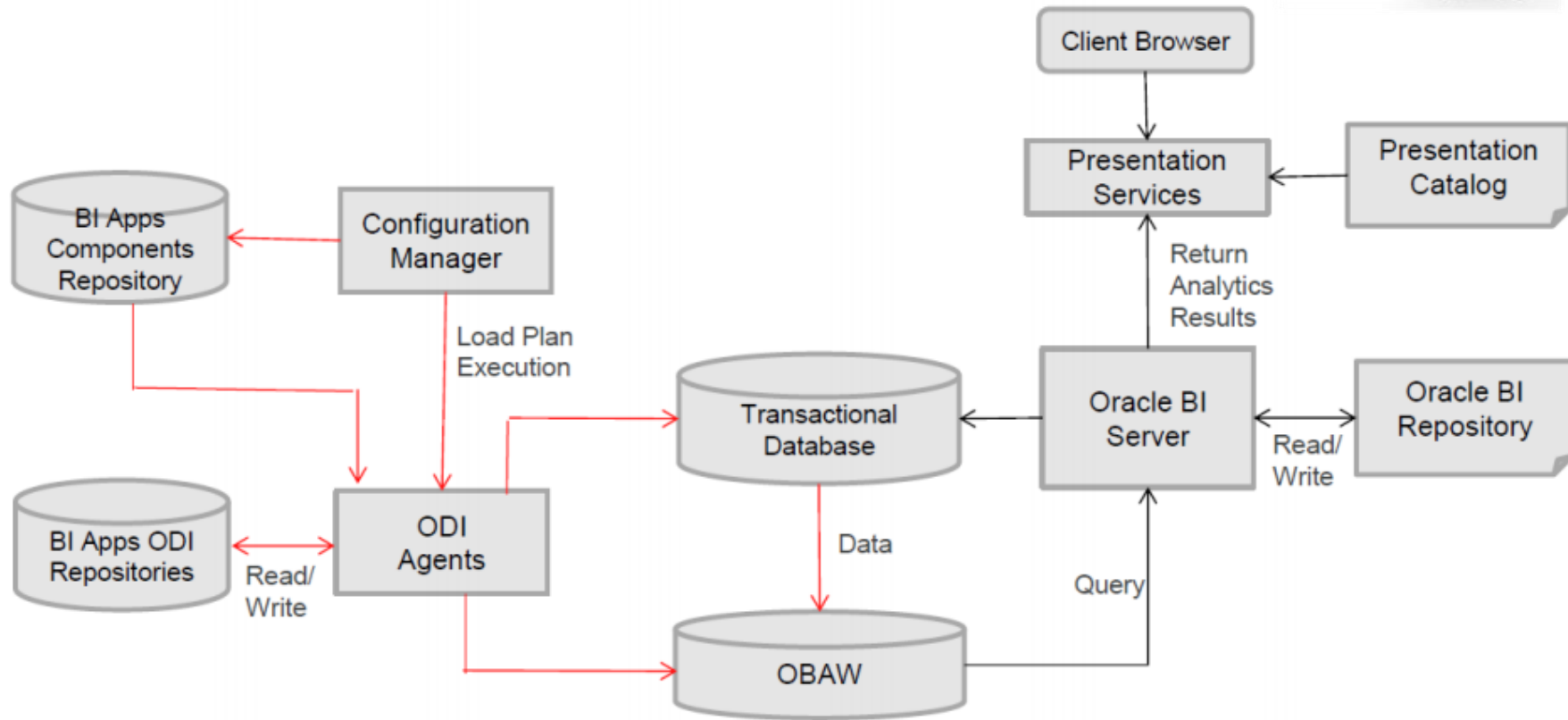
BI Apps - ETL Architecture
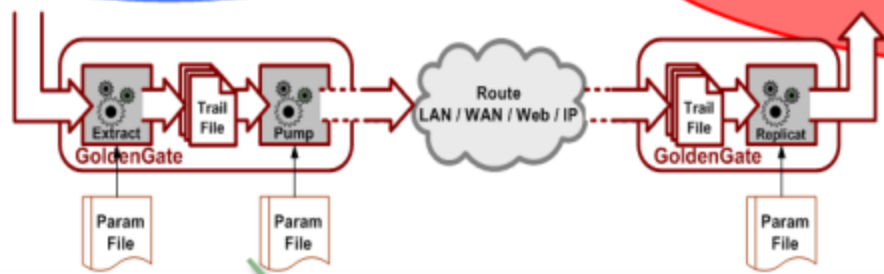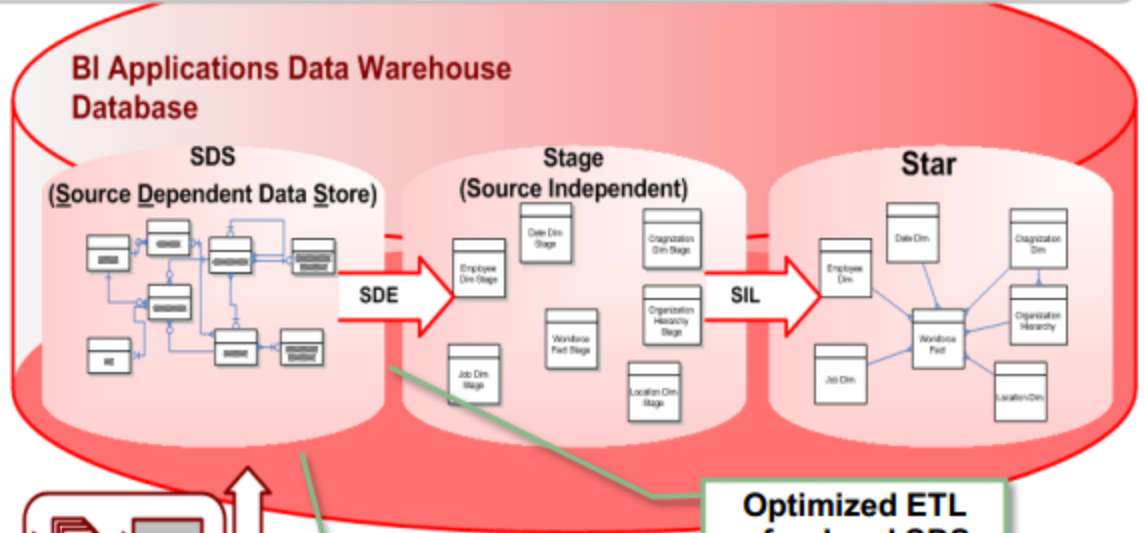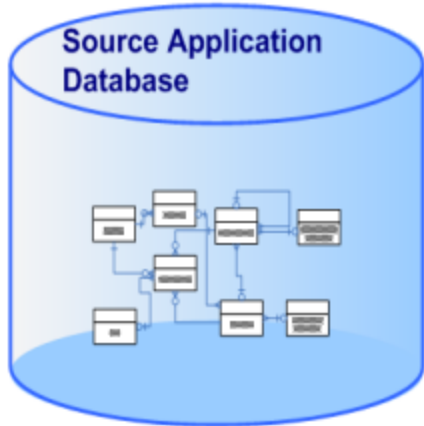
BI Apps - Process Flow

Demonstration BIA

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