



Powered by IBM Cognos Software
Solutions Catalog

Information Management

Cognos.
software

Welcome to The 2009 Powered by IBM Cognos Software – Solutions Catalog

Cognos, an IBM Company is committed to understanding our customers; their pain points and business needs – and solving their business problems. Cognos brings together technology, analytical applications, best practices, and a broad network of partners to give our customers a complete performance solution.



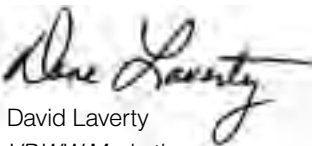
We have created this on-line edition of the *Powered by IBM Cognos Software – Solutions Catalog* to better provide you with the tools you need to identify and solve problems.

Presented within this catalog you will find over 175 Powered by IBM Cognos Software solutions. These solutions focus on key areas, including industry groups, enterprise performance and system infrastructure, all with the objective of enabling and engaging customers to better manage company performance. Customers that adopt Powered by IBM Cognos Software solutions know that the solutions are based on best practices and proven technologies designed to improve corporate or operational performance at leading organizations in their industry.

For each solution you will find an individual catalog entry that details the solution, its value proposition, key features and benefits.

Also included in this catalog you will find a solution map which lists all Powered by IBM Cognos Software solutions by company name and includes a solution description, associated target industries, geographies and Cognos solutions.

We invite you to peruse the catalog for solutions that best address your business requirements.



David Laverty
VP, WW Marketing
Business Intelligence and Performance Management

For more information

This catalog contains the most current list of Powered by IBM Cognos Software solutions available from partners at the time of publication.

Partners looking to attain Powered by IBM Cognos Software status for their solutions, or to learn more about Cognos partner programs, can send emails to cognospartners@us.ibm.com

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Powered By IBM Cognos Software – Solutions

All solutions listed in this catalog have the designation, Powered by IBM Cognos Software. Use this guide to find the appropriate Powered by IBM Cognos Software solution for your industry, line of business or specific business requirements. The catalog categorizes, summarizes and details current solutions for quick and easy reference.

Three types of solution fall under the Powered by IBM Cognos Software brands:

- Partner Solutions
- IBM Cognos Solutions
- Innovation Center Blueprints

Partner Solutions

Partner Solutions are applications developed and delivered by approved Cognos partners that combine domain expertise, methodology, and best practices with a practical blend of industry-specific knowledge, extending IBM Cognos technology.

Representing a broad range of vertical industries and line-of-business segments, partner solutions present complete, tailored offerings that solve complicated business requirements.

This catalog highlights elite Partner Solutions and categorizes them by industry and line of business application for quick and easy reference. You will recognize the partner solutions by the identifying tag “Powered by IBM Cognos Software” or “Partner Solution” with the partner name and logo.

Powered by IBM Cognos Software

Powered by IBM Cognos Software is an elite program for partners who develop and deliver performance management solutions that combine IBM Cognos technology with their deep domain expertise.

Cognos recognizes these partners who deliver solutions focused on key areas, including industry groups, enterprise performance and system infrastructure, all with the objective of enabling and engaging their customers to better manage corporate performance.

The Powered by IBM Cognos Software program works to ensure that complete, tailored offerings solving complicated business requirements are made available to customers. Designed to empower and showcase partners that develop, market, and sell solutions based on IBM Cognos capabilities, the program is a key element of Cognos’ overall approach to help organizations around the world improve performance and gain a sustainable competitive advantage.

Customers adopting Powered by IBM Cognos Software solutions know that these solutions have been reviewed and meet defined program criteria for membership.

Powered by IBM Cognos Software solutions are based on best practices and proven technologies designed to improve corporate or operational performance at leading organizations across all industries.

IBM Cognos Solutions

IBM Cognos Solutions are developed in-house and offer a solutions-based approach to our customers and prospects. The category – IBM Cognos solutions include:

- IBM Cognos Analytic Applications, which are pre-built reporting and analysis software modules designed to analyze business data in order to react quickly to market and business trends. The Analytic Applications extend the value of ERP and other operational systems, transforming operational data into consistent, reliable information optimized for reporting and analysis.
- Report Packs for specific data environments, such as SAP, Siebel and other key partnerships.

For easy reference, the catalog lists IBM Cognos solutions by their industry and line of business. You will recognize the IBM Cognos solutions by the identifying tag, “IBM Cognos Solution” within each solution overview.

Innovation Center Blueprints

Innovation Center Blueprints are industry and practice-based implementation roadmaps that let organizations apply proven best practices quickly, without “reinventing the wheel.” They provide documented and pre-defined data, process, and policy models that you can present to customers at no additional cost.

These pre-built tools include an estimated 80% of the performance management and BI best practices, reports, and scorecards that a customer in a particular industry or line of business will typically require.

In this catalog, you’ll find a list of Innovation Center Blueprints categorized by industry and line of business. You will recognize of them by the identifying tag, “Innovation Center Blueprint”.

Vertical Solutions

Vertical solutions are specific to particular industries and industry segments.

Financial Services

Financial services are categorized into three sectors: retail banking, insurance and investment banking. Cognos, an IBM Company and its partners deliver solutions to all three markets, helping customers to:

- Improve customer, channel and product profitability
- Address compliance issues
- Manage and reduce risk
- Reduce operational costs
- Maximize IT resource investment

Our solutions for financial services include:

COMPANY	SOLUTION	DESCRIPTION	IBM COGNOS PRODUCTS	GEOGRAPHIES	FOCUS
Jack Henry	Cognos 8 BI for Jack Henry	The Jack Henry Cognos Group has developed Catalogs and Models for use with each Core Product within the Jack Henry and Symitar offerings. This includes Silverlake, CIF 20/20, Cruise, Episys, and Core Director. In addition to the Core Products, we also offer access to several of JHA's Complementary Solutions including Passport (ATM), Vertex (Teller System), Netteteller (Home Banking), Synapsys (CRM) and others. We offer customized training and consultation to our customers to assist with their ad-hoc reporting, as well as customized installation of IBM	Cognos 8.	IBM Cognos 8 BI, ReportNet, PowerPlay, Impromptu	North America
Acorn Systems, Inc.	Enterprise Performance Suite	The Enterprise Performance Suite is an enterprise performance management application for financial services, retail, distribution and manufacturing industries. Acorn's EPS focuses on profit improvement through actionable insight into costs, revenues, profitability, and	capacity.	IBM Cognos 8 BI, ReportNet, IBM Cognos Planning	North America
Parson Consulting (formerly CBH Consultants, Inc.)	FSPM (Financial Services Performance Management)	Parson Consulting FSPM forecasting model provides a powerful way for companies to predict business outcome and adjust quickly to market dynamics. Finance professionals will have the ability to run multiple industry related what-if scenarios.	IBM Cognos 8 BI, IBM Cognos Planning	North America	
Fidelity Information Services, Inc.	Horizon 360 (formerly FIS Intelligence)	Horizon 360 is a turnkey reporting, analytics and scorecarding solution for the banking industry.	IBM Cognos 8 BI	Worldwide	Banking
iPartners	Insurance Scorecard	Insurance scorecard is leading the P&C industry in "on-demand" management information and analytics	IBM Cognos TM1	North America	Insurance - Underwriting
JSC Global Solutions	Interactive Risk Management Analysis & Reporting/Prime (IRMAR/p)	Interactive Risk Management Analysis and Reporting supports the in-depth analytic demands of organizations that need to manage high volumes of claims-related data such as insurance carriers, brokerage firms, consulting firms, and large employers. It provides the reports and analytics to support the decision-making process.	IBM Cognos 8 BI	Worldwide	

...continues

COMPANY	SOLUTION	DESCRIPTION	IBM COGNOS PRODUCTS	GEOGRAPHIES	FOCUS
iLatina Business Services	LABS Business Process Management Tool	The LABS Business Process Management Tool is an eApplications suite integrating supplier, customer, contractor and remote user processes via the Web.	IBM Cognos ReportNet	Latin America	
Aviana Global Technologies	MBBI (Mortgage Banking Business Intelligence)	Mortgage Banking Business Intelligence is a business intelligence solution that enhances the reporting capabilities of Loan Origination System (LOS) software used by mortgage lenders.	IBM Cognos 8 BI	Worldwide	Mortgage
Parson Consulting (formerly CBH Consultants, Inc.)	Mortgage Performance Xllerator	The Parson Consulting Mortgage Blueprint solution leverages performance management products from Cognos. The Blueprint allows mortgages lenders to create an income and balance sheet incorporating all major inputs in the mortgage business	IBM Cognos 8 BI, IBM Cognos Planning	North America	Mortgage
OpenPages, Inc.	OpenPages Governance Suite	The OpenPages Governance Suite is an enterprise business governance platform for financial controls management, operational risk management, IT governance and strategic performance management.	IBM Cognos ReportNet	North America	
Information Technology, Inc.	Premier Viewpoint	Premier Viewpoint is a browser-based business intelligence solution for financial institutions.	IBM Cognos 8 BI, IBM Cognos ReportNet, IBM Cognos PowerPlay	North America	
Revelwood Inc.	Revelwood's BPM Suite for Real Estate	Revelwood BPM Suite for Real Estate is an out-of-the-box financial planning and reporting solution for Real Estate Investment Trusts (REITs) and Property Management firms. Revelwood BPM Suite for Real Estate is an extension of Revelwood standard BPM Suite running entirely on the IBM Cognos TM1 platform.	IBM Cognos TM1	North America	Real Estate
Innovation Center	Risk Adjusted Profitability Performance Blueprint	This Blueprint enables financial institutions to incorporate risk calculations into an enterprise-wide, distributed profitability management process.		Worldwide	
Innovation Center	Branch Performance Blueprint	This Blueprint was developed to help retail banks perform detailed top-down and branch-up revenue and expense planning to ensure organization-wide alignment with strategic objectives.		Worldwide	Retail Banks
Innovation Center	Corporate Banking Customer Segment Performance Blueprint	This blueprint enables commercial, corporate and investment banks to create profit and loss statements for customer segments or for large, individual corporate customers. It allows managers to report on and analyze profitability and plan initiatives to improve segment results.		Worldwide	Commercial, Corporate & Investment Banks

...continues

COMPANY	SOLUTION	DESCRIPTION	IBM COGNOS PRODUCTS	GEOGRAPHIES	FOCUS
Innovation Center	Insurance Product Profitability Performance Blueprint	Insurance Product Profitability Performance Blueprint lets insurers create business segment profit-and-loss statements and balance sheets by product line, product, and brand. The Blueprint allows business analysts, product managers, and finance executives to report on and analyze profitability, to create P&Ls and balance sheets, and to plan initiatives to improve business segment results.		Worldwide	Insurance
Innovation Center	Relationship Pricing for Commercial Banking Performance Blueprint	This Blueprint helps commercial banks bring discipline and consistency to pricing both credit and non-credit deals. It features centralized administration, intuitive customer reporting, and a pricing model that includes both deal and relationship profitability.		Worldwide	Commercial Banks
Innovation Center	Retail Banking Customer Segment Performance Blueprint	This blueprint enables retail banks to create profit and loss statements at the customer segment level and report on and analyze profitability. It also helps managers plan sales and marketing initiatives to improve segment results.		Worldwide	Retail Banks
IBM	Banking Customer Care and Insight	The IBM Customer Care and Insight Framework for FSS to drive revenue growth and operational efficiency in banking through optimizing marketing, sales, service and compliance processes and leveraging enterprise information across channels and lines of business. IBM enables staff to maximize the value of customers through better marketing, sales, service and compliance effectiveness, and provide timely customer insight to improve performance and profitability.		Worldwide	Banking
IBM	Financial Risk Insight for Banking	The Financial Risk Insight for Banking is risk management solution for banking that leverages the power of the Cognos IBM Risk Management Cockpit. The risk cockpit is based on industry best practices and the proven technology of the IBM Banking Data Warehouse and Cognos 8 BI, and has been deployed at a number of the world's leading financial institutions.		Worldwide	Banking
IBM	Risk Adjusted Profitability for Banking	The Risk-adjusted Profitability for Banking solution makes integrated risk management and financial planning a reality using the IBM-Cognos Risk-Adjusted Profitability Blueprint. Using the blueprint allows planning and forecast at the product level, ensures unmatched accuracy with activity-based cost information, and incorporates risk calculations. This allows banks to boost profitability through more precise planning and leverage existing technology investments, boosting technology ROI and overall bank ROE/ROA.		Worldwide	Banking



IBM Cognos 8 BI for Jack Henry

Jack Henry offers IBM Cognos 8 BI, IBM Cognos Impromptu, and IBM Cognos PowerPlay to our financial institutions.

The catalogs and packages are available for each of the JHA core products, as well as several of our complementary offerings.

Benefits

- Ad hoc reporting made easy
- Our clients create the reports they need, in the format they want
- Professional reports and dashboards for Executives
- Monthly Board of Director reports and committee reports

Features

- The cubes are for use with IBM Cognos PowerPlay and Express Report Authoring in IBM Cognos 8 version 8.3
- The pre-built cubes are available for each of the main banking applications
- The demand deposits, certificate of deposits, loans, customer information, and GL catalogs/packages, containing over 200 files, are available for each core application, as well as our ATM, home banking, voice response, payroll, teller, and fraud systems.
- We also have separate packages available for our CRM systems
- Our clients receive approximately 50 'get you started' reports
- Introductory training is provided to our clients with the installation, and advanced training is available upon request
- We also offer custom reporting services to our customer

Architecture

Cognos is used as a live query to the core application database.

Banking

- IBM iSeries
- Live Query connects to the AS400 via Client Access and an ODBC Driver

Credit Unions

- The SQL Server Database is uploaded daily





Enterprise Performance Suite

The Acorn Enterprise Performance Suite (EPS) focuses on profit improvement through actionable insight into costs, revenues, profitability, and capacity. The solution supports customers in many industries including financial services, retail, distribution, and manufacturing.

The core foundation is Performance Analyzer, a sophisticated process modeling and allocation engine that “operationalizes the financials” of your company. Insight into true net profitability at any level – product, customer, business unit, or supplier – provides the foundation for value-driven corporate performance management. Pre-built integration with IBM Cognos BI and CPM technology helps your organization improve decision making and performance, and increase profitability.

Acorn’s performance solutions are unlike any others available today in terms of capability. They’re highly scalable, flexible, and accurate. Even more important is the knowledge and expertise we use to develop new strategies and value solutions for our customers worldwide – from Global 1000 manufacturers, distributors, retailers, and financial institutions to smaller businesses focused on supply

chain efficiencies and customer and product profitability.

Benefits

- Drive significant profit improvement
- Create a consistent view of performance for finance and operations
- Complete the required CPM solution components for IBM Cognos clients

Features

- Sophisticated cost, revenue, profitability, and capacity allocation engine
- Accurate, validated operational driver insight, integrated with Cognos Planning
- True net profitability by key company assets provides the optimal IBM Cognos BI and CPM foundation



Architecture

Acorn products are able to generate user-defined cubes for consumption by IBM Cognos software. Acorn also provides pre-built integration with IBM Cognos BI and Planning through the recently released, jointly developed Branch Performance Blueprint. BI software is used for reporting and analytics.

Planning software is used for all forward-looking, predictive planning and analysis.

Acorn is built on Microsoft SQL Server 2005, which is designed for open integration in terms of both data input and output.





FSPM – Financial Services Performance Management

The Parson Financial Services Performance Management (FSPM) forecasting model provides a powerful way for companies to predict business outcome and adjust quickly to market dynamics. Finance professionals gain the ability to run multiple industry-related, what-if scenarios that reflect factors such as changing rates, financial strategy, and competitive scenarios for extended periods of time. For example a mortgage lender could project loan sales based on an assumed days held or a top-down sales target by month to forecast the effect on interest income, interest expenses, losses, repurchases, net interest income, and other measures.

The highly flexible model allows users to further analyze potential outcomes summarized by period, product type, or line of business.

Benefits

Delivers powerful business benefits to banks, mortgage-lenders, and other financial services organizations:

- Eliminate manual processes, and reduce planning and reporting cycles
- Establish one version of the truth for planning, reporting and analysis, and auditing
- Introduce an integrated and collaborative enterprise-wide planning process
- Gain insight into performance and key business drivers

- Achieve transparency of the business for better decision-making
- Increase responsiveness to changing business conditions
- Align individual goals and actions with corporate objectives
- Increase accountability and productivity by providing visibility of performance measures at all levels
- Encourage greater business unit participation and ownership of the planning and performance processes

Features

- Pre-configured, industry-tested financial datamart that automates loading of data from source systems.
- Establishes a single, auditable workflow with an accurate set of data on which to base planning, analysis and performance
- Provides detailed auditing and workflow features that automatically track, trace, and validate information as it is being entered or changed
- Eliminates the manual processing of data and risk of errors while creating a reliable, repeatable process for consolidating financial sources of information

Architecture

FSPM uses IBM Cognos 8 Business Intelligence and IBM Cognos Planning to provide a blueprint type of solution.





Horizon 360

Horizon 360 provides the banking industry with integrated, enterprise reporting, analytics, and scorecarding to support better decision-making.

The solution provides timely access to business-critical information through Horizon 360 core systems and applications. It also establishes an information platform that allows your organization to integrate enterprise application data sources. This provides executives, managers, and operations teams with a single source of enterprise information to support faster decision-making to grow the business and strengthen shareholder value.

Horizon 360 eliminates the challenge of limited access to application data for reporting; multiple data sources that cause conflicting facts; and spreadsheet-based decision support that provides limited and error-prone information at great time and expense. Managed reporting supports higher performance.

Business users gain access to information through ad hoc reporting, interactive standard reports, multidimensional reporting, interactive exploration and discovery, banking performance dashboards, and integrated scorecards and strategy maps.

Benefits

- Better, faster decisions: Immediate access to a single source of business-critical information.
- User self-service: Allows non-technical business people to access information and develop ad hoc reports to immediately answer unique questions, transforming information into action.
- Significant time and cost reduction: Minimizes or eliminates data search, re-keying, cutting and pasting, printing and distributing, and emailing reports; minimizes IS report development and deployment resource requirements.
- Reduces total cost of ownership: Employs single or tightly integrated applications, database and dispatch servers to minimize administration and support time and cost.

- Increases productivity: Serves as a performance feedback loop to provide branch managers, loan officers and customer service representatives with timely metrics to identify coaching and training needs in order to align performance with strategy.
- Increases profitability: Systematically link management and associate rewards and recognition plans with performance metrics to increase shareholder value.

Features

- Banker friendly: Designed to provide business users with immediate, intuitive access to needed information.
- Banking intelligence solutions: Out-of-the-box banking applications for finance, lending, deposits, marketing, and industry.
- Enterprise platform: Integrate unique application data sources to establish a single source for enterprise reporting, analytics, and scorecarding.
- Customized: Quickly modify and enhance delivered reports and analytic models to reflect your bank's unique requirements.
- Training: Complete technology and application training empowers users to be information independent – minimizing ongoing external expenses while maintaining a high-value management information capability.
- Services: A full range of training, support, and consulting services are available to assist customers in maximizing the value of their Horizon 360 environment.

Architecture

Horizon 360 is a turnkey solution for reporting, analytics, and scorecarding. Our solutions for Horizon 360 core systems and major applications are either completed, in development, or planned for near-term development.

Horizon 360 metadata, BI tools, report libraries, and FI Connection employ IBM Cognos BI software: Framework Manager, ReportNet, query, analysis, and scorecarding. The solution provides customers with powerful new levels of information access, administrative management, report development, and business information deployment.



Insurance Scorecard

Insurance Scorecard incorporates an industry-specific data model to deliver enterprise reporting and analysis to property and casualty insurers. With over 60 key performance indicators supporting multiple lines of business, the solution delivers executive dashboards, scorecards, and reports to underwriting, sales and marketing, claims, actuarial, and finance.

Combining premium and loss data into a single, easy to access Web browser gives users the power to analyze their business and drive profitable outcomes. The Insurance Scorecard focuses on the things that impact profitability by consolidating disparate data and files into an easy-to-read visual format. iPartners enables insurance executives to view operating results, monitor trends, set goals, and drill down to individual producer, policy, and claims records.

Benefits

- Monitor changes in direct written, net written, earned, and collected premiums
- Track reserves and evaluate surplus
- Determine new growth strategies by product or territory and track results
- Provide the critical information needed to add more value to the decision-making process
- Identify trends such as sudden changes in the frequency, duration, and outcome of medical claims in a specific industry and/or class
- Discover emerging trends
- Supports a best practices environment through standardized formulas and algorithms that create accurate, reliable results
- Automates the consolidation of data from across the entire enterprise

- Work interactively between underwriting and claims on new product launches or emerging problems, knowing the data and formulas you are using are consistent and accurate
- View workloads by examiner in order to manage assignments and increase productivity
- This software as a service (SaaS) solution delivers lower risk, quicker ROI, and reduced total cost of ownership

Features

Insurance Scorecard delivers information via reports, maps, trend analysis, scorecards, or executive dashboards. All information is accessible via the Web from a secure data center. The solution supports complete user name/password security that can secure information to a field level. We also offer ad-hoc analysis functionality and the ability to drill down to policy and claim detail transactions.

The solution has over 60 P&C-specific key performance indicators as well as a library of output formats that can easily be tailored. In addition, new measures and outputs may be added to the solution at any time.

Architecture

Insurance scorecard has a relational data warehouse (Insurance Measurement Framework) and a complete set of OLAP analysis cubes that support analysis by functional area, line of business, and key performance measures.

The Framework utilizes an ETL engine to populate data from the customer application systems. IBM Cognos TM1 executive viewer connects to the cubes and provides Web-based reporting and analysis.



Interactive Risk Management Analysis & Reporting

Interactive Risk Management Analysis and Reporting/Prime (iRMAR/p) supports the in-depth analytic demands of organizations that need to manage high volumes of claims-related data such as insurance carriers, brokerage firms, consulting firms, and large employers. iRMAR/p is an integral and a vital resource for managing risk, controlling costs, and improving productivity. It provides the reports and analytics to support your decision-making process.

Benefits

iRMAR/p combines JSC's premier data management services, application development, and Web-based distribution with IBM Cognos ReportNet and IBM Cognos Power Play. It includes a compilation of the most commonly used reporting applications so you can begin to instantly analyze your risk management information.

The solution allows you to combine your claim and policy data into a single repository and conduct more in-depth P&C risk management analysis and reporting than ever before.

Features

- Aggregate reports; trending and loss triangles reports; integrated claims and exposure reports; as well as integrated claims and policy reports
- Transactional payment history
- Rich graphing capabilities
- Comprehensive ad-hoc reporting
- Robust drill-down analysis and drill-through to detailed reports
- On-demand and scheduled report distribution with integrated email notification
- Reports can be printed or exported to MS Excel, PDF format, and other popular applications

Architecture

iRMAR/p accepts claim and policy information in any loadable format. The data is loaded on a pre-determined frequency – daily, weekly, or monthly – into the iRMAR transaction database and then transformed into an iRMAR data mart.

Reporting and analytical features are implemented via ReportNet and Power Play, and are now being migrated to IBM Cognos 8 Business Intelligence.

Technical requirements:

- Input data: Any loadable format
- iRMAR transaction database: Any standard RDBMS
- iRMAR data mart: Any standard RDBMS

This is a Web-based, zero-footprint application. It can be used as an ASP model, hosted by JSC or installed at the client site.





LABS Business Process Management Tool

LABS is a completely integrated eApplications suite. The software is designed with the most updated features, allowing the user to work intuitively.

The solution integrates processes via the Web to suppliers, customers, contractors, and remote users. It provides maximum availability of service, as well as the best support. It leverages IBM Cognos business intelligence software for information analysis.

The solution reduces cycle times and provides secure access to information. It offers reporting in real time when events occur; users generate reports quickly and easily. It also provides a record of business transactions for auditing purposes in the case of deviations in the process. It provides transparency and visibility into process activities and produces valuable information to support decision-making.

Benefits

- At least 20 percent reduction in stock interests, stock management costs, stock tax transactions
- Up to 5 percent reduction in materials cost. Best practices increases negotiation opportunities; provides a purchase negotiation approach; better communication of requirements to suppliers
- Up to 10 percent reduction in workforce costs
- Higher customer satisfaction
- Better accounting controls: accounts receivable, accounts payable, and billing
- Allows Software as a Service (SaaS) mode
- Provides Web access from anywhere
- Real B2B: connects not only remote employees but also customers and suppliers

Features

- LABS is a process-oriented, extended ERP/SCM, which is different from traditional module-oriented systems
- SOX compliant
- Workflow approval levels and delegation of authority
- Double currency accounting
- Supports multiple business units
- Accounting, treasury, and costs
- Sales, billing, and accounts receivable
- Stock and supply chain management
- Procurement, third-party invoices, and accounts payable
- Warehouse management and materials catalog
- Transportation services and physical localization of goods
- Service contracts management
- Projects and fixed assets
- Crude oil sales commercial suite

Architecture

LABS is a multi-platform solution and runs in the following operating systems: OS/400, Intel, Unix, and Linux. It supports relational databases such as IBM DB2, Oracle, SQL, and Sybase.

IBM Cognos ReportNet integrates transactional information to provide detailed reporting, solving user functional needs and expanding ERP functionality. The LABS-ReportNet solution shortens decision time and adds values to all business processes.

iLatina has developed over 400 different information views. Consolidated and detailed reporting makes decision-making easier. Knowing the details of management processes allows workflow analysis and optimization. Supplier and contractor analysis helps optimize costs. Investment efficiency analysis helps increase revenues.



Mortgage Banking Business Intelligence

Mortgage Banking Business Intelligence (MBBI) is a reporting solution that extends and enhances the reporting capabilities of Loan Origination System (LOS) software used by mortgage lenders. Although mortgage lending is a highly competitive, fast-paced business, many organizations still rely on static reports that offer little insight into current pipeline or trends that affect the health of the business.

MBBI is a reporting solution, built using IBM Cognos ReportNet. It provides:

- Several standard mortgage reports.
- An executive dashboard that monitors trends and KPIs.
- A powerful reporting interface that allows non-technical users to create detailed, powerful ad-hoc reports.

MBBI overlays existing LOS software, and it draws data from a data mart that can be fed from any number of data sources or systems. The target market is mortgage lenders with annual sales of at least \$50 million.

Benefits

- Instant visibility into critical KPIs and pipeline, customer satisfaction, and broker performance
- Allows lenders to dramatically improve reporting without having to purchase and implement a new LOS package
- Lessens reliance on IT for reporting
- Allows non-technical users to create, save, format, and distribute custom reports on the fly

Features

- Web-based
- Zero-footprint
- Easy-to-use, intuitive interface
- Customizable and flexible
- Provides vital information on the health of the business at a glance

Architecture

- Cognos products: IBM Cognos ReportNet 11 for SQL Server (now moving application to IBM Cognos 8 BI).
- Source systems: Can support any mortgage industry system. Mapping from source system tables to DM tables is done manually during implementation.
- Target DM/DW/cubes: SQL Server for DM (no IBM Cognos PowerPlay cubes exist for MBBI yet).
- ETL process: Any ETL tool (ETL will have to be developed).





Mortgage Performance Accelerator

The Parson Financial Services Accelerator allows mortgage lenders to create an income and balance sheet that incorporates major mortgage inputs including:

- Yield curve and interest rate fluctuations for Prime, LIBOR, Fed Funds, and other rates
- Product life and attribute assumptions such as defaults, losses, prepayments, aging, and cures
- Loan lifecycle assumptions and decisions such as loan origination volumes, spreads, and repurchases
- Securitization inputs including points and fees, premiums, and costs associated with gains on sales
- Servicing assumptions such as revenue and retention

The Accelerator enables the lender to make changes to a business driver and understand its impact on the business. Executives don't have to understand all the intricacies and calculations behind the results. They only need to know which driver to adjust, and the model does the rest.

As a result, lenders can make timely decisions on what actions to take: such as increase or reduce headcount, emphasize or pull back from a particular product offering, or adjust underwriting standards. They can then model the impact of these actions on their financial statements.

The result: instead of simply reacting to changes, lenders can plan for them head of time and take advantage of market opportunities to drive further shareholder value.

Benefits

- Ability to re-forecast based on a change in interest rates. This allows lenders to understand the business impact if rates increase or decrease across the board
- Updating of yield curve and interest rate assumptions in the model
- Based on a change in rates, all other assumptions, such as default and loss for affected products, are updated. Portfolio calculations also change as a result of assumption changes

Features

- Portfolio Details is the calculation engine that brings together assumptions – such as product life and attributes, originations, yield curve, and rates – to drive the financial model
- Based on interest rate changes, key line items in the Portfolio Details worksheet are updated such as interest income, expense, and Net Interest Income (NII)
- Changes in Portfolio Details also cascade further through the model. For example, it updates Gain on Sale items such as executed premium, points and fees, and cap cost
- Changes flow through to the Income Statement and Balance Sheet: the key destination for calculations. They show how a change in interest rate (or other business scenarios) will affect the profitability of the lending business
- The solution includes pre-configured planning models that are purpose-built for the mortgage industry, as well as a robust data warehouse, reporting and analytics solutions, and web-based portal interfaces

Architecture

The Accelerator solution leverages performance management products from Cognos. It is built using IBM Cognos 8 Business Intelligence and Enterprise Planning.





OpenPages Governance Suite

The OpenPages Governance Suite combines best-in-class applications for financial controls management, operational risk management, IT governance and strategic performance management. Hosted on the OpenPages Governance Platform, these applications provide a modular and integrated approach to governance, risk, and compliance management. They allow your organization to achieve and sustain compliance across multiple regulations; manage risk across the business; and ensure that operational performance meets strategic corporate objectives.

Benefits

Business Governance is OpenPages' vision for unifying the management of governance, risk, and compliance across the organization. It enables the visibility, decision support, and control to:

- Improve accountability
- Better manage risk
- Achieve compliance with numerous regulations
- Improve operational performance
- Align strategies to ensure better results

OpenPages software enables a well-governed business by providing a single enterprise system for managing governance, risk, and compliance procedures and policies. With capabilities to identify new business opportunities and route out losses from business risk, OpenPages helps your organization implement a strong business governance practice that results in improvements to top- and bottom-line performance and a higher valuation from investors.

Features

The OpenPages Governance Platform unites governance, risk, and compliance information into a single management system. Through a set of shared services, the platform enables interoperability between OpenPages applications, so your organization can easily manage shared processes, risks, and controls across the enterprise.

With this capability, you can better understand the inter-relationships between multiple disciplines of governance, risk, and compliance in order to reduce duplication of effort, increase efficiency, increase visibility into operations, and make better business decisions.

Architecture

Configurable, interactive dashboards and reports through the OpenPages CommandCenter provide visually rich, interactive views of the overall state of financial controls and compliance readiness. The CommandCenter is powered by IBM Cognos ReportNet.



Premier Viewpoint

Premier Viewpoint delivers next-generation business intelligence to financial institutions using innovative, browser-based features. It simplifies database management, allowing users to author, manage, and view reports from a single portal. And it provides concise and easy-to-understand access to the valuable data your organization relies on to make decisions and formulate policy. Premier Viewpoint gives you complete control of report distribution throughout the entire organization.

Your organization can schedule the delivery of various reports to specific individuals, and you can also determine which content they access. This flexible and secure feature allows your institution to effectively manage access to potentially sensitive information.

Premier Viewpoint offers something for everyone. Novices and experts alike can build, format, and edit customized reports with minimal effort and training. All report elements, including text, images, and graphs can be imported and arranged using simple drag-and-drop functionality. As objects are added, moved, or deleted, the solution automatically adjusts the layout to ensure a consistent and professional look.

Features

- Run and interact with reports from a browser-based screen
- Create ad-hoc reports on the fly
- Create advanced dashboards
- Email reports to the group as soon as they are generated
- See financial institution data from an easy-to-access report and view the entire customer relationship

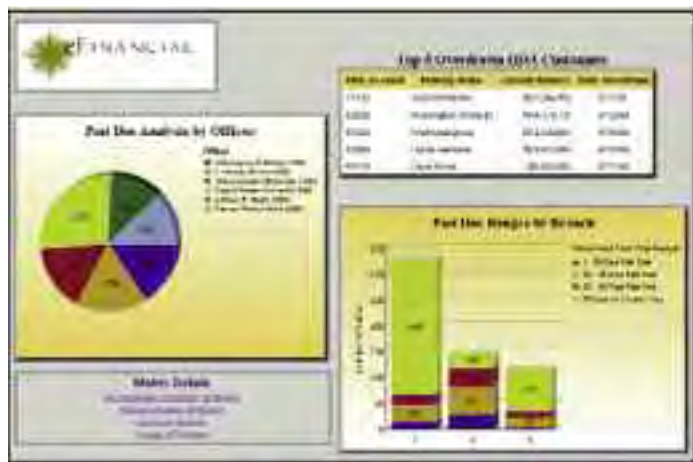
Architecture

Information Technology, Inc (ITI) is a Cognos OEM and currently licenses IBM Cognos ReportNet, IBM Cognos Impromptu, and IBM Cognos PowerPlay to financial institutions. IBM Cognos ReportNet and IBM Cognos 8 Business Intelligence are renamed to Premier Viewpoint for our ITI clients, and IBM Cognos PowerPlay is labeled PrimePlus.

Currently, our customers access IBM Cognos Impromptu through a rich client application installed on the individual PC. No modifications have been made to put Cognos under the covers. Premier Viewpoint is accessed through the current Cognos portal. Institutions can access the browser-based application and perform functions based on their security.

Premier Viewpoint includes a set of standard reports (approximately 120) that detail a wide range of data, from checking accounts opened by officer to loans past due. PrimePlus is used to analyze General Ledger activity and provides roll-up functionality for reports.

Premier Viewpoint and PrimePlus access a SQL database installed on a Windows Server. Plans are underway to develop the database to be inherent on IBM iSeries, which both Premier Viewpoint and PrimePlus will access. Premier Viewpoint will then use the DB2 express for its content store.





Revelwood's BPM Suite for Real Estate

Revelwood's Business Performance Management (BPM) Suite for Real Estate is an out-of-the-box financial planning and reporting solution for Real Estate Investment Trusts (REITs) and Property Management firms.

In addition to the pre-built functionality of Revelwood's BPM Suite, BPM Suite for Real Estate also includes Property Development, Property Acquisition and Disposition, Rent Roll, Loan, and Equity modules. These modules allow planning and reporting on KPI's such as NOI, Rent Roll, Occupancy, and Discontinued Operations.

The extensive pre-built, and customizable business logic in the solution allows efficient planning and monitoring of properties and improved portfolio performance.

Implementing Revelwood's BPM suite for Real Estate has helped REITs integrate the impact of property management decisions on financial results. Changes in key drivers immediately impact financial results and KPIs via a seamless process.

Properties are flagged to allow SEC reports to be created quickly from a unified source of financials and operations, reducing the reporting cycle by eliminating the need to dig through disparate systems to collect required data.

Benefits

- Reduces the need to manually input data into spreadsheets, especially when the data originates in a variety of different systems.
- Provides flexible, easy to customize business logic that allows each firm to model the business their way.
- Unifies operational and financial results into one dynamic platform, giving individuals who drive the business the information they need.
- Provides driver-based planning, which allows users to quickly analyze changes to real world business drivers.
- Stores data required for SEC reporting that is not readily available from other systems.
- Allows for more detailed analysis of business events.

Features

- Core financial data model that supports a complete chart of accounts (financial and non-financial).
- Operating expense and line item detail planning, with commentary collection.
- Staff planning by named employee or employee groups/grade levels.
- Customizable portals and personalized application menus and navigation.
- Enhanced reporting and template development tools.
- Report packaging and distribution.
- Data management and administration tools.
- Long term rent planning.
- Driver-based calculations (e.g., move in dates, CPI rent adjustments).
- Acquisition and disposition dates trigger business logic, impacting financials.
- Tracks details surrounding each transaction necessary for external SEC reporting.
- Tracks detailed equity transactions by date of issue.
- Automatically calculates weighted average shares outstanding MTD, QTD, & YTD on issue date
- Tracks all impacts to LOC.
- Provides LOC roll-forward analysis.
- Triggers alerts when LOC exceeds user-defined thresholds.
- Automatically amortizes loans based on user input of loan parameters.
- Accommodates several loan types.
- Produces debt schedules and tracks both notes payable and notes receivables.
- Customized, driver-based module that derives construction in progress amounts based on user input.
- Capitalizes interest expense during construction period.
- Triggers rent calculations based on business logic.

IBM Cognos
Innovation Center
 for Performance Management

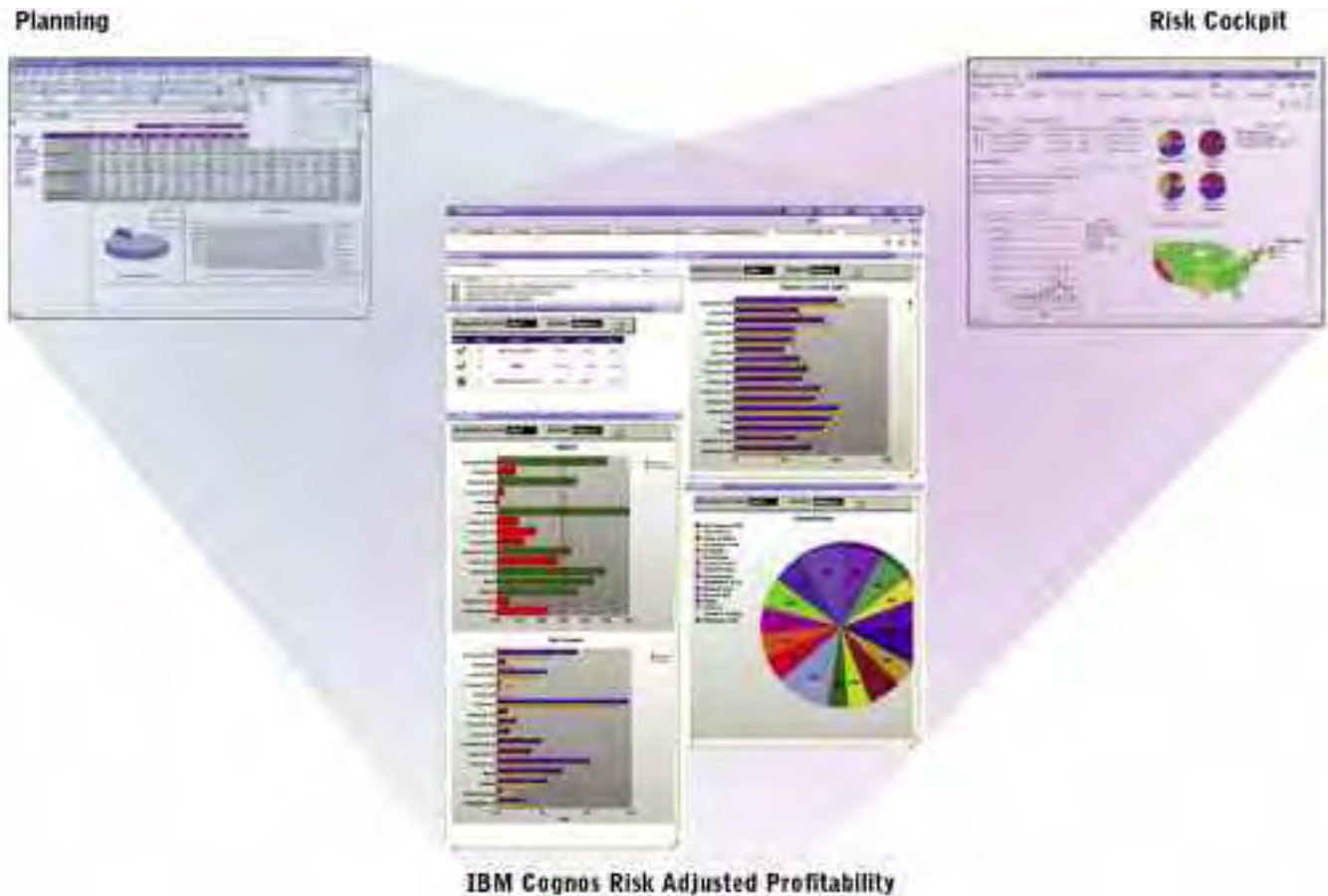
Risk Adjusted Profitability Performance Blueprint

This Blueprint allows financial institutions to integrate risk information with an enterprise-wide, distributed profitability management process that provide the followings:

- Integrated risk-adjusted planning and forecasting at the product level, across multiple dimensions with risk measures that include Risk Adjusted Return on Capital (RAROC), Economic Capital, Probability of Default, Loss Given Default and Expected Loss.
- Activity-based management and costing capabilities for key customer, product and business segments, providing the most accurate, reliable profitability planning and reporting data. This enables risk-adjusted revenue and

expense planning that incorporates activity-based costing methodologies and multi-dimensional scenario planning that incorporates activity costs. This allows users to compare the financial impact of several business options and take action on the most profitable course.

- Compatibility with any ABC/M system, due to joint development efforts with partners such as Acorn Systems.
- Multi-dimensional risk management and profitability reporting and analysis. By leveraging the IBM Cognos Risk Cockpit, a risk management reporting and analysis solution, financial institutions can combine the power of the IBM Banking Data Warehouse with IBM Cognos 8 BI.



Branch Performance Blueprint

This Blueprint was developed to help retail banks perform detailed top-down and branch-up revenue and expense planning to ensure organization-wide alignment with strategic objectives.

Blueprint Objectives

- Establishes clear and concise targets for each branch at a profit-and-loss (P&L) level, product group and customer segment.
- Calculates revenues and loan losses based on account balances and account levels.
- Uses Acorn's activity-based costing engine to calculate activity volumes from historic activity intensity rates driven by forecast account activity by product and transaction.
- Uses derived volume activity to calculate assigned expenses using shared services rates.
- Lets managers plan staffing at all levels in the branch.
- Provides the ability to enter direct expenses associated with the branch
- Provides immediate feedback on planning decisions.
- Allows reporting and analysis by branch, product, and household.

Revenue and Balances Snapshot

This tab manages branch Balances, Accounts, and Net New Customers. Those responsible for forecasting Runoff, New Business, and Attrition for account balances can run the appropriate forecast. A forecast is run for each Product Group and for each Customer Segment within the group.

Category	Q1	Q2	Q3	Q4	YTD	Target	Variance	% Diff
Revenue	6,319,174	6,452,000	6,599,000	6,727,000	26,105,174	26,105,174	0	0.00%
Expenses	1,277,000	1,277,000	1,277,000	1,277,000	5,108,000	5,108,000	0	0.00%
Net New Customers	10,000	10,000	10,000	10,000	40,000	40,000	0	0.00%
Profit	5,042,174	5,175,000	5,322,000	5,450,000	21,000,174	21,000,174	0	0.00%

Visit <http://www.cognos.com/innovationcenter/blueprint.html> for complete information and all Performance Blueprint downloads

Corporate Banking Customer Segment Performance Blueprint

This Blueprint enables commercial, corporate and investment banks to create profit and loss statements for customer segments or for large, individual corporate customers. It allows managers to report on and analyze profitability and plan initiatives to improve segment results.

The Blueprint enables customer segment managers (and large corporate account managers), marketing personnel, and other customer-facing bank employees to receive customer segment information, analyze information to determine targets, plan initiatives to drive increased profits in the chosen segment, and manage and update a customer-segment P&L. The descriptions below follow that basic workflow: report and analyze customers and customer segments, plan initiatives, and manage the customer segment P&L.

IBM Cognos Innovation Center for Performance Management

Cross-Segment Report Snapshot

The Blueprint provides a hierarchy of dashboards and reports designed to guide the user through deeper and deeper levels of customer- and customer segment detail. The first level provides a view of all customer segments (Cross-segment Report), which allows the user to understand at a glance how segments are performing across measures such as revenue, contribution margin, and accounts per customer. In addition, it highlights initiatives that are most successful at driving higher profitability.



Visit <http://www.cognos.com/innovationcenter/blueprint.html> for complete information and all Performance Blueprint downloads

Insurance Product Profitability Performance Blueprint

This Blueprint enables insurers to receive business segment, product line, and brand information, analyze that information to determine targets, plan initiatives to increase profits in the chosen target, and manage and update a P&L and balance sheet at the desired level in the product hierarchy.

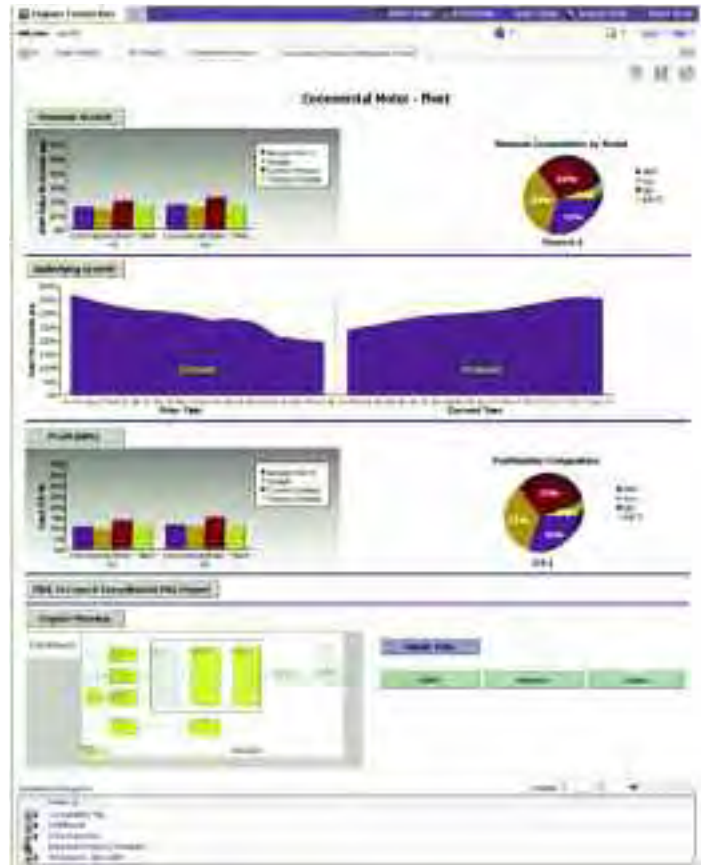
This Blueprint allows users across the insurance enterprise to perform more effectively.

- Finance executives can plan across business segments, products, and brands in an efficient, consistent manner—with contributor plans from all products or brands rolling up into a single, consolidated plan—and no more Excel version control issues!
- Business segment executives, product managers and analysts can evaluate changing market conditions and consider multiple scenarios on a rolling, immediate basis—taking into account the overall impact to business segment, product or brand profitability and enabling the enterprise to act in a coordinated fashion.

IBM Cognos Innovation Center for Performance Management

Business Segment, Product Line, Product and Brand Reporting, Analysis, Dashboards and Scorecards: Snapshot

The Blueprint provides a hierarchy of dashboards and reporting designed to guide the user through increasingly deeper levels of business segment, product line, or brand profitability. The first level in the hierarchy provides a view across a business segment (such as commercial or personal insurance), product line, or brand, which helps the user understand performance across measures such as revenue and profitability at a glance.



Visit <http://www.cognos.com/innovationcenter/blueprint.html> for complete information and all Performance Blueprint downloads

Relationship Pricing for Commercial Banking Performance Blueprint

This Blueprint features intuitive customer reporting capabilities, a robust pricing model for commercial products that includes both deal and relationship profitability, and centralized administration to ensure that commercial bankers price potential deals in the most efficient and profitable manner. More specifically, the solution provides:

- A Commercial Banking Executive dashboard, including revenue, profitability and risk information.
- A Relationship Manager dashboard, displaying book of business, profitability, and proposal information.
- A Relationship Summary report, detailing all of the products and services currently used by a customer.
- A pricing model that includes a relationship summary, pricing capabilities for Credit and Treasury Services / DDA offerings, and deal and relationship profitability analysis capabilities for numerous pricing scenarios.
- A pricing approval form, displaying the deals that require approval and the high-level details of outstanding proposals.

Commercial Banking Dashboard Snapshot

Relationship managers could start by accessing the Commercial Banking dashboard, pictured below. This dashboard provides an executive-level look into the commercial bank, including pipeline, profitability, and risk information.



Visit <http://www.cognos.com/innovationcenter/blueprint.html> for complete information and all Performance Blueprint downloads

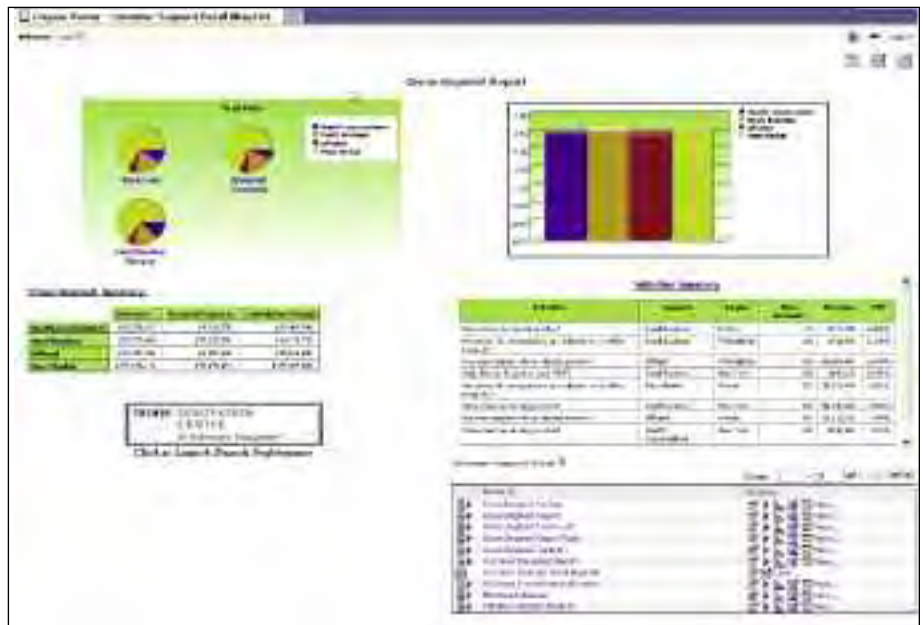
Retail Banking Customer Segment Performance Blueprint

This Blueprint enables retail banks to create customer segment profit-and-loss statements. The solution enables segment managers to report on and analyze profitability down to customer or household, to create regional and product P&Ls within a segment, and to plan sales and marketing initiatives to improve segment results. Integration with Acorn Systems' activity-based management software ensures granular, accurate profitability measurement and planning.

The Blueprint also enables customer segment managers, marketing personnel, and other customer-facing bank employees to receive customer segment information, analyze information to determine targets, plan initiatives to drive increased profits in the chosen segment, and manage and update a customer segment P&L. The descriptions below follow that basic workflow: report and analyze customers and customer segments, plan initiatives, and manage the customer segment P&L.

Customer Segment Reporting, Analysis, Dashboards, and Scorecards: Snapshot

This Blueprint provides a hierarchy of dashboards and reports designed to guide the user through deeper and deeper levels of customer detail. The first level provides a view of all customer segments (*Cross-segment Report*), which allows the user to understand at a glance how segments are performing across measures such as revenue, contribution margin, and accounts per customer. In addition, it highlights initiatives that are most successful at driving higher profitability.



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Financial Risk Insight for Banking

The Financial Risk Insight for Banking is risk management solution for banking that leverages the power of the Cognos IBM Risk Management Cockpit.

Combining the IBM BDW and IBM Cognos 8 BI gives financial services companies an integrated, enterprise-wide view of risk across divisions, products, geographies, and risk classes.

The risk cockpit is based on industry best practices and the proven technology of the IBM Banking Data Warehouse and IBM Cognos 8 BI, and has been deployed at a number of the world's leading financial institutions.

IBM-Cognos Risk Cockpit Risk Management Business Intelligence Solution	
The IBM-Cognos Risk Cockpit is a risk management BI solution for IBM Banking Data Warehouse (BDW) customers.	IBM Cognos Product: IBM Cognos 8 BI
Value Proposition: Simulate the processes required to move from point solutions to a broad, higher order analytics. Create a proof of concept illustrating the integration of component-based foundation architecture. Expose all IBM BDW information within a browser window.	
Key features: Drag and drop information viewing, scalable.	





Risk Adjusted Profitability for Banking

The Risk-adjusted Profitability for banking solution makes integrated risk management and financial planning a reality using the *IBM-Cognos Risk-Adjusted Profitability Blueprint*.

A financial institution that uses the *IBM-Cognos Risk-Adjusted Profitability Blueprint* can plan and forecast at the product level, ensure unmatched accuracy with activity-based cost information, and incorporate risk calculations.

This allows the bank to boost profitability through more precise planning and leverage existing technology investments, boosting technology ROI and overall bank ROE/ROA.

IBM-Cognos Risk Adjusted Planning Solution	
The IBM-Cognos Risk Adjusted Planning solution is a profitability management solution for the banking industry.	IBM Cognos Products: IBM Cognos 8 BI IBM Cognos 8 EP
Value Proposition: Integrate risk information with an enterprise wide distributed planning process. Generate risk-adjusted profitability plans for key customer, product and business segments.	
Key features: Includes IBM Cognos Enterprise Planning software, combines IBM Cognos 8 BI capabilities with IBM Financial Management Services strategy, process design and implementation services.	



Retail Solutions

Cognos, an IBM Company and its partners drive higher operational performance in the retail industry by helping retail chains to:

- Manage operational performance in stores and across channels
- Manage store-level productivity and establish accountability
- Plan, measure and analyze information to identify areas of concern, trends and program results
- Speed and manage consistency between corporate goals and store execution
- Coordinate information across the retail enterprise and to suppliers

Our solutions for retail include:

COMPANY	SOLUTION	DESCRIPTION	IBM COGNOS PRODUCTS	GEOGRAPHIES	FOCUS
change++ Ltd	BI Solution for the Hospitality Industry	The change++ BI Hospitality solution provides a typical hospitality organization with the information they need to manage their business effectively. It combines provision of key information to outlet and operations teams, with full analysis and reporting capability for central finance, product/pricing teams, marketing and auditors.	IBM Cognos 8 BI	Europe	Hospitality
Claraview Inc.	Claraview Retail Data Warehouse (RDW)	Claraview Retail Performance Management is an out-of-the-box, end-to-end retail performance management system.	IBM Cognos 8 BI	North America	
FAST Technologies Inc.	NetUp [®] Retail War Room Solution	FAST Tech. NetUp [®] Retail War Room solution delivers the value to Retail industry, offer the "Carryover Replenish Stock Analysis Model" to replace the frequently marketing forecast and reforecast daily operation, and further more the new operation model	IBM Cognos 8 BI	APAC	
Ntuitive Software & Systems Inc.	NVision Enterprise Feedback Management	NVision Enterprise Feedback Management is an end-to-end enterprise feedback management platform for travel and hospitality, retail, healthcare, and financial services.	IBM Cognos PowerPlay	Canada	
Retail Anywhere	Retail Anywhere Analytics	Retail Anywhere Analytics will further extend Retail Anywhere's solution offering to small and midsize retailers. Bringing together all the important data from Retail Anywhere's POS, inventory, merchandising, CRM and other retail management applications, Retail Anywhere Analytics will provide the insight and business intelligence you need to make decisions that deliver greater productivity and operational effectiveness to your business.	IBM Cognos 8 BI	North America, Australia, Latin America	
SALT Solutions GmbH	Retail Controlling	Key figure systems, which are adjusted to retail, and pre-defined reports, help to control store chains centrally. Stock, sales quantity, turnover and acquisitions of the consolidated companies can be analyzed, as well as advertisement success and point-of-sale terminals monitored.	IBM Cognos 8 BI, ReportNet, PowerPlay, BI Series 7	Europe	

...continues

COMPANY	SOLUTION	DESCRIPTION	IBM COGNOS PRODUCTS	GEOGRAPHIES	FOCUS
JCB Partners	Retail Pathways	Retail Pathways is an out-of-the-box performance management (dashboards & analytics) solution for retail customers.	IBM Cognos 8 BI, IBM Cognos Planning	North America	
PCMS DataFit	VISION InSight	VISION InSight is an analytics module for retail and hospitality organizations.	IBM Cognos 8 BI	North America	
Innovation Center	Financial Workbench and Scorecard Performance Blueprint	This Blueprint provides tools for integrated company-wide planning and analysis. Integrated operational plans and standardized metrics allow retailers to meet growth and profitability objectives – while providing the best shopping experience for customers.		Worldwide	
Innovation Center	Store Development Performance Blueprint	This Blueprint offers integrated financial planning capabilities that let retailers easily understand which store development plans deliver the highest business benefits, best returns and greatest support for corporate objectives.		Worldwide	Store Development
Innovation Center	Store Operations (P&L) Planning Performance Blueprint	This Blueprint helps retailers perform collaborative store-level revenue and expense planning to ensure that individual store plans are in line with corporate targets.		Worldwide	Store Operations
Innovation Center	Strategic Merchandise Planning Performance Blueprint	This Blueprint enables retail chains to plan sales, margins, gross profit, and stock by division, channel, department or category. It incorporates best practices learned in over 325 retail chains around the globe.		Worldwide	Merchandise Planning
Innovation Center	Strategic Promotion & Marketing Planning Performance Blueprint	This Blueprint enables retail managers to model multiple promotional scenarios, measure costs and sales, monitor vendor funds and compliance, and analyze campaign effectiveness.		Worldwide	Promotion & Marketing Planning
IBM	Store Operations & Planning for Retail Integration Framework	This IBM Cognos blueprint is focused on performance management for Store Operations, including Store P&L, Store Development, Dashboards, Scorecards, Reporting, Analysis, Planning, Budgeting and Forecasting designed to help retailers accelerate the implementation of new customer-focused strategies and builds on IBM's best practices Retail Integration Framework		Worldwide	Store Operations



BI Solution for the Hospitality Industry

The change++ BI Hospitality solution provides hospitality organizations with the information they need to manage their business effectively. It combines provision of key information to outlet and operations teams with full analysis and reporting capability for central finance, product/pricing teams, marketing, and auditors.

Benefits

- Timely, relevant information to drive management action.
- Dashboards provide an instant overview of company performance.
- Simple, focused reports for operations teams.
- Immediate benchmarking for sales per square foot for each outlet.
- Drill through reports for instant analysis of metrics, to understand the story behind the numbers.
- Intranet delivery allows managers to access information anywhere.
- Ability to track key performance measures, such as labor scheduling reports (the need to combine forecast and actual costs from different systems).
- Identifies best and worst performers to foster competition.
- Combines information from multiple data sources (e.g., EPOS, Finance, HR).
- Information tailored to the needs of different user communities.
- Easy-to-use analysis capability on some data sets for operations managers.
- Access to detailed transactional information via drill-through from managers' reports.
- Full analysis and flexible reporting for sophisticated users.
- Easy deployment to multiple sites and remote workers.
- Low training costs.

Features

The change++ Hospitality solution is a Web-based system. All users gain access to their data via portals – some open to all and some controlled by user credentials. A typical hospitality implementation would include the following:

Main dashboard

- Point of entry for all users
- Contains key hospitality summaries (e.g. sales & labor, sales trends, top & bottom 10 outlets, products etc)
- Drill through to more detailed reports
- Updated automatically by schedule

Focussed portals

- Access to portals controlled by user credentials

Operations manager portal

- Reports designed for operations manager audience
- Reports enable comparisons with common outlets and regions
- Selected cubes available for analysis
- Portlets are used to organize reports into categories (e.g., finance, sales, stock, labor, P&L)

Corporate portal

- Top level, corporate reports with drill down
- All cubes available for analysis
- Portlets used to organize reports into categories
- Alerts sent to users as data and reports are refreshed

Architecture

The solution uses IBM Cognos 8 BI to access key business data sources, combine the information, and deliver it to the user communities in a format that suits them. The Cognos toolset has data connections to the EPOS, finance, and other systems. It also communicates with existing corporate email and authentication providers to implement security and alerting.

Key Cognos cubes are automatically built using robust production schedules. These scheduled processes build the cubes, then republish the key reports, and send an alert to users to let them know the data is available on the system. Many reports are pre-run with output saved to the appropriate portals, so users can see the results quickly.



Claraview Retail Performance Management

Leading retailers are looking to align planning with real-time information based on real-world events. Claraview Retail Data Warehouse seamlessly integrates with the *IBM Cognos Store Operations Planning Blueprint* to offer the first out-of-the-box, end-to-end retail performance management system.

The pre-packaged integration allows your organization to avoid purchasing and integrating disparate systems. This results in shorter time-to-value and lower total cost of ownership. The solution can be implemented in whole, or to augment an existing deployment of the Store Operations Blueprint.

The Claraview Retail Performance Management (RPM) solution, powered by Cognos, allows customers to measure business results against goals in near real-time. With one implementation, or upgrade of an existing Store Operations Blueprint installation, your retail business can close the planning loop:

- Forecast, monitor, and manage corporate performance.
- Integrate operational and financial performance management.
- Realign plans as conditions change.
- Engage vendors and store managers in supply chain optimization.
- Identify, budget for, and retain key customers.
- Enhance existing analytics with space planning, transaction and basket analysis, customer data integration, product affinity, competitive pricing, and other advanced analytics.

Benefits

- Implement best-practice retail planning and analytics
- Minimize new technology investment
- Leverage years of retail business intelligence and data warehouse experience
- Reduce time-to-value by six or more months
- Minimize project risk

Features

Claraview Retail Reporting Workbench

- Best practice retail reports
- Comprehensive
- Optimized for Cognos reporting

Claraview Retail Data Model

- One common repository for operational and planning data
- Based on ARTS standards
- Optimized for business intelligence
- Platform independent
- Adjustable to fit individual needs

Claraview RDW Implementation Methodology

- Deep retail knowledge
- Best-practice BI project delivery
- Proven in hundreds of projects
- Fixed timeframe



Architecture

The Claraview RPM solution has two points of integration with Cognos software:

- The Claraview Retail Reporting Workbench is optimized for IBM Cognos 8 BI.
- The *IBM Cognos Store Operations Planning Blueprint* is seamlessly integrated into the product, including data model integration and a common interface.

The Claraview solution is platform independent. It can use any database (Microsoft SQL Server, Teradata, Netezza, and Oracle) as well as leading data integration platforms including Informatica and IBM WebSphere DataStage.



NetUp® Retail War Room Solution

NetUp Retail War Room Solution is a performance management solution for retail customers. Delivering value to the retail industry, the NetUp solution enables organizations to:

- Optimize inventory levels and retail product combinations through precise forecasting
- Make better marketing forecasts and accelerate decision-making
- Define product lifecycles more accurately
- Review sales activities and outcomes
- Analyze data through several methods: product lifecycle analysis, carry-over replenish stock analysis, and marketing evaluation

Benefits

- Different views to review your sales activity and outcomes
- Automatically delivers information needed for essential decisions within each phase of the product lifecycle
- Dashboards highlight major KPIs at a glance - providing key information for critical decisions
- Accelerated decision-making time keeps organizations moving forward despite changes
- Better marketing forecasts lowers inventory cost
- Better inventory control equals lower carry-over product
- High efficiency purchase lowers cost of goods
- Better product combination provides higher average profit
- Greater marketplace evaluation enables more marketing success
- Product lifecycle information turns marketing strategy into process

Features

- Product lifecycle analysis method
- Carry-over replenish stock analysis method
- Marketing occupation evaluation method

Architecture

The NetUp Retail War Room solution, built with the retail essential competition strategy analysis model, features:

- Carryover Replenish Stock Analysis Model
- Product Lifecycle Analysis Model
- Marketplace Evaluation Analysis Model

Common multidimensional business analysis models include:

- Inventory analysis
- Sales analysis
- Product combination analysis





NVision Enterprise Feedback Management

NVision is a solution that automates the enterprise feedback lifecycle. It addresses the key challenges and opportunities that all enterprises face:

- Increasing customer retention, loyalty, revenue, and profits.
- Saving at-risk customers, employees, and partners before they are gone.
- Allocating scarce resources to the areas that will generate the highest returns.
- Recognizing and addressing operational problems and business opportunities when they arise.
- Streamlining and reducing operational costs.
- Recognizing and rewarding employees fairly and effectively.

NVision is an end-to-end integrated platform that allows your business to capture online feedback (via a Web browser or interactive voice response) from key stakeholders (customers, employees, partners) and transform the information into actionable insight.

The solution enables the capture and reporting of continuous feedback as well as visualization of changes and trends over time. Decision-makers face significant time constraints in today's work environment. NVision helps them to quickly focus on "actionable exceptions" rather than sorting through volumes of detail.

Benefits

Strategic benefits:

- Enables recognition/rewarding of employees fairly and effectively
- Lets organizations make investments in areas with the highest return
- Enables workforce rewards-enhances satisfaction and commitment
- Increases customer retention; win more new customers, improve productivity, and raise profits.



Operational benefits:

- Allows the right individuals and teams to respond to feedback quickly and in a coordinated way.
- Allows users to share information, such as which customers are dissatisfied and why; what actions have been or need to be taken; and customer or employee responses to your organization's actions.
- Enables users to recover at-risk customers, and turn satisfied customers into committed advocates.
- Lets users' slice-and-dice performance metrics to pinpoint concerns and opportunities by region, site, product, market segment, relationship manager, account manager, and so on.
- Provides easy access to concrete suggestions for improving performance, overall or by segment.

Features

- Automated, incremental cube updates based on trigger (i.e., hourly, daily, weekly, monthly)
- Leverages Cognos' security model for authenticated access to reporting portal
- Supports multiple data collection streams from a single business rules engine
- Built-in survey piloting capability allows inconspicuous refinement of active questionnaire
- Rich reporting and analysis capability
- Strong input validation ensures no erroneous data is collected
- User-defined questions, answers, validation rules, conditional branching, and input controls provide flexibility to gather a broad array of information
- Supports both quantitative and qualitative responses to questions
- Supports keyword context count analysis of free-format text responses to open-ended questions
- Ability to weight questions based on applicability or importance
- Built-in respondent pre-qualification quotas to prevent data input if demographic quota has been met
- Respondents can be anonymous or uniquely identified
- Ability to imbed multimedia components within questionnaire (e.g., streaming video, audio, Flash)
- Ability to export response data to CSV file for input into other programs



Retail Anywhere Analytics

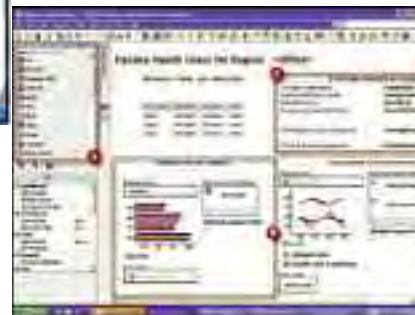
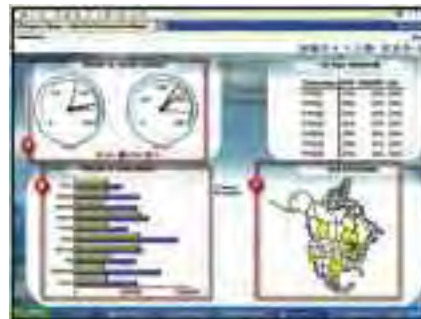
With Retail Anywhere Analytics, retailers have can gain insight into the volumes of data generated throughout their retail enterprise. Built on a foundation of IBM Cognos 8 Business Intelligence, the solution provides small and midsize retailers with a robust solution that delivers reporting, analysis, scorecarding, and dashboards in an affordable, easy-to-use solution.

Benefits

- Access reporting, analysis, and dashboards from a single platform.
- Track and monitor sales, margins, and operational performance.
- Analyze results and identify trends in channels, stores, suppliers, and customer behavior.
- Identify the most valuable products in terms of margin, turnover, and revenue.

Features

- Sales and store comparison
- Market basket analysis
- Best/worst performing items
- Margin analysis
- Promotional tracking
- Return auditing
- Workforce analysis



Retail Controlling

The Retail Controlling System supports retailers to ensure their success in the quickly changing fashion business. It is essential for retailers to have significant and reliable key figures available to them promptly. Successful in-season-controls assist in the evaluation of daily and weekly figures, while monthly and quarterly analyses ensure the future planning processes.

SALT Solutions provides both the safe planning processes and the solutions for retail controlling and key figure systems, which are adjusted to retail. These pre-defined reports help to control store chains centrally.

Stock, sales quantity, turnover, and acquisitions of the consolidated companies can also be analysed. Retailers can monitor the success of the advertisements and the point-of-sale terminals.

Our motto is “Good prognoses result from precise knowledge of background and history.” Our solutions assist in making these prognoses exact by planning specific solutions for retail. Our retail planning methodology guides retailers through the entire planning process like a configurable workflow regulator.

Benefits

Retail Controlling provides high transparency in all selling activities. This solution gives the answers to a wide variety of questions critical for fashion, lifestyle and shoe retailers:

- How is the turnover and the stock developing currently?
- What is the historic trend? Which are my fastest and slowest sellers?
- How big is the range of my store's stock? At what scale can goods from the warehouse be ordered?
- Did the last advertisement campaign have a positive impact on the sales' development?
- Do the colors and sizes fit the customers' needs? What effects do different markdowns have?
- Does the size of the sales area fit the group of goods' turnover and sales quantity?
- Am I addressing the customers on the correct level of prices and the correct type of fashion?
- What is the customers' typical regional buying behavior? How much do customers buy and what means of payment do they employ?

- Of what quality are the brands and the contractors?
- How often are the markdowns and how high are the markdowns, granted by employees at the POS?
- Which repeating article-clusters can be found on the same sales slip?

Features

- Structured reporting, as well as ad-hoc analysis.
- Drill-through reporting for quick and easy access to the details.
- Drag-and-drop authoring.
- A variety of delivered reports for a quick start.
- Full support of the article-color-size structure of the merchandise in fashion and lifestyle.

Architecture

Any format of source data from either the merchandise management system or check box system (databases and flat files) can be connected to the alexa Retail Controlling System.

SALT Solutions has implemented an Oracle-based stage area and an ETL-framework for a high performance transformation of ERP-data to reporting structures. Four different kinds of retail cubes are built daily with IBM Cognos Transformer, using these star- and snowflake-schemas.

The reports, scorecards, and dashboards access the database data as well as the cubes. For ad-hoc reporting, Analysis Studio accesses the cubes. Both standard reports and ad-hoc reporting are provided through the Cognos Connection portal to the users. All components use IBM Cognos 8 BI version 8.3.





Retail Pathways

JCB Retail Pathways allows retail customers to quickly gain insight into the masses of operational data that accumulate in POS, ERP, and supplier systems. Built on a foundation of IBM Cognos 8 Business Intelligence and IBM Cognos 8 Planning, it consists of an industry-specific dimensional data mart (Oracle or SQLServer), reports, analysis, dashboards, scorecards, event alerts, and ETL processes. The solution transforms data from multiple sources into a conformed, structured information environment for high-performance analysis.

Our retail dashboard summarizes the key operational indicators of your business, allowing users to identify areas that are not performing to plan. Targeting performance weaknesses across product lines, geography, seasonality, store attributes, and management highlights where business improvement efforts should be focused. Retail analytics summarize data to the highest levels in the organization. It supports analytic pathways by enabling drill-down and drill-through into detailed data for further exploration.

Retail Pathways provides continuous improvement feedback by identifying data that falls outside targeted ranges. By doing so, it helps your company stay on track to maximize performance. The solution supports all retail segments and lines of trade—from restaurants to big box retailers. It provides a head start to realizing tangible ROI gains in your business.

Benefits

- Operational dashboards and scorecards measure operational performance
- High performance data analysis helps you manage large transaction volumes
- Daily updates via portal, email, and alerts present the most current information
- The conformed data architecture is optimized to address retail data types and volume
- Built-in ETL processes efficiently leverage data from multiple sources
- Pre-built reports for company-wide store performance: merchandise, item movement, and affinity

Features

- Dashboard analytics
- Targeted operational analysis
- Measurement of KPIs across all areas of the business
- Advanced budgeting and forecasting
- Inventory control analysis
- Supplier scorecarding
- Seasonal buying and purchasing trends
- Contracts analysis
- Price elasticity studies
- Marketing analytics
- Product mix and market basket analysis
- Consumer purchasing trends
- Promotion tracking
- Gross and net profitability
- Threshold alerts

Architecture

Retail Pathways incorporates data warehouse concepts to collect and transform operational data from many source systems. Data is transferred to the dimensional data mart using ETL and post-ETL processes. Once staged, data is restructured for analytical processes. The IBM Cognos data manager and Informatica are the integration points for the ETL process.

The solution supports any source database or data file technology, and targets Oracle or SQL Server for the data mart.

The dashboard uses IBM Cognos 8 BI components and provides subordinate drill-through analysis reports for each chart. Data analysis is achieved using a combination of

dimensional framework modeling for drill-down analysis and drill-through support for reporting, analysis, scorecarding, and query. Cognos event management provides event triggers based on pre-defined logic tests such as Cash over Short anomalies, missed forecast targets, and out-of-range key performance indicators.





VISION InSight

The VISION InSight analytics module allows global retail and hospitality organizations to gain insight into all aspects of their business. With extracts of data at near real time, retailers can analyze inventory, sales volumes, cost analysis, product, and geographic performance as well as labor costing against sales. The solution also provides budgeting and planning of store operations or merchandising.

Key capabilities include:

- Drag-and-drop authoring that incorporates data, text, charts, graphs, and images
- Automatic calculations
- Configured standard reports through prompts and toolbar commands
- Customized dashboards
- Centralized and off-line merchandise planning capabilities
- Personalized report bursting to multiple locations in multiple formats

These capabilities complement the existing PCMS retail portfolio, further enhancing return on investment. VISION InSight is POS log compliant, POS agnostic and can be leveraged against multiple POS systems.

Benefits

- Monitor operations in four key areas: sales and expenses, marketing, inventory, and labor
- Quickly identify trends for rapid response
- Analyze key indicators by location, by product, by marketing campaign, and so on
- Analyze performance over time

Sales and expense reporting

- Sales and cost trending – across time, location, products
- Product comparison
- Store performance comparison
- Sales versus cost
- Net/gross margin
- Returns, refunds, discounts

Marketing reporting

- Campaign effectiveness
- Analysis by customer habits or demographics

Labor reporting

- Hours to dollars to sales
- Labor and overtime usage
- Skill mix

Inventory reporting

- Inventory turns
- Inventory alerts
- Stock by products

Features

- Customized dashboards allow each level of the organization to address different needs
- Drill-through reporting for quick and easy access to the details
- Structured reporting as well as reports that allow ad-hoc enquiries
- A variety of reporting formats (e.g., cross tab, graph)

Architecture

VISION InSight leverages IBM Cognos 8 Business Intelligence in a Windows environment. Components include the following:

- Extraction routines read XML data feeds from your POS system via Data Manager.
- Data is loaded into a pre-built data mart, which resides in MS SQL Server, Oracle, or DB2 databases. Database selection is based on user preference, which is often dependent on the skill set in house.
- Framework Manager is the foundation for reporting and storing the metadata.
- Cognos Connection provides the Web access portal to all reports and dashboards. Security can be set to determine what the user's experience is.
- Cognos reporting is used for standard reports and Cognos analysis is used for drag and drop report authoring.
- Utilizes Cognos scorecarding with key indicators built into the dashboards, and notification abilities are provided through event management
- Planning and forecasting uses Cognos Planning software

Financial Workbench and Scorecard Performance Blueprint

The *Financial Workbench & Scorecard Blueprint* provides a performance management framework—including planning, scorecarding, dashboarding and reporting—that enables retail executives to standardize the corporate-wide planning process, gain consensus between financial and operational plans, identify and monitor key metrics, and ensure all departments are working towards the same business goals.

Financial Workbench Capabilities

- Integrate the planning process so that merchandising, finance, operations, and marketing have visibility to top-down strategic plans and are working towards common objectives and projects.
- Use a synchronized top-down planning environment to consolidate bottom-up plans and reach consensus between corporate financial goals, business objectives, and operational plans.
- Perform ‘what-if’ analysis for sales and costs to determine the impact on financial statements and metrics.
- Model business scenarios to determine the financial impact of decisions.
- Generate integrated financial statements (P&L, Balance Sheet, Cash Flow).
- Pro-rate revenue and costs to meet investment goals, and change assumptions and drivers to see the affect of these changes on financial metrics – while holding other factors constant.
- Rapidly re-forecast to adjust to changes in costs or revenue.
- Drive collaboration, and streamline the approval and monitoring process. Cross-functional teams gain the ability to work collaboratively. Accommodate both top-down and bottom-up approaches to planning

Scorecarding Capabilities

- Set, measure, and monitor key performance metrics based on standard financial statements.
- Ensure ownership and accountability for performance.
- Assign a primary owner for every metric.
- Organize and view scorecards by status (good, average, poor) and trend (up, down, steady).
- Set alerts and notifications so users are aware when a metric changes status.
- Embed other business intelligence capabilities for added context and analysis.
- Manage corrective actions and initiatives.

Status	Trend	Metric
Green circle	Up arrow	Basic Earnings Per Share
Red square	Down arrow	Cost of Sales
Green circle	Up arrow	EBITDA
Red square	Down arrow	Gross Profit
Green circle	Up arrow	Gross Profit %
Green circle	Up arrow	Net Income
Green circle	Down arrow	Net Income Growth
Green circle	Up arrow	Net Sales
Red square	Down arrow	Net Working Capital Ratio
Red square	Down arrow	Revenue Growth
Green circle	Up arrow	Total Assets
Green circle	Up arrow	Total Liabilities

Scorecarding communicates goals and monitors performance against targets

Visit <http://www.cognos.com/innovationcenter/blueprint.html> for complete information and all Performance Blueprint downloads.

Store Development Performance Blueprint

The *Store Development Blueprint* provides a performance management framework—including planning, scorecarding, dashboarding and reporting—that empowers chains to model, plan, communicate, measure and reforecast the financial impact of store development initiatives, including new store construction, remodels/refurbishments and upgrades.

Blueprint Capabilities

- Definition of store development initiatives.
- Financial planning for store development initiatives.
- Automatic application of initiatives to regions, stores, or groups of stores based on their attributes.
- Allocation of revenue impact to stores by week or based on comparative prior year revenue.
- Management of resources by assigning them to projects.
- Allocation of expenses and capital expenditure to projects.
- What-if modeling allows managers to analyze financial and capital investment impact of initiatives, and to model financial impact of store development initiatives for multiple scenarios to determine Payback Period and Net Present Value.
- Enabling executives to answer questions like: “Should the chain remodel all stores in Region 1 or add in-store beverage centers in ten of the highest volume stores?”

Retail Store Development Snapshot

Manage store attributes and apply initiatives to stores, groups of stores or by exception.



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**Store Operations (P&L)
 Planning Performance Blueprint**

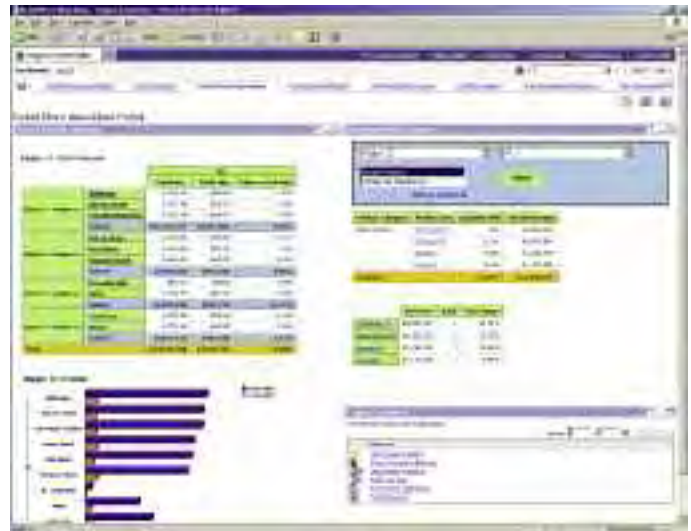
The *Store Operations Blueprint* provides a performance management framework—including planning, scorecarding, dashboarding and reporting—that allows retail chains to build top-down and bottom-up budgets and performance reports for comprehensive profit and loss management for retail operations, including store, district, region or division.

Blueprint Capabilities

- Driver-based planning for key revenue and expense lines allows organizations to identify and manage store attributes—store type, format, size, opening dates—and provide recommended standards for key controllable expenses such as labor and staffing.
- Profile-driven controllable expense and revenue planning lets organizations input standards so expenses, such as credit card processing fees, are automatically calculated based on sales and company-negotiated costs. Retailers can build in impact on revenues, staffing, and associated expenses for seasonality, based on profiles and history to reduce time spent on calculations and to focus on executing initiatives and improving performance.
- Initiative planning functionality allows retailers to assess and plan for the store-level impact of initiatives—such as remodels, adding new departments, and conducting promotional programs or limited time offers.
- Integrated workflow automatically manages and consolidates plans. It provides a visual scorecard for managers to easily determine the status of the planning process so action can be taken to complete the work. Workflow capabilities facilitate “Voice of the Store” collaboration and accountability throughout the organization, and allow chains to deploy planning at whatever level makes sense (i.e., region, district, or store).

Store-Level Performance Snapshot

The ability to track store-level performance across the chain allows management to dynamically adjust tactics in response to opportunities or threats in the marketplace.



Visit <http://www.cognos.com/innovationcenter/blueprint.html> for complete information and all Performance Blueprint downloads.

**Financial Merchandise
 Planning Performance Blueprint**

The *Merchandise Planning Blueprint* provides a performance management framework—including planning, scorecarding, dashboarding and reporting—designed to help chains improve top-down, bottom-up planning for merchandise sales, margin and gross profit by division, channel, department or category.

Blueprint Capabilities

- Top-down target-setting capabilities to forecast annual sales and gross profit for merchandise across divisions or channels
- Calendaring adjustments to accommodate changes in holidays to smooth demand patterns
- Ability to spread top-down targets across departments or categories based on historical data
- Create department or category-level plans for key financial indicators, including: sales, returns markdowns, promotions, shrink, cost of goods, gross margin, supply chain costs and gross profit
- Pre-season stock planning to manage the value of inventory at the department or category level
- Exception-based planning to adjust line items
- Break-back capabilities to pro-rate costs to meet profitability requirements to support sales and margin targets
- Embedded, integrated workflow, complete with visual scorecard and alerting capabilities, that enables managers to easily determine latest plan status, drive collaboration to plan completion, and uphold accountability
- Calculated metrics summarization and links to scorecards and reports that help accurately measure and compare planned versus actual performance of merchandise by department, category and/or channel

Top-Down Financial Plan Snapshot

The starting point for the Blueprint takes place within the Top-Down Financial Plan node of the hierarchy. This top-down planning level of the hierarchy provides the ability for merchandising senior management to set top-down annual targets for sales and gross profit by division and by department/category.



Visit <http://www.cognos.com/innovationcenter/blueprint.html> for complete information and all Performance Blueprint downloads.

Promotion Planning Performance Blueprint

This Blueprint provides a complete performance management framework—including planning, scorecarding, dashboarding and reporting—that enables chains to accurately plan, measure, and report on marketing and promotional activities so they can drive higher returns and achieve competitive advantage while protecting margins.

Blueprint Capabilities

- **Allocate corporate marketing spend:** Utilize built-in calendaring and historical data to pre-populate plans; Strategically apportion funds to divisions or channels, or by types of marketing activities such as circulars, TV, radio, or direct marketing; Model multiple scenarios to determine overall usage of marketing funds.
- **Manage marketing campaigns including:** Conduct what-if analysis and determine the optimal promotion mix for individual divisions or activities; Define, plan, and model promotional campaigns including costs, margins, and expected sales lift; Measure campaign costs, results, and effectiveness versus plans; Analyze historical promotions and use results to drive future campaigns and optimal promotional mix.
- **Manage vendor trade spend:** Forecast trade fund receivables by vendor; Define, plan, and model vendor incentives such as trade fund receivables, types of promotional activities, margins, and expected sales lift; Monitor vendor compliance for timeliness and completeness of remittances versus plans; Measure campaign costs, results, and effectiveness versus plans.

Promotions Portal Snapshot

The Retail Promotions Portal provides an enterprise-wide view of marketing activities: promotions calendar, campaign effectiveness reports, and vendor compliance summary.



Visit <http://www.cognos.com/innovationcenter/blueprint.html> for complete information and all Performance Blueprint downloads.



Store Operations & Planning for Retail Integration Framework

The retail business is fiercely competitive. Retailers must satisfy customers through multiple channels, and deal with industry consolidations, increasing profit targets, and shrinking margins.

In this setting, the planning process needs to be collaborative and extend beyond finance to all stakeholders. It must offer value to both executive and operations management to ensure participation and buy-in across the organization.

This Cognos Blueprint is focused on performance management for Store Operations, including Store P&L, Store Development, Dashboards, Scorecards, Reporting, Analysis, Planning, Budgeting and Forecasting designed to help retailers accelerate the implementation of new customer-focused strategies.

IBM-Cognos Retail Business Intelligence Solution	
The IBM-Cognos Retail Business Intelligence Solution (RBIS) is a business intelligence (BI) solution for the retail industry.	IBM Cognos Product: IBM Cognos 8 BI
Value Proposition: Bring together data from disparate departments and locations and improve its use. Build one enterprise-wide view of corporate retail information. Enable standards definition and maintenance across the organization.	
Key features: Report library covering customer analytics, product evaluation, merchandising effectiveness, store operations and multi-channel execution.	



Life Sciences Solutions

Cognos, an IBM Company and its partners drive higher performance in the life sciences industry by helping institutions to:

- Improve operational efficiency
- Drive efficiency in product development
- Drive performance in sales & marketing
- Comply with regulatory guidelines

Our solutions for life sciences include:

COMPANY	SOLUTION	DESCRIPTION	IBM COGNOS PRODUCTS	GEOGRAPHIES	FOCUS
Accenture	Accenture Pre-Contract Analytics	Pre-Contract Analytics offers companies the foresight to shape contracts, optimize revenue and ROI, and offer the right discounts to customers before anything gets signed. The capability offers a closedloop solution for identifying opportunities, evaluating customer performance, forecasting proposed performance, garnering internal approvals, and negotiating and finalizing the deal. The solution combines the appropriate people, processes, and technology, including the power of IBM Cognos Planning and IBM Cognos 8 BI, to create a collaborative model for better contract performance.	IBM Cognos 8 BI, IBM Cognos 8 Planning	North America, Europe	Healthcare
Bidetime Limited	Bidetime Healthcare Performance Pack	Bidetime Healthcare Performance Pack is performance management software for the healthcare industry.	IBM Cognos 8 BI; IBM Cognos Planning	UK	Healthcare
3C Pharma, Inc.	Clintelligence	Clintelligence is a business intelligence portal for pharmaceutical clinical development.	IBM Cognos ReportNet; IBM Cognos PowerPlay	North America	Pharmaceuticals
Parson Consulting (formerly CBH Consultants, Inc.)	Healthcare Performance Management Solution (HPM)	The Healthcare Performance Management (HPM) solution is a complete performance management solution for the healthcare industry	IBM Cognos 8 BI	North America	Healthcare
Phase Forward	InForm ITM version 4.5	The InForm ITM platform delivers the most robust and all-encompassing EDC solution in the market today. Its scalable architecture and user-friendly design accommodate the needs of smaller organizations looking for solutions today that will expand to future needs	IBM Cognos ReportNet	Worldwide	Medical Electronic Data Capture

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COMPANY	SOLUTION	DESCRIPTION	IBM COGNOS PRODUCTS	GEOGRAPHIES	FOCUS
Palladium Group, Inc.	Integrated Brand Management Blueprint	The Integrated Brand Management Blueprint addresses the complexity of managing a global pharmaceutical brand from strategic, operational, and financial perspectives by combining industry-tested performance management frameworks with proven enterprise performance management tools. The blueprint leveraging IBM Cognos 8 Business Intelligence (BI) and IBM Cognos Enterprise Planning to provide access to meaningful information through strategy maps, corporate and divisional scorecards, and operational dashboards.	IBM Cognos 8 BI, IBM Cognos 8 Planning	North America	Pharmaceuticals
Alliance Consulting	Life Sciences Sales and Marketing Information Framework	Alliance's framework offers mid-tier pharmaceutical and biotechnology companies comprehensive reporting and analysis capabilities that increase brand adoption process through optimized targeting and call planning. Alliance approach consists of proprietary technology assets and services for pharmaceutical sales and marketing data warehousing and customer master data management that are specifically designed to meet the needs of evolving mid-tier pharmaceutical and biotechnology companies. Alliance's solution provides rapid time to benefit while establishing a solid architectural foundation that is readily scalable and flexible to support long-term business expansion and growth.	IBM Cognos 8 BI, ReportNet, PowerPlay, BI Series 7, Impromptu	North America	Healthcare
Visual ilo	Visual ilo Advanced Visualization Solutions Powered by IBM Cognos Software	Powered by IBM Cognos Software, Visual ilo's Advanced Visualization Solutions provide new, visual perspectives of data to accelerate decision-making and problem-solving. Visual ilo visualizations combine data from disparate sources to eliminate many of the manual processes required for complex management reports.	IBM Cognos 8 BI, ReportNet	Worldwide	
Innovation Center	Clinical Trial Enrollment Forecasting Performance Blueprint	This Blueprint offers analytics to help ensure adequate patient participation and facilitate collaboration between managers, analysts, and individual investigator sites. It links enrollment data to financial data to show the dollar effect of differing enrollment projections.		Worldwide	Clinical Trials
Innovation Center	Clinical Trials Performance Blueprint	This Blueprint helps pharmaceutical companies better anticipate clinical trial resource requirements and accompanying expenses in order to comply with FDA filing requirements.		Worldwide	Clinical Trials
Innovation Center	Sales Quota Allocation Performance Blueprint	This Blueprint leverages IBM Cognos 8 Planning and IBM Cognos 8 BI to enable incentive compensation analysts and sales managers to determine the proper sales quota for each territory, addressing changing market conditions while meeting corporate revenue objectives.		Worldwide	Sales Quota

...continues

COMPANY	SOLUTION	DESCRIPTION	IBM COGNOS PRODUCTS	GEOGRAPHIES	FOCUS
Innovation Center	Sample Optimization Performance Blueprint	This Blueprint enables pharmaceutical executives to develop and implement sample allocation plans that are in line with corporate revenue objectives.		Worldwide	Sample Allocation Plans
IBM	Health Analytics	This solution enhances IBM Health Analytics solutions with world-class enterprise planning and Business Intelligence software and services to help healthcare organizations plan, understand, and manage financial and operational performance. Actionable, trusted, real time data at the right time and place helps decision makers in healthcare organizations realize important insights from existing clinical and business systems, and new opportunities for growth.		Worldwide	Healthcare
IBM	Life Sciences Promotional Spending and Compliance	This solution enables Life Sciences companies to take advantage of a combination of services and tools from Cognos and IBM to accelerate not only their ability to meet changing complex State and Federal regulations for promotional spending, but more importantly to move beyond compliance into leveraging key integrated customer, promotional spending, drug sales, and clinical information for improved business decision-making and planning capabilities.		Worldwide	Promotional Spending and Compliance

Accenture Pre-Contract Analytics

Accenture Pre-Contract Analytics fills a significant gap in a pharmaceutical company's pre-deal analysis capabilities. It offers companies the foresight to shape contracts, optimize revenue and ROI, and offer the right discounts to customers before anything gets signed.

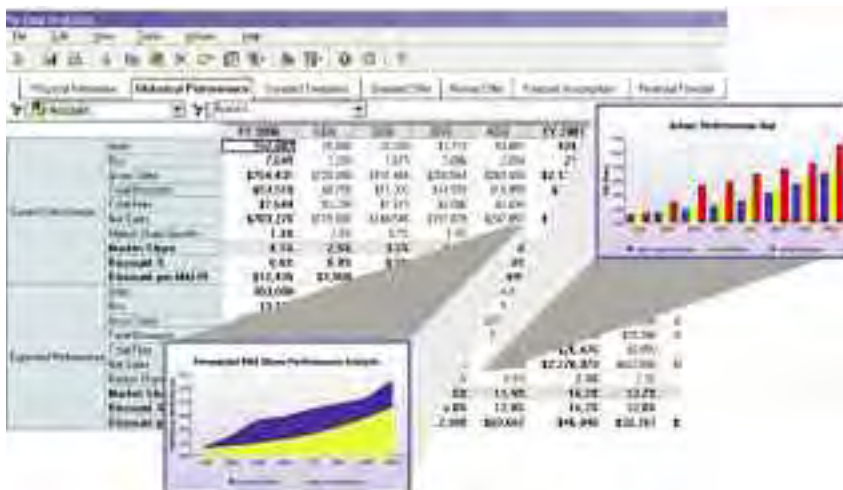
The capability offers a closed-loop solution for identifying opportunities, evaluating customer performance, forecasting proposed performance, garnering internal approvals, and negotiating and finalizing the deal.

Benefits

- Dynamic business modeling capabilities
- High participation analytics
- Data-driven decision-making
- Real business ROI

Features

Pre-Contract Analytics provides easy-to-manipulate business models to better predict financial impacts of contract terms and market conditions. When a new contract opportunity is identified, the user can open a planning model to evaluate contract alternatives and compare scenarios.



Other functionality includes the ability to:

- Adjust market conditions and events, and create scenarios to test contracting options.
- Automatically load historical sales and contract information.
- Collect notes on each scenario and track all changes.
- Conduct driver-based modeling that links to operational data to enable forecasting and planning.
- Easily create complex predictive calculations based on multiple variables.
- Present information as part of a contract management dashboard.
- Monitor KPIs and contract milestones and make other users aware of these events.
- Report on or automatically integrate contract information into PowerPoint decks for presentations using Cognos Connection.

Architecture

The solution is Web-based and easily deployed across the organization. Designed for companies with even the most complex business models, IBM Cognos 8 Planning is a fully integrated, highly scalable solution for planning, budgeting, and forecasting.

It also includes the power of IBM Cognos 8 BI, which provides decision-makers with a consistent, accurate view of information to better manage performance. It offers users a complete range of BI capabilities including analysis, scorecarding, and reporting on a single architecture.



Bidetime Healthcare Performance Pack

Every healthcare organization must prioritize service delivery to their patients, while at the same time optimizing resources and meeting regulatory targets.

Using IBM Cognos performance management software, Bidetime Healthcare Performance Pack allows healthcare organizations to plan, analyze, and report to stakeholders and management on all key aspects of their service delivery. This includes waiting lists, long stays, bed blocking, revenues, and predicted surplus/deficit.

IBM Cognos Planning allows providers and commissioners to plan demand by patient procedure, and forecast the revenue generated. As well, providers will soon be able to capture standard costs and calculate surplus/deficit, and apply demand constraints. This meets all the “Payment by Results” (PbR) requirements of the UK National Health Service.

IBM Cognos 8 Business Intelligence is used to analyze and report actual performance, enable day-to-day management decisions, and provide regular management and statutory reports.

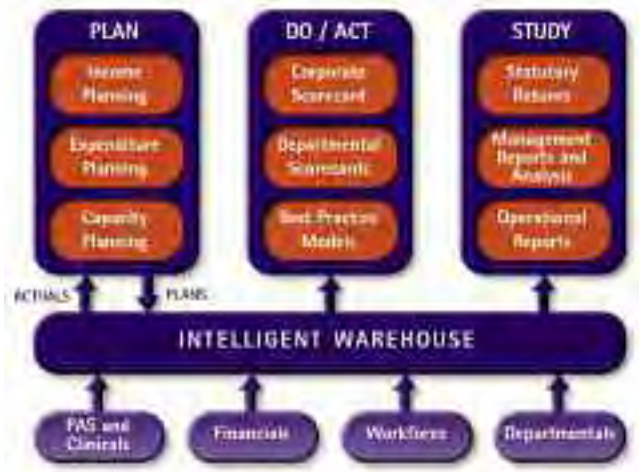
The Bidetime Healthcare Performance Management framework layer extracts and transforms data from common patient administration systems, electronic patient record systems, and clinical systems supplied by companies such as iSoft, Cerner, and McKesson.

Benefits

- Finance and management can avoid end-of-year deficits by iteratively planning demand, forecasting revenue, and calculating surplus/deficit throughout the year.
- Clinicians and management can better manage scarce resources through daily monitoring and analysis of bed states, theatres, radiology, and so on.
- Information services and management can automate the production of standard regulatory and management reports, allowing more time for analyzing results and planning appropriate action

Features

- Extracts, transforms, and loads key data from common healthcare operational systems
- Provides standard healthcare regulatory and management reports
- Provides monitoring, analysis, and reporting of any aspect of the healthcare organization including workforce, pharmacology, radiology, A&E, and financials
- Planning application allows users to forecast demand and revenues by procedure



Architecture

Bidetime Healthcare Performance Pack allows healthcare organizations to implement, stage by stage, a full PDSA performance model:

- **Plan:** Use the planning model to plan activity, income, and expenditure, ensuring each activity is within budget and sufficient to meet the organizational costs
- **Do:** Ensure actions are aligned with strategy using scorecards, departmental dashboards, operational reports, and event notification
- **Study:** Use intuitive analysis tools and drill through to detailed patient and transaction level data where required
- **Act:** Re-model and re-forecast



Clintelligence

Clintelligence is a business intelligence portal for pharmaceutical clinical development. It combines real-time status and information tracking with performance monitoring tools to give your organization a holistic view of operations.

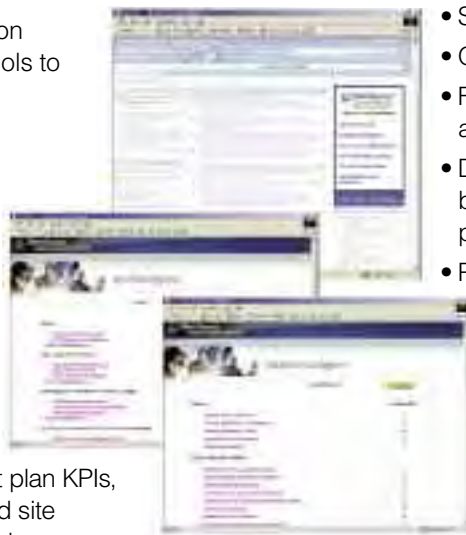
Using the full breadth of Cognos features, Clintelligence delivers rich and dynamic clinical performance content using over 35 different reports and graphs, analysis cubes, and on-screen graphics. They are filtered and personalized based on a user's role in the organization. Executives stay informed about submission-level timeline events and clinical development plan KPIs, while clinical teams can focus on trial and site progress. Project planners apply historical performance data to future planning, and data management keys-in on barriers to database lock. The entire clinical organization shares tightly choreographed operational and performance objectives, enabled by Clintelligence.

While each clinical area focuses on activities relevant to them, a common element ties all these activities together—the data. Clintelligence requires no data entry because it leverages existing data in systems such as EDC and EPS. Status is real-time and decisions are made based on complete information. Teams become aware of their performance weaknesses and strive to improve. Development goals are met, and performance is spotlighted for continual process improvement.

Benefits

- Streamline and better coordinate operations by focusing on a central, stable source of drug development information across all clinical areas
- Bring positive visibility to critical performance indicators, allowing rapid identification of business concerns – before they become problems
- Provide teams with shared, zero-effort status reporting, reshaping data into new and useful formats.
- Drive clinical performance management against industry standard benchmarks, and against targets set by your organization

Features



- Six key focal areas of business analysis
- Over 30 pre-defined KPIs
- Five multidimensional OLAP cubes for ad-hoc analysis
- Dozens of ready-to-run reports and views, from basic enrollment graphs to complex drillable performance analyzers
- Portal structure and navigability that is intuitive and engaging to users
- Oracle data backbone and true star schemas
- Industry-leading IBM Cognos BI framework and toolset
- Define additional custom KPIs without programming
- Easily add custom reports, graphs, and cubes on top of the supplied framework

Architecture

Clintelligence provides an extensible BI architecture for clinical, implemented in the Cognos and Oracle industry-standard toolsets. These tools ensure compliance and scalability for virtually any enterprise platform, allowing corporate IT to support and enhance the product as needed. Clintelligence consists of the following components:

- **Operational data store (ODS)** - This normalized schema of over 200 tables is the staging repository for data coming from clinical source systems such as CTMS, CDM or EDC, and IVRS randomization
- **Clintelligence ETL** - ETL from source systems into the ODS is typically custom, although some adapters are available for the most common clinical source systems
- **Clintelligence schema** - The BI schema consists of the Milestones & Metrics Data Mart for clinical performance, and consists of almost 50 dimension and fact tables in a star schema
- **Presentation layer** - Clintelligence uses IBM Cognos ReportNet portals, customized with the SDK, to deploy business role-specific dashboards for status and performance measures. These are delivered via drillable, inter-laced IBM Cognos ReportNet reports and graphs, IBM Cognos PowerPlay cubes, and Visualizer graphics built on a robust framework



Healthcare Performance Management

The Parson Healthcare Performance Management (HPM) solution allows your organization to tie patient clinical data with administrative performance information. It provides a complete view of the health of the patient and the underlying cost associations of the practice.

HPM uses IBM Cognos 8 Business Intelligence, and Microsoft Windows Workflow, to provide the 360-degree transparency you need to increase efficiency, reach financial objectives, and improve clinical outcomes. It provides analysis, dashboards, and reporting of operational, financial, and clinical KPIs to support decision-making. HPM specifically addresses the needs of healthcare providers, including integrated delivery systems, hospitals, ancillary care systems, independent practice associations (IPAs), and management services organizations (MSOs).

HPM modules include:

- **Strategic Planning Module:** Develop a detailed 10-year plan to support product and service-line decisions, location and access decisions, pricing, and more
- **Financial Module:** Monitor the financial health of your organization, improve budgeting and forecasting capabilities, and reduce revenue cycle time, analyze revenue and expenses, and perform financial benchmarking
- **Operational Module:** Improve workflow, staffing, and scheduling; increase efficiencies; reduce waste; measure patient satisfaction; and more
- **Clinical Module:** Improve patient safety, care team performance, disease management, and clinical outcomes—from the executive dashboard level to the patient level
- **Reporting Module:** Delivers financial, quality, regulatory, and accreditation reporting including pay-for-performance

Benefits

- Streamlines, automates, and integrates the strategic planning and budgeting process
- Enhances revenue and cash forecasting capabilities related to patients, health plans, pay-for-performance programs, investment decisions, and more

- Provides a dashboard view of your organization's KPIs
- Improves clinical outcomes and disease management programs
- Leads to more intelligent staffing and scheduling
- Helps ensure the right quantities of equipment and supplies are in the right place at the right time



Features

- Comprehensive data model
- Benchmarking capability
- Performance planning model
- Dashboard report package
- Data integration wizard
- Workflow and integration package with overall solution

Architecture

The HPM solution includes predefined, customizable data marts for functional subject areas of healthcare integrated delivery.

- Comprehensive planning and forecasting models provide high-level strategic planning as well as detailed clinical, financial, and operational planning that can be rolled into an enterprise-wide plan.
- The Reporting and Analysis modules are built using IBM Cognos 8 reporting, analysis, and query. IBM Cognos 8 event management provides event-driven notification based on customized thresholds.
- Microsoft Windows Workflow provides the foundation for advanced automation and workflow that can be triggered from Cognos event management. Metrics-driven management utilizes Cognos 8 scorecarding and includes a top-level executive dashboard.

HPM runs on Microsoft Windows Server 2003. It supports a broad range of relational and non-relational data sources, with the healthcare performance data warehouse on Microsoft SQL Server or Oracle RDBMS.

InForm Integrated Trial Management (ITM)

The InForm ITM platform provides comprehensive data entry, edit-checking, and query management functionality for data capture and data cleaning. The robust reporting and analysis capabilities provide real-time access to trial data. With timely and insightful views into trial data, sponsors can make more informed decisions, mitigating risks and improving overall trial conduct.

The InForm ITM supporting modules encompass trial setup and design, trial conduct, standards-based document archive and submission, and integration with third-party clinical and non-clinical software solutions.

Benefits

- Enables bio-pharmaceutical companies, medical device companies, CROs, and AROs to integrate and automate the management of their entire clinical development process
- Combines leading EDC capabilities with built-in reporting and analysis functionality to deliver management tools for better, more efficient trial management
- Real-time access to clinical data and operational trial metrics needed to make accurate and timely decisions
- Enables rapid retrieval of both clinical and operational data, real-time performance monitoring, trend analysis, and exception handling while reducing costs, limiting on-site administrative visits, streamlining production time, and shortening decision cycles
- Early and real-time access to data saves time, money, and development resources while also mitigating the safety risks associated with clinical development
- Web-based, zero-footprint solution
- Reporting and analysis tools are out-of-the box. A pre-defined and purpose-built reporting model based on Phase Forward best practices is included and ready-to-deploy. The reporting schema is open and publishable, facilitating ease of interoperability with other data management and reporting systems

Features

The InForm ITM platform and its supporting modules provide clinical sites and trial sponsors with all the tools required to efficiently conduct and manage EDC-based clinical trials:

- InForm Architect is an easy-to-use drag and drop design tool for fast set up and design of trial forms, visits, and defined edit checks
- InForm Portal provides a communication vehicle for site and sponsor information exchange and document management with version control capabilities
- Central Coding for InForm facilitates multi-study, industry-standard, and customized coding of drug names, indications, and adverse events
- InForm CRF Submit generates electronic common technical document (eCTD) compliant Adobe PDF editions of the InForm ITM electronic case report forms (eCRFs) for site and sponsor archive and eSubmission to regulatory agencies
- InForm Adapter provides a number of Web services-based interfaces that enable integration, extensibility, and workflow across the InForm modules and with other third-party software systems



- InForm Reporting and Analysis leverages a built-in reporting model that enables a sponsor's staff to run both standard and ad hoc operational and clinical reports

Architecture

InForm ITM ships with 32 dynamic and configurable standard reports along with an advanced ad hoc reporting environment. It delivers unprecedented functionality into the hands of study managers, lead Clinical Research Associates, and Clinical Data Managers.

InForm ITM adheres to regulatory guidelines for drug and device development including Good Clinical Practices (GCP) and FDA - 21 CFR part 11. It also supports the Clinical Data Interchange Standards Consortium (CDISC) standards for data and submission.

Integrated Brand Management Blueprint

The *Life Sciences Integrated Brand Management Blueprint* combines industry-tested performance management frameworks with enterprise performance management and planning tools. It provides integrated access to customizable strategy maps, corporate and divisional scorecards, operational dashboards, and planning tools. Delivered as a Web-based solution, the Blueprint takes advantage of the powerful features of IBM Cognos 8 Business Intelligence and IBM Cognos 8 Planning.

With real-time access to key performance indicators, a brand manager or therapeutic area manager can more effectively manage action plans and budgets, monitor cross-divisional processes, and ensure alignment with strategic objectives. The brand manager can modify and re-prioritize the numerous projects that impact a brand's performance and reflect them in the financial drivers of related budgets and plans.

The Blueprint enables the creation and implementation of a cross functional, brand management process based on a single version of the truth, ensuring that decisions are made with the right information.

Benefits

The *Integrated Brand Management Blueprint* addresses the complexity of managing a global pharmaceutical brand from strategic, operational, and financial perspectives. It combines strategy maps, balanced scorecards, and performance driver analysis with operational dashboards and enterprise planning tools.

The Blueprint provides the framework and toolset needed to quickly identify performance trends and issues, and to drill down into the individual projects that drive a brand's performance while reflecting changes in budgets and plans. Key benefits include:

- A holistic approach for brand management that links high-level strategy to operations management and financial planning.
- Improved ability to analyze and understand key drivers and metrics for a successful brand.
- Improved ability to quickly identify and resolve process bottlenecks and issues with brand launches.
- Top-down and bottom-up planning and management capability.

- Improved understanding of the true impact of management decisions and investments.

The Blueprint is designed to accelerate and improve the effectiveness of brand launches and management – from pre-launch Phase IIIb activities to patent expiration and competition with generics.

Features

- Advanced scorecards and dashboards linked to strategic objectives
- Customized Web-based portal for all brand management and therapeutic area management activities
- Role-based reports for individuals throughout the chain of command
- Integration with enterprise project management tools allows effective initiative management from a centralized console
- Detailed planning models to manage marketing initiatives, regulatory activities, and interactions with the medical community
- Structured event notification and status monitoring to ensure appropriate actions are taken when a decision is made

Architecture

The Blueprint uses a variety of Cognos tools to create an end-to-end solution:

- Cognos scorecarding is used to store summary metrics and provide an intuitive interface for metrics and strategy management.
- Cognos reporting is used to develop dashboards and reports that can be consumed in numerous forms, including Blackberry, PDFs, and PowerPoint.
- Cognos event management is used to automate activities throughout the system
- IBM Cognos 8 Planning manages the financial data associated with brand management initiatives and utilizes rolling forecasts and driver-based planning.
- Cognos Connection provides an integrated portal to manage, view, and analyze information in an intuitive environment.



Life Sciences Sales and Marketing Information Framework

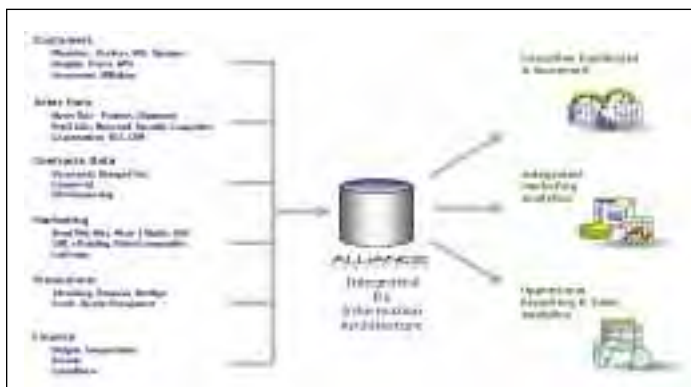
Alliance's Information Management (IM) Framework offers emerging and mid-market pharmaceutical and biotechnology companies comprehensive reporting and analysis capabilities. These capabilities support the brand adoption process through increased effectiveness of sales and marketing resources.

The IM Framework is based on best practices gained through years of extensive industry experience that supports a wide range of promotional strategies. This framework consists of proprietary technology assets and services for data warehousing and customer master data management that are specifically designed to meet the needs of evolving mid-tier life sciences companies.

Alliance's IM Framework architecture is designed to expand incrementally, in step with the increased complexities, volumes, and integration requirements of growing organizations. The IM Framework is offered as an in-house solution or in a hosted Software as a Service (SaaS) environment.

Benefits

- Rapid time to benefit with comprehensive data management, decision support, and customer master functionality, tailored the specific needs of an organization.
- A scalable and extensible architecture that readily responds to changes in business needs such as mergers, new sales forces, markets, and products.
- A cost-effective SaaS subscription model that is readily transferable to in-house operations.
- Alliance's Master Data eXchange (MDX) data exchange hub provides comprehensive customer master data



management capabilities at a fraction of the cost of comparable solutions.

- A reporting and analytics framework that meets the needs of a remote sales force, as well as the needs of home office management and executives.

Features

Alliance's Life Sciences Sales and Marketing IM Framework solution consists of multiple components that are integrated to provide timely throughput and accurate information to downstream reporting and analysis applications.

- **Source data acquisition facility** - The solution captures both externally sourced data from popular syndicated data and process providers such as IMS, WK, Verispan, as well as data originating from internal sources such as SFA/CRM, ERP, and contract management systems.
- **Data QA/QC utilities** - The rule-based utilities automate common data validation tasks for incoming feeds through the use of configurable business rules and process metrics collection for vendor scorecarding.
- **Customer data management** - Central to the solution is its ability to conform customer data for healthcare professionals, organizations, and affiliations across disparate data sources. Alliance's MDX Software as a Service architecture provides full-featured, hub-based customer master capability.
- **Reference data management** - The console-based interfaces provide data management and query capabilities for competitor products, market definitions, product groups, geographies, and customers.
- **Data repositories** - Data storage and presentation capabilities provide time-variant dimensional perspectives to support historic, current, and projected views of data.
- **Reporting and analysis** - Using the suite of Cognos tools, the solution provides comprehensive reporting and analysis capabilities.

In addition to comprehensive data integration capabilities, the IM Framework provides a rich analytics presentation layer that leverages the Cognos 8 architecture and is exposed through both Report Studio and Analysis Studio. Earlier versions of the reporting and analytics components leveraged IBM Cognos Impromptu, IBM Cognos ReportNet, and IBM Cognos PowerPlay.



Visual ijo Advanced Visualization Solutions

Visual ijo's Advanced Visualization Solutions provide visual perspectives of your data to accelerate decision-making and problem-solving. Visual ijo visualizations combine data from disparate sources to eliminate many of the manual processes required for complex management reports.

With a suite of more than 25 visual components, Visual ijo provides new ways to efficiently analyze large volumes of complex data and support everyday decision-making.

Benefits

- Facilitates faster, more-informed decision-making
- Empowers business users to easily understand complex data through powerful interactivity
- Reduces manual reporting processes through self-service capabilities
- Extends existing Cognos investments
- Integrates easily within the Cognos environment

Features

- Provides interactive views (Gantt charts, bubble charts, heat maps) of complex data from disparate sources
- Easy-to-use controls and filters allow users to interactively investigate data in real time.
- Packages industry-relevant templates and expertise (e.g., pharmaceutical portfolio management, sales team forecast)
- Provides a rich, Web-based experience for tracking time flows and trends, exploring patterns in data, and filtering/highlighting based on user requirements

Architecture

Visual ijo business analysis components are optimized to run with IBM Cognos 8 Business Intelligence.

The visualizations are presented within the Cognos Connection Portal to provide a security model and single application server for Web-based users. The visualizations request data through Cognos reports – both scheduled and on-demand. The XML output is then formatted into user-friendly views.



Clinical Trial Enrollment Forecasting Performance Blueprint

This Blueprint employs a weekly forecast for a number of clinical trials and a choice of forecast methods to determine whether the trial can be a success. Actual data is used to measure the success of the original forecast.

It is expected that changes in forecast methodology and factors will be made on an ongoing basis. The workflow intended for this model assumes that each site analyst will input and track a number of clinical trials. Regional Managers will receive daily updates and may track all trials in their region. The actual data will be updated on a weekly basis.

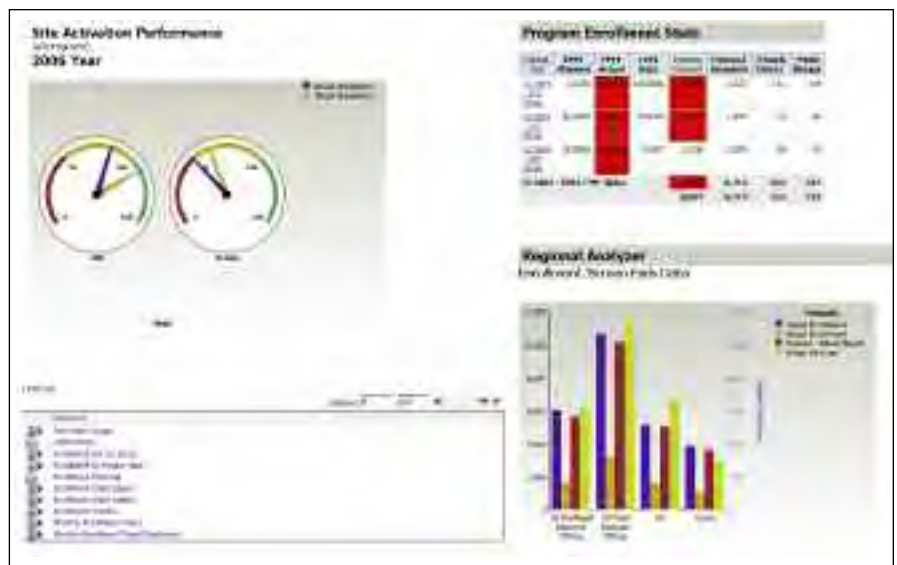
Blueprint Objectives

The *Clinical Trial Enrollment Forecasting Blueprint* meets a number of objectives:

- Establishes clear and concise targets for each regional manager for specific clinical studies
- Provides the ability to create what-if scenarios
- Evaluates historical data in order to evaluate the effectiveness of the plan
- Provides immediate feedback on planning decisions
- Allows reporting and analysis by clinical study and region.

Clinical Trial Enrollment Dashboard Snapshot

This Blueprint provides a hierarchy of dashboards and reports designed to give users a clear understanding of clinical trial enrollment outcomes. The dashboard, shown below, serves as the starting point for a Regional Manager. The sections of this dashboard include Site Activation Performance monitor for USA and Europe, a report on Program Enrollment Statistics; Regional Analyzer graphic showing Enrollment and Screen Fail Statistics; and a selection of reports.



Visit <http://www.cognos.com/innovationcenter/blueprint.html> for complete information and all Performance Blueprint downloads.

Clinical Trials Performance Blueprint

This Blueprint helps pharmaceutical companies better anticipate clinical trial resource requirements and accompanying expenses in order to comply with FDA filing requirements. The importance of managing the clinical trial process can not be understated. Currently, pharmaceutical company budgets exceed \$400 million in total expenses, which accounts for 37 percent of total research and development costs (according to *Cutting Edge Information*). While trials costs are increasing, so is the complexity of the process, as it expands beyond finance to include both internal and external clinical development functions. Clearly, a more proactive approach is required – one that better matches the reality of clinical trials expense generation. This Blueprint is designed to help financial professionals and clinical trial managers better forecast, plan, and manage trial expenditures through an activity-based approach that matches expenses to activities, in contrast to time-based accrual methods. Through a review of fixed and variable cost-driven enrollments, clinical trial expense models can be developed to streamline and simplify the bottom-up forecasting process by increasing plan accuracy and timeliness to help make better resource allocation decisions.

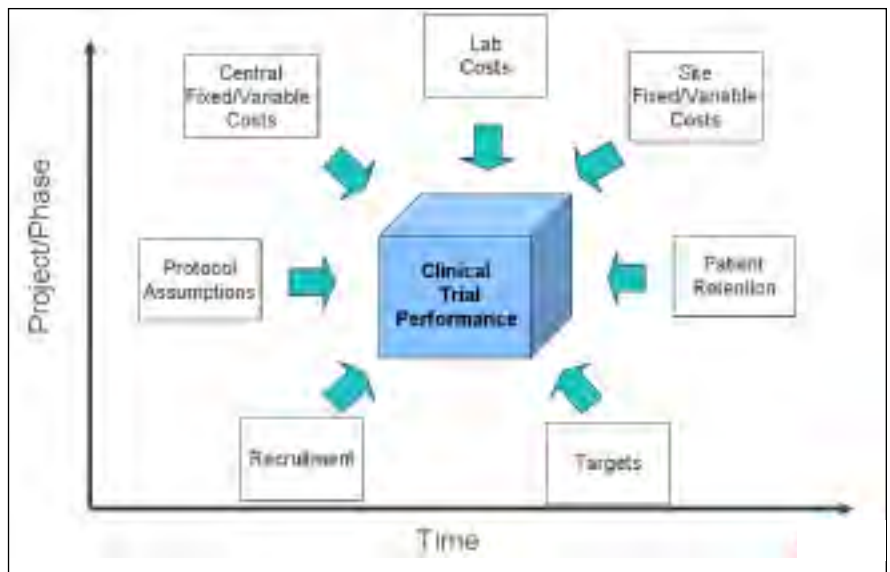
Blueprint Objectives

- Increases visibility into the impact of patient enrollment.
- Enhances decision-making through understanding of performance differences between sites and across studies.
- Enables real-time consolidation of the entire portfolio forecast.
- Creates forecasts linked to and driven by underlying protocol design data.
- Provides version, scenario, and what-if analysis.
- Updates and recalculates for actual spend activity.
- Eliminates the need for error-prone Excel spreadsheets.

The models and processes outlined in this document represent a generic best practice and are fully flexible to meet the specific needs and requirements of any global bio-pharma company.

Planning Process Inputs: Snapshot

The clinical trial planning process manages a number of inputs by project phase over time. These inputs (or influences) include protocol assumptions, fixed costs (central and site), patient retention and recruitment, and organizational targets. Each of these inputs provides data that drives clinical trial performance. (See figure 1).



Visit <http://www.cognos.com/innovationcenter/blueprint.html> for complete information and all Performance Blueprint downloads.

Sales Quota Allocation Performance Blueprint

This Blueprint enables incentive compensation analysts and sales managers to determine the proper sales quota for each territory, addressing changing market conditions while meeting corporate revenue objectives.

The Blueprint provides three major pieces of functionality:

- A dashboard that allows the incentive analyst and sales management to visualize historical and projected sales quota attainment
- A forecasting and modeling capability through which the incentive analyst can determine the optimal weighting of key sales quota drivers, and through which sales management can customize quota plans based on local market conditions (with an audit trail, of course!)
- Workflow management that eliminates the use of distributed spreadsheets, removing the manual reconciliation function and greatly simplifying process management.

This Blueprint can help significantly reduce the time, overhead, and cost associated with quota management; enable pharmaceutical companies to move ever closer to optimizing revenue through quota allocation; and ultimately drive increased revenue and profitability.

Analysis, Dashboards, and Scorecards Snapshot

This Blueprint provides a hierarchy of dashboards and reporting designed to guide the user through a clearer understanding of the allocation outcomes. The first report, shown below, is a dashboard that serves as the starting point for the incentive analyst or regional manager. The sections of this dashboard include State by State map showing Actual Sales to Quota; Territory Distribution Chart % to Quota; and Regional Allocation by Product. Collectively, the information on this dashboard shows the user exactly which regions are performing well and which are underperforming.



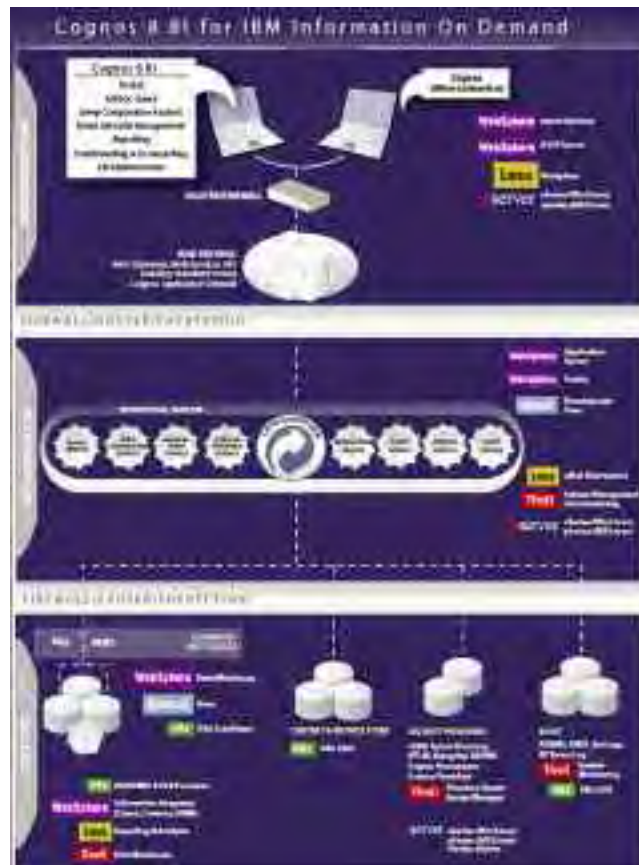
Visit <http://www.cognos.com/innovationcenter/blueprint.html> for complete information and all Performance Blueprint downloads.

Health Analytics

This solution enhances IBM Health Analytics solutions with world-class enterprise planning and Business Intelligence software and services to help healthcare organizations plan, understand, and manage financial and operational performance.

Actionable, trusted, real time data at the right time and place helps decision makers in healthcare organizations realize important insights from existing clinical and business systems, and new opportunities for growth.

IBM-Cognos Healthcare Professional Aggregate Spend Reporting Solution	
The IBM-Cognos Healthcare Professional Aggregate Spend Reporting Solution is a pre-built business intelligence solution that provides aggregate-spend reporting for the healthcare industry.	IBM Cognos Product: IBM Cognos 8 BI
Value Proposition: Meet aggregate spend requirements. Ensure regulatory compliance.	
Key features: IBM Cognos 8 BI capabilities combined with IBM strategy, process design and implementation services.	





Life Sciences Promotional Spending and Compliance

This solution enables Life Sciences companies to take advantage of a combination of services and tools from Cognos and IBM to accelerate not only their ability to meet changing complex State and Federal regulations for promotional spending, but more importantly to move beyond compliance into leveraging key integrated customer, promotional spending, drug sales, and clinical information for improved business decision-making and planning capabilities.

Public Sector Solutions

Cognos, an IBM Company divides its public sector solutions into five segments including **defense, education K-12, higher education, federal & central government and state, local, county & provincial government.**

Our solutions for public sector include:

COMPANY	SOLUTION	DESCRIPTION	IBM COGNOS PRODUCTS	GEOGRAPHIES	FOCUS
Paradigm Shift Technology Group, Inc.	Achievement Plus (A+)	A+ is a business intelligence solution for the education market. Based on a dimensional data warehouse, and providing more than 50 readymade reports. A+ gives school boards a powerful enterprise wide achievement analysis solution, allowing school boards to focus on improving student achievement instead of worrying about their data infrastructure.	IBM Cognos 8 BI, PowerPlay, Metrics Manager	North America	Education
BearingPoint	Government Performance Management (GPM)	Government Performance Management is a performance management solution for civilian and defense government agencies.	IBM Cognos Planning, IBM Cognos ReportNet, IBM Cognos PowerPlay	Worldwide	Civilian and Defense
Innovation Center	Enrollment and Tuition Planning for Higher Education Performance Blueprint	Colleges and universities can use this Blueprint to align forecasts for student enrollment and tuition revenue with faculty, staff, and resource requirements, and plans for future growth.		Worldwide	Enrollment Planning
Innovation Center	Program Objective Memorandum (POM) Performance Blueprint	This Blueprint allows U.S. government agencies to make better resource allocations and shorten the Program Objective Memorandum (POM) submission cycle by months.		Worldwide	rogram Objective Memorandum
Innovation Center	Salary Planning and Position Control for Higher Education Performance Blueprint	This Blueprint provides a performance management framework—including planning, metrics, and reporting—that helps colleges and universities analyze current salaries and benefits, and forecast future needs.		Worldwide	Salary Planning
IBM	Crime Management and Insight	IBM's Crime Information Warehouse solution helps unlock data from operational systems that capture and report crime-based information. Included in the solution are DB2 - Dynamic Warehouse Edition, IBM Cognos ReportNet / IBM Cognos BI 8, OmniFind Analytics Edition, (ISV) ESRI -arcIMS GIS, along with Consulting Services, Entity Analytics.		Worldwide	Crime
IBM	Municipal Performance Management Scorecard	Choose from an integrated software stack in the Cognos Performance Management System Cognos BI 8 featuring reporting and analysis, planning, measuring and monitoring—for any area of the state, local, regional organization. Also, take advantage of the Cognos Innovation Center, a forum and resource center for Cognos customers and partners focused on performance management.		Worldwide	Municipal



Achievement Plus (A+)

Achievement Plus (A+) is a business intelligence solution for the education market. Providing analysis of elementary and secondary report cards, EQAO and standardized assessments, A+ supports ETL from a variety of the most popular SMS systems, and loads more than 20 different forms of standardized assessments.

The solution is based on a dimensional data warehouse, and provides more than 50 ready-made reports. A+ provides a powerful enterprise wide achievement analysis solution, allowing school boards to focus on improving student achievement instead of worrying about their data infrastructure.

Benefits

- Automated ETL keeps the data warehouse current automatically.
- The ETL process conforms data to ensure that it is readily searchable.
- The most important data is available in a centralized location improving ease of backup, ease of searching, and ease of analysis.
- Disparate sources of data are all conformed to one data specification, enabling searches that were not previously possible.
- Ready-made reports reduce the effort required to perform common analysis tasks.
- The initial deployment of the application provides a solution that is ready to use with no additional development on the part of the customer.

Features

Achievement Plus provides a data warehouse, source data queries, ETL of data, and pre-built reports.

It offers over 30 reports to quick-start customers in using the data contained in their warehouse. The Framework model allows customers to build their own custom reports to meet their unique requirements.

Architecture

A+ provides a warehouse built with a dimensional data model. It uses Cognos Data Manager to manage system ETLs, Analysis Studio for dashboarding, and Cognos Connection to provide user access to reports. A framework model has been implemented to facilitate reporting.



Government Performance Management

The Government Performance Management (GPM) solution is targeted at government agencies that want to better manage their mission goals and performance. It addresses the following issues:

- A lot of data, but not a lot of information
- Multiple major enterprise-wide data sources with multiple reporting mechanisms
- Multiple data sources needed for reporting
- No consistency across the organization
- No standard reporting tool
- Different calculations for the same metric across the agency
- Complex Excel worksheets used for budgeting and planning
- The GPM solution is targeted for all government agencies, both civilian and defense

Benefits

- More reliable and improved performance
- Early warning system provides predictive analysis
- Proactive highlighting and managing of tradeoffs
- Faster and more flexible budgeting

Features

- Web-based
- Seamlessly integrates existing reporting infrastructure with IBM Cognos ReportNet and IBM Cognos PowerPlay
- Single Sign-on
- Ad-hoc querying
- Three-dimensional data
- Fast access to summary-level information
- Drill-through to detailed information
- Multiple report formats
- Consolidates the following cycles in one application: POM (Program Objective Memorandum), FINPLAN (Financial Plan), BER (Budget Execution Review), and PBD (Program

Budget Decisions)

- E-workflow management
- Multi-tier structure
- Interactive detail and summary-level reports
- What-if analysis
- Multidimensional analysis



Architecture

- **Enterprise Planning** – IBM Cognos Planning implemented for planning, budgeting, and execution
- **Enterprise Scorecarding** – IBM Cognos Metrics Manager for mission and support goals
 - BearingPoint responsible for agency wide goals. Administration for metrics
- **Enterprise Business Intelligence** – IBM Cognos ReportNet and IBM Cognos PowerPlay implemented for detailed analysis
 - Distinct business areas now have IBM Cognos ReportNet reports and IBM Cognos PowerPlay cubes

IBM Cognos Enrollment and Tuition Planning for Higher Education Performance Blueprint

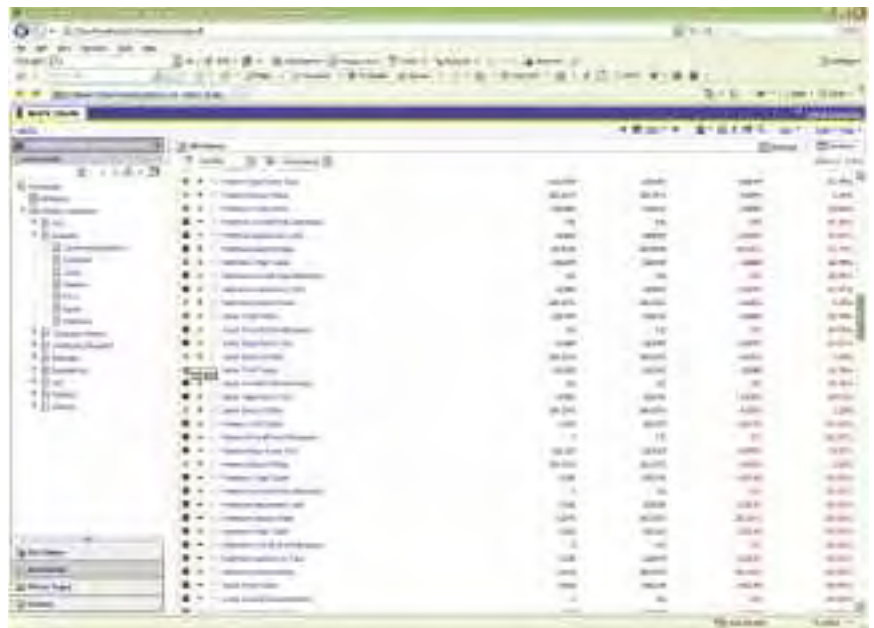
Colleges and universities can use this Blueprint to align forecasts for student enrollment and tuition revenue with faculty, staff, and resource requirements, and plans for future growth.

This Blueprint, together with Cognos performance management software, provides a reliable, consistent modeling tool that lets institutions analyze current and projected enrollment not only at the faculty level but also for the entire school. The Blueprint allows you to:

- Forecast enrollment and tuition revenue for resident, non-resident, and international students
- Plan at the faculty, departmental, or even course level using general or customized drivers
- Compare and analyze data using a number of scenarios
- Plan over a five-year horizon
- Slice student data by year (freshman through PhD) or by type (full-time, part-time, resident, and nonresident)
- View detailed fee listing
- Plan for grants, scholarships, and tuition discounting
- Identify revenue opportunities from both filling up unused course capacity and adding capacity to meet qualified student demand

Tuition Planning Scorecard

A typical planning process within a faculty might begin in an enrollment and tuition planning portal such as the Cognos scorecard below. The scorecard shows key performance metrics such as tuition revenue, enrollment, opportunity cost, and discount rates by student class.



Visit <http://www.cognos.com/innovationcenter/blueprint.html> for complete information and all Performance Blueprint downloads.

IBM Cognos Program Objective Memorandum (POM) Performance Blueprint

This Blueprint allows U.S. government agencies to make better resource allocations and shorten the Program Objective Memorandum (POM) submission cycle by months.

This Blueprint has been designed for organizations to model and do scenario planning in support of specific mission objectives. For example, a planner could consider the total cost of deploying a fighting or support unit—including people, equipment, and infrastructure—and determine whether the unit is fully capable and the mission objective can be fully met within established mission guidelines.

Blueprint Benefits

The POM Blueprint has application beyond defense agencies. For analysis and goal-achievement as a budgeting driver, it could be extended to include civilian agencies or any other civilian agencies using the PPBE process. The business benefits for an organization using this Blueprint include:

- Improved budget accuracy.
- Better consistency through integrated planning.
- Increased accountability through high participation and visibility.
- Improved flexibility:
 - Driver variables can be easily changed.
 - “What-if” analysis modeling can be performed.
 - Scenario analyses can compare alternatives.
- Better agency cohesion in the budgeting process as a result of collaboration across a distributed environment.

POM Snapshot

The following view shows specific program elements for all agencies reporting to this Division. The example shows object class costs (and FTEs) for a specific program element (32 IMET).

Agency Level Summary w/FTEs - Selected Program Element

32 IMET

	FTEs	PERSONAL SERVICES AND BENEFITS	CONTRACTUAL SERVICES AND SUPPLIES	3122 ADP Equipment (Greater Than \$50,000)	Object Class Total
Agency 1	75	3,500,219	383,160	0	3,883,379
Agency 2	97	4,887,800	2,109,100	157,900	7,154,800
Agency 3	5	1,165,600	2,065,300	140,600	3,371,500

The next report is a monthly flash which gives the user a prompt option to select a specific agency. It displays the data with a ranking of the highest YTD costs for various Program elements.

Program Element Ranking (Top 10) - Agency Prompt

Agency 1

Program Elements	Object Class Total	Rank
22 General Admin.	\$2,445,088	1
1 Support FMS	\$2,433,469	2
26.08 IT-CEMIS	\$2,426,431	3
26.05 IT-STARR-PC2	\$2,420,266	4
26.09 IT-PORTAL	\$2,387,590	5
7 International Agreements	\$2,310,666	6
13 Acquisition	\$2,200,222	7
12 Missile Tech Critl Regime	\$2,151,940	8
19 Case Closure	\$2,146,785	9
32 IMET	\$2,117,733	10

Visit <http://www.cognos.com/innovationcenter/blueprint.html> for complete information and all Performance Blueprint downloads.

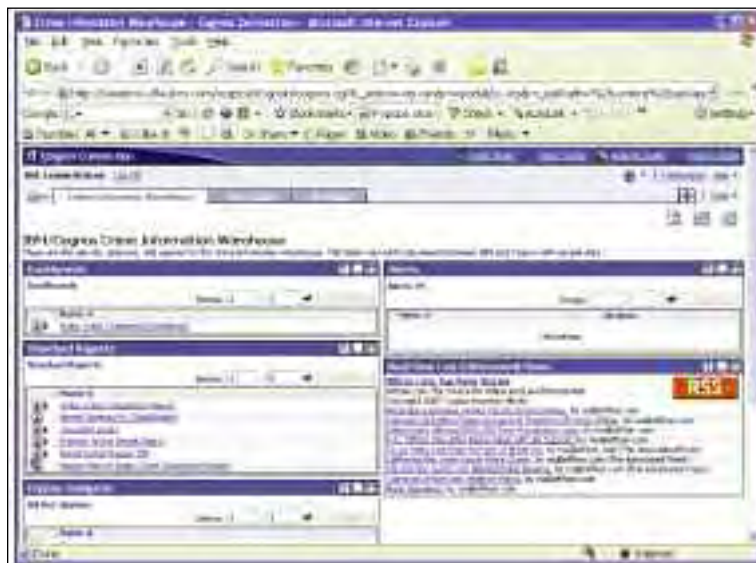


Crime Management and Insight

IBM's Crime Information Warehouse solution helps unlock data from operational systems that capture and report crime-based information.

Included in the solution are DB2 - Dynamic Warehouse Edition, Cognos Reportnet / Cognos BI 8, OmniFind Analytics Edition, (ISV) ESRI - arcIMS GIS, along with Consulting Services, Entity Analytics.

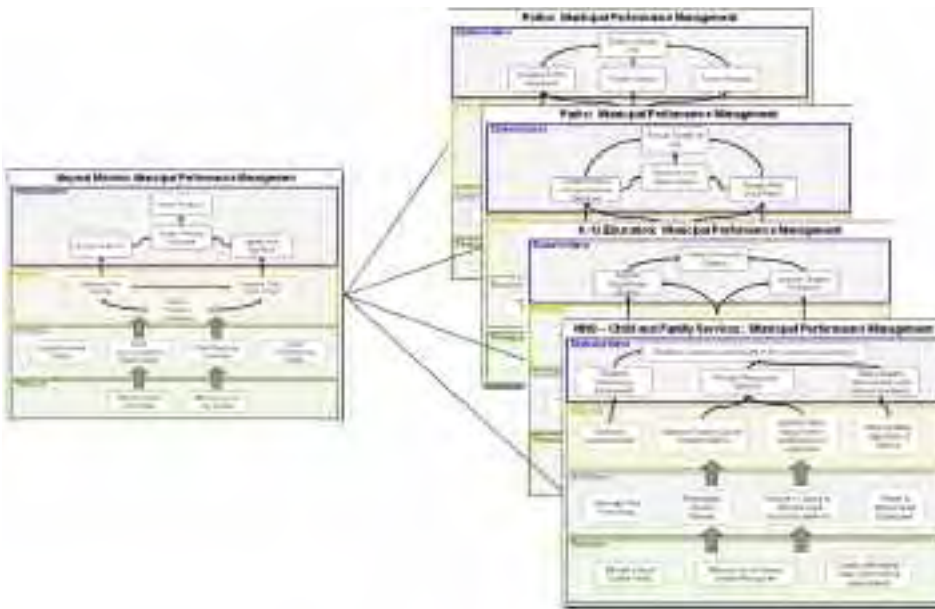
IBM-Cognos Crime Information Data Warehouse	
The IBM-Cognos Crime Information Data Warehouse is an information warehouse solution for police agencies.	IBM Cognos Product: IBM Cognos 8 BI
Value Proposition: Integrate crime information from a variety of sources. Report and analyze crime data in real time. Understand crime patterns and trends. Improve officer safety and aid proactive policing.	
Key features: Drag and drop information viewing, deliverable through IBM WebSphere Portal.	



Municipal Performance Management Scorecard

Choose from an integrated software stack in the Cognos Performance Management System Cognos BI 8 featuring reporting and analysis, planning, measuring and monitoring – for any area of the state, local, regional organization.

Also, take advantage of the Cognos Innovation Center, a forum and resource center for Cognos customers and partners focused on performance management.



Manufacturing Solutions

Cognos, an IBM Company and its partners drive higher performance in the manufacturing industry by helping customers to:

- Improve sales performance through deep insight into markets, customers, brand and product performance
- Drive incremental revenue by increasing their return-on-marketing and trade spending
- Increase profitability through cost management and reduction
- Improve supply chain performance, increase customer service and reduce costs

Cognos and its partners offer performance management solutions that provide visibility across the entire supply chain and arm executives with the information needed to improve supply chain effectiveness.

Our solutions for the manufacturing industry include:

COMPANY	SOLUTION	DESCRIPTION	IBM COGNOS PRODUCTS	GEOGRAPHIES	FOCUS
DSS de Mexico	3Pfinanciero (Planeación, presupuestos y pronósticos)	The Solution help companies to determine cash flow needed in support of operations in order to reach operational and financial goals based on sales, costs, expenses and human resources.	IBM Cognos Planning	Latin America	
VantagePoint Systems Inc.	Business VantagePoint	Business VantagePoint is a core business software system for corrugated packaging manufacturers.	IBM Cognos 8 BI	Worldwide	Corrugated Packaging Manufacturers
Acumetrics Business Intelligence Inc.	Cognos CMS Head Start Solution	Acumetrics has built Head Start solutions for clients using CMS Software's i5 ERP Solution. Leveraging years of experience on the CMS ERP solution, and a strategic partnership with CMS Software, Acumetrics is able to deliver "out-of-the-box" business intelligence	IBM Cognos 8 BI, ReportNet, BI Series 7, Impromptu	North America	
CPM Solution	Consumer Goods Planning	Consumer Goods Planning is a pre-built Corporate Performance Management (CPM) solution for the consumer goods industry.	IBM Cognos 8 BI, IBM Cognos Planning	Europe	Consumer Goods
Netpartners Consultoria e Sistemas Ltda	Distributor Relationship Management - DI-RM	DI-RM provides performance management solution that combine Cognos technology with Netpartners deep domain expertise on distribution Channels. DI- RM is designed to identify processes and values that are critical to your business process	IBM Cognos 8 BI	Latin America	
IBS	IBS Enterprise 6.0	IBS Enterprise 6.0 is a business intelligence solution for supply chain management.	IBM Cognos 8 BI	Worldwide	Supply Chain Management
Jaros Technologies Corporation	Jaros Analytics for Oracle's E-Business Suite	Jaros is a comprehensive bi solution that enables business reporting for users of Oracle's E-Business Suite. Jaros Analytics unlocks Oracle E-Business Suite data and makes it available to the business. The unique hybrid solution makes operational data available in near real time and facilitates strategic decision making and analysis.	IBM Cognos 8 BI, ReportNet	North America, Europe	Oracle ERP

...continues

COMPANY	SOLUTION	DESCRIPTION	IBM COGNOS PRODUCTS	GEOGRAPHIES	FOCUS
Tata Consultancy Services	Manufacturing Analytics	Manufacturing Analytics (mBIDS) is a BI solution for discrete manufacturers. mBIDS provide an end-to-end decision support system that is simplified, quick, and cost effective. Management is provided insight through industry standard KPIs (SCOR), utilized to make informed strategic decisions and achieve business objectives	IBM Cognos 8 BI	Worldwide	Discrete Manufacturing
Infor (formerly SSA Global)	SSA Business Intelligence	SSA Business Intelligence is a business intelligence solution for manufacturing, distribution and service organizations.	IBM Cognos 8 BI	Worldwide	
Infor (formerly SSA Global)	SSA Enterprise Analytics	SSA Enterprise Analytics provides business-oriented data marts to support the decision-making and analysis needs of manufacturing, distribution and service organizations.	IBM Cognos DecisionStream	Worldwide	
Deloitte Inc.	Supply Chain Performance Accelerator	Supply Chain Performance Accelerator is a supply chain management application for all industries.	IBM Cognos 8 BI	Worldwide	Supply Chain
Innovation Center	Sales and Operations Planning (S&OP) Executive Review Workbench Performance Blueprints	This Blueprint facilitates periodic executive review of performance against plans. It links sales, marketing, supply chain, manufacturing, and finance, so that executives can easily see the financial impact of evolving plans, spot variances, and balance critical resources to reach performance goals.		Worldwide	Sales and Operational Executive review
Innovation Center	Sales and Operations Planning Performance Blueprints	This Blueprint allows management to reconcile sales and demand forecasts with supply plans using a single, integrated performance management framework that ensures enterprise-wide alignment.		Worldwide	Sales Forecasting
Innovation Center	Trade Promotion Management Performance Blueprints	This Blueprint enables brand and category managers as well as sales executives to evaluate multiple trade promotion scenarios, helping to effectively plan promotional activities that will lead to the greatest increases in sales and margins.		Worldwide	Trade Promotion
IBM	Manufacturing Sales and Operations Planning	IBM will combine the strong Sales and Operations Planning performance management capabilities of Cognos with extensive manufacturing industry expertise to deliver solutions that allow manufacturers to meet customer demand, maintain appropriate inventory levels, balance production with a focus on schedule achievement, and achieve financial goals.		Worldwide	



3P Financiero

3PFinanciero is an integrated financial planning and budgeting solution for the manufacturing enterprise. It provides financial statements based on sales, costs, expenses, loans, investment projects, and Accounts Receivable modules. The main benefit is the ability to simulate different business scenarios and determine the associated cash flow. Besides bottom-up planning capabilities, the solution offers top-down modeling based on break-back enabled by IBM Cognos Planning.

3PFinanciero incorporates customer catalogues of products, sales markets, expense charts of accounts, manufacturing raw materials, loan characteristics, payroll characteristics, and main financial statement accounts. It also leverages actual data from customer sources.

Benefits

- Comprehensive application where all the relevant financial aspects are taken care of: sales, expenses, costs, assets acquisition, depreciation, loans, accounts receivable, financial planning, P&L, balance sheet, and cash flow
- Top-down and bottom-up planning
- Faster budgeting, report preparation, and scenario creation time
- Incorporates best-practice modeling based on IBM Cognos Planning
- Provides financial visibility under different scenarios, to evaluate the impact of different initiatives undertaken, reflecting them in cash flow
- Sales analysis by product and market; integrates units to sale, unit price, and discounts
- The Cost module evaluates how changes in raw materials impact the unit cost of each product
- Combining the estimated sale in units with raw material requirements, you can establish year-round commitments with suppliers to gain special volume discounts

Features

- Forecasting of units to sell, by product and market
- Budget of units to sell by applying two different forecast methods: least square method applied to a lineal function and to a saturated growth function
- Product unit cost calculation based on raw material requirements

- Expenses forecasting applies three different actualization methods: by inflation, exchange rate, or an increment
- Loan simulation takes loans in different currencies, interest rates, payment frequencies for capital and the interest (monthly, quarterly, by semester or annual); and calculates the loan balance, interest generated, interest payable, interest paid, in foreign currency and national currency



- The project investment module is distinguished from asset acquisition since the project requires investment for a number of months before starting depreciation. This investment goes to Construction in Progress; once it is finished, the investment is moved to Plants and Equipment. The user can delay the expected cash flow by changing the project start
- The top-down planning module is based on operating margin
- The financial planning module iterates until equilibrium in the balance sheet is obtained. If capital plus liabilities exceeds assets, the difference is allocated to an investment account—provided that maximum cash is exceeded, with a yield that positively affects year earnings. If otherwise, the difference is allocated to a short-term loan that generates an interest rate and also affects the year earnings. The model allows a minimum cash limit, below which a loan is automatically generated

Architecture

- Comparative P&L, balance sheet reports (actual vs. forecast and budget)
- Comparative sales by product and market (actual vs. forecast and budget)
- Best sold product by market
- Worst sold product by market
- Expense as a percentage of sales
- Raw material consumption



Business VantagePoint

Business VantagePoint™ is a core business software system for corrugated box plants, sheet feeder plants, sheet plants, and multi-wall bag plants. The solution provides packaging professionals with comprehensive information and control of critical business processes. Your organization can focus on customer demands and better manage business processes – from initial sales contact through design, estimating, and ordering to production and delivery. The system also provides control of raw material and finished goods inventory, and helps packaging operations to optimize their costing structure.

By providing access to important information and management dashboards, Business VantagePoint improves management decision-making. It is the only industry solution that incorporates full multi-plant capabilities to allow efficient workload capacity planning and easy cross-organizational transactions.

Benefits

- Increases efficiency by identifying areas that require operational improvements
- Reduces working capital through efficient resource planning and workload balancing
- Increases on-time delivery and ability to follow-through on promise
- Decreases order fulfillment time and reduce errors due to manual processes
- Easy and fast request handling
- Increases customer loyalty through better service and fulfillment
- Improves inter-departmental communications
- Supports national accounts serviced by multiple plants for easy credit checking and production planning

Features

- Flexible modules to handle all business scenarios – from estimating to cash flow
- Workload management across work centers and plants; provides multi-plant capabilities
- Business activity monitoring
- On-line customer portal through Customer VantagePoint
- B2B and A2A connection tool through Gateway VantagePoint
- RFID capability
- Sales analysis and forecasting
- Financial cost rate analyzer
- Full support for IBM Cognos BI tools

Architecture

The solution is built on IBM Cognos PowerHouse and Cognos Axiant thin-client technology. The application runs on UNIX and Windows servers and uses the Oracle RDBMS to house the data.

Most customers use a centralized hosting of the application, and some installations include over 2000 users across North America accessing the system. Since most of the data is stored in a transaction-orientated database schema, VantagePoint provides the necessary summary tables for sales and production reporting.

The application provides a comprehensive IBM Cognos Impromptu catalogue for general reporting requirements, along with a suite of subject-matter catalogues for areas such as inventory, sales, and production analysis. Pre-built IBM Cognos PowerPlay cubes are also available to provide further analysis of the business. Since a typical corrugated producer will often have 25,000 or more products and over 2,000 customer references, software such as IBM Cognos PowerPlay makes it easy for VantagePoint users to quickly analyze the business.

CMS Head Start Solution

Acumetrics Business Intelligence has developed a Head Start solution for the CMS Software i5 ERP. It provides an IBM Cognos 8 BI framework model and OLAP models for sales, inventory, production, accounts receivable, balance sheet, and income statement. The framework model maps the ERP database and presents it to the user for easy reporting.

The ERP database tables and columns are identified using common business language. Table joins are defined, common calculations added, and the content is organized into performance subject areas. The OLAP models provide business analysis and reporting across a broad spectrum of business performance areas, with common measures and dimensions.

With Head Start, CMS i5 ERP clients have access to a turnkey BI solution that addresses multiple business areas.

Benefits

- Eliminate time to model the ERP database
- Out-of-the-box reporting and analysis across business functions for instant ROI
- Customizable to client-specific business rules to support unique client requirements
- Ability to train users on client data for better understanding and adoption
- Does not require a data warehouse to support business reporting and analysis, reducing costs

Features

- Acumetrics Head Start provides the client with a comprehensive metadata model of the i5 ERP database. Modeling client data is typically a long process that requires in-depth knowledge of the data structure and reporting rules
- Acumetrics has worked in the manufacturing area and has extensive experience with CMS i5 ERP. This allows us to provide the solution as a pre-built product. Further, the OLAP models provide instant access to many business metrics, across multiple business dimensions – all leveraging the built-in data structure. By starting with these solutions, clients can better understand their performance, and enhance the solutions as they grow with the solution
- The IBM Cognos 8 framework model uses physical, business, presentation, and transformer layers to support ad hoc queries and advanced database reporting. The OLAP models provide multi-dimensional analysis and reporting across the organization

Architecture

Acumetrics Head Start leverages the IBM Cognos 8 BI suite, including Framework Manager and Transformer, and it provides client instant access to performance management information through Query Studio, Analysis Studio, Report Studio, Metrics Studio, and Event Studio.



Consumer Goods Planning

Consumer Goods Planning is a pre-built solution designed to meet the corporate performance management needs of the consumer goods industry. The solution covers the complete CPM cycle from strategic planning and balanced scorecard, to analysis and reporting.

Consumer Goods Planning covers specific industry issues in sales and marketing, product costing, investment planning, and human resources. It helps consumer goods manufacturers and distributors make their operational budgets. It covers specific industry needs like forecasting and demand trend planning, and simulates different pricing scenarios and marketing campaigns, as well as changes in the production environment or material price changes. So your organization sees how these changes affect P&L, balance sheet, and cash flow.

Consumer Goods Planning offers pre-built analysis and reporting tools that allow your management team to monitor evolution of the plan, analyze business issues, make business decisions with quality information, and see how these decisions affect the bottom line.

Benefits

- Allows your company to:
 - Prepare financial and strategic plans using an integrated platform that covers the complete business cycle
 - Monitor performance using pre-built scorecards
 - Analyze business data to find key business issues
 - Report to stakeholders using pre-defined reports
- Addresses industry-specific issues based on the experience in the consumer goods industry of our consultancy team.
- Provides a complete and integrated CPM solution developed on the Cognos platform, the leader in performance management.



Features

- Pre-built financial planning model covers the whole business cycle including sales and marketing, product costing, investments and depreciation, overhead, and cash flow
- Pre-built scorecards
- Pre-built OLAP cubes
- Pre-built reports

Architecture

Consumer Goods Planning was developed using the Cognos performance management platform: IBM Cognos Planning and IBM Cognos 8 Business Intelligence.

Budgeting models for Cognos Planning include sales, HR, profit and loss, and balance sheet.

Scorecards include financial, client, HR, and product perspectives. Analysis cubes include sales and marketing, product costing, overhead, and HR. Pre-built reports cover sales, product costing, HR, profit and loss, balance sheet, and cash flow.

The solution is compatible with Windows 2000 Server or higher platforms, Microsoft SQL 2000 or higher, and Oracle 9 or higher.



Distributor Relationship Management – DI-RM

Distributor Relationship Management (DI-RM) is a performance management solution that combines Cognos, an IBM company, technology with Netpartners' deep domain expertise in distribution channels.

DI-RM identifies processes and values that are critical to your business processes, allowing you to source any data from within the enterprise as well as external sources.

DI-RM helps support the management and measurement of controlled distributors through a user-friendly access system. It is based on a standard model of indicators and an exploitable database collection of customers and internal information channels.

On a daily basis you can, for example, obtain constant analyses of stock levels and movements in warehouses throughout the organization. This helps to optimize processes and transactions. On a long-range level, DI-RM provides access to sales information, statistics and benchmark data, market forecasts, and other data to help your company analyze current positions and decide future directions.

Benefits

The solution optimizes direct channel management by providing valuable information for targets, sales, stocks management, executive performance, sales performance, region coverage, etc. It serves as the catalyst for improving company performance due to better indirect sales improvements.

- Set, measure, and analyze goals for improving business performance
- Identify efficient processes or ineffective processes and strategies
- Increase sales
- Increase productivity and efficiency
- Simplify operations
- Optimize stocks
- Synchronize production and optimize delivery schedules
- Improve customer service levels

Features

- Control of sales, channel, and operations
- Ready information for delivery
- Management reporting
- Implementation in the customer's host or Netpartner host
- Data integrity
- User friendly Web platform
- Simplified operations and easy administration

Predefined reports, metrics, cubes, and data models in these areas: indirect sales, procurement, inventory, financials, sales versus targets, days outstanding/days in stock, penetration by outlet/brand, customer coverage.

Architecture

DI-RM uses IBM Cognos 8 BI to provide business intelligence to distributors or indirect sales channels. Through best practices reports and metrics, you can better analyze your organization and optimize results.



IBS Business Intelligence, IBS Enterprise 6.0

The IBS Business Intelligence (IBS BI) solution is designed with supply chain management businesses in mind. These include distributors, wholesalers, and manufacturers in targeted vertical markets, as well as other mid-sized and large companies looking for BI solutions in supply chain performance.

IBS BI helps your company identify processes and values that are critical to your business processes. The data warehouse allows you to source any data from within the enterprise, as well as leverage data from external sources.

On a day-to-day basis you can, for example, obtain constant analyses of stock levels and movements in warehouses throughout the organization, helping to optimize processes and transactions. On a longer-range level, IBS BI provides access to sales information, statistics and benchmark data, market forecasts, and other data to help your company analyze current positions and decide future directions.

The Supply Chain Council-Europe has recognized IBS BI as the premier BI solution that incorporates SCOR (Supply-Chain Operations Reference-model) metrics and benchmarking. SCOR is the international standard diagnostics tool for performance measurement and analysis.

The IBS BI solution includes IBM Cognos 8 Business Intelligence client applications, ETL processes, and OLAP data extractions – through an easy-to-use user interface.

Benefits

- Create structured information that supports the review, analysis, and re-engineering of business processes
- Improve profitability and competitive ability by identifying efficient processes or ineffective processes and strategies
- Set, measure, and analyze goals for improving business performance
- Calculate and report KPIs and ROI
- The scalable application is suitable for single entities or multi-company enterprises
- Performance measurement of supply chain processes, with tools designed by supply chain specialists
- Gain visibility into and improve efficiency of processes and data throughout the enterprise supply chain

Features

- Centralized data warehousing for multi-system sourced information
- Pre-defined client applications that use IBM Cognos 8 BI, allowing slice-and-dice functionality, data dimensions, multiple data export formats, and other easy-to-use features
- Pre-defined business applications include reports for analyses of sales order management, purchasing, inventory, and financials, as well as SCOR-defined reports
- Built-in SCOR metrics enable the definition of key values and measurement of critical processes



Architecture

IBS BI is a complete application that integrates Cognos server and modeling as the reporting solution. Other components include MS SQL Server and MS Analysis Services as well as a tool for ETL developed by IBS.

The solution also has predefined schema transformations, cubes, and reports for the business areas addressed by the IBS Enterprise Application. Predefined reports, metrics, cubes, and data models are currently available in the following areas:

- Sales order management
- Procurement
- Inventory
- Financials
- SCOR (supply chain performance metrics as defined in the SCOR model provided by Supply Chain Council, SCC)



Jaros Analytics for Oracle's E-Business Suite

Jaros is a comprehensive business intelligence solution that enables business reporting for customers who run Oracle's E-Business Suite.

Jaros Analytics unlocks Oracle EBS data for the business. It is a unique hybrid solution that makes operational data available in near real time using the operational data store. It also facilitates strategic decision-making and analysis using the solution's data marts.

The solution provides access to detailed data from Oracle E-Business Suite modules including Financials, Working Capital, Orders Management, Procurement, iProcurement, Inventory, Cost, Discrete Manufacturing, Process Manufacturing, Services and Contracts, HR, Payroll, Oracle Learning Module, and more.

Benefits

A key benefit of Jaros Analytics is the ability to provide right time information: near real time, nightly, monthly, quarterly, or yearly data. This supports all operational and strategic reporting needs.

It provides detailed and summary information in areas such as:

- General ledger and sub ledger
- Revenue and margins
- Open receivables and payables
- Cash management and receipts
- Cost of Goods Sold
- Inventory value and inventory turns
- AR and AP invoices
- PO requisitions, orders, and receipts
- Vendor and customer performance

It is a fully documented solution that uses an active metadata repository with a Web-based help system. The built-in ETL product is consistently rated as one of most scalable by expert analysts firms. It further supports implementations without open-ended consulting engagements.

Features

There are six major components of the solution:

- A Cognos 8 reporting layer with a dynamically built Framework Manager model for instant reporting capabilities
- Industry-specific data models including an operational data store that provides near real-time operational information and a consolidated set of data marts that enable enterprise reporting
- Pre-built ETL mappings that extract data from Oracle EBS and legacy systems to provide packaged analytics built into the Jaros data model
- An Active Meta Data Repository (AMDR) that fully defines the analytics and provides a framework for extending and growing the solution. It generates metadata layers for reporting tools such as the Framework Manager, and provides help systems that are synchronized with the supported metadata layers
- Software that installs the product and allows customers to apply maintenance patches and enhancements
- A pre-built operational framework and execution workflow engine that executes ETL mappings in the proper order to load the operational data store and data models

Architecture

Jaros Analytics is tightly integrated with IBM Cognos 8, providing a dynamically generated Framework Manager (using our AMDR) that can be used immediately for report development.



Manufacturing Analytics (mBIDS)

The SCOR compliant Manufacturing Analytics- mBIDS framework is a BI solution offered by Tata Consultancy Services for discrete manufacturers. The framework consists of an enterprise-wide Logical Data Model (LDM) and pre-built analytical reports and templates.

The LDM, which is process oriented facilitates the capture of data required for supply chain analysis, along with critical functions like sales, marketing, and finance. The model leverages the SCOR-based KPIs captured in the analytical templates to achieve value measurement across the process.

The power of mBIDS, backed up by our BI expertise, provides a complete solution to help customers effectively manage their business.

Benefits

- Effectively drive organizational agility, efficiency and adaptability.
- Enable supply chain transformation programs.
- Comprehensive industry frameworks
 - LDM covers all the key analytical domains.
 - Reduces risk by ensuring the depth and consistency of information in each subject area.
 - Highlights the gaps in source data by uncovering the missing data elements and indicating the limitation of source data.
 - Incorporates best practices through data and analytic structures to guide the BI initiative.
- Time and cost savings
 - Pre-built data model with data dictionary, entity-relationships, and access methods.
 - Standardized report and dashboard templates.
 - Support for the proven BIDST implementation methodology.
- Flexibility
 - Easily customized to suit the organization’s requirements.
 - Modular structure optimized for incremental implementation.
- Scalability to support growth
 - Correct relationship modeling technique enables support for the large volumes of granular data, as well as

- for better query performance.
- Modular structure supports future growth.

Features

The Manufacturing Analytics - mBIDS framework is a SCOR-compliant, process-oriented solution. The LDM subject areas cover manufacturing functions like procurement, inventory, production, quality control & maintenance, sales, distribution, and after sales service

- Demand and supply planning and management
- Vendor management, inventory management, contract management, etc.
- Production planning, maintenance management, etc
- Logistics, warehouse management, etc
- After sales support, warranty analysis, etc
- Sales and Marketing
- Finance

Architecture



- The framework consists of an enterprise-wide Logical Data Model (LDM) and pre-built analytical reports and templates which can be implemented in 3-tier architecture.
- With the help of a custom-built data extraction and integration layer, this LDM, and the analytic reports built in Cognos, can be customized and implemented in a shorter time.
- The Cognos Reporting solution is integrated with the dimensional and summary data layer.



SSA Business Intelligence

SSA Business Intelligence delivers on the full promise of actionable business information. Powered by IBM Cognos 8 Business Intelligence, SSA provides a single, proven BI environment for secure reporting, analysis, monitoring, and notification.

Organizations within the manufacturing, distribution, and service industries can reduce the complexity of their enterprise reporting environments. The simple, self-serve SSA solution improves user adoption, enables better decision-making, and provides an enterprise-scale foundation for performance management. It meets the need for secure and timely delivery of actionable information to employees, customers, suppliers, and partners

SSA BI integrates with SSA Global applications including SSA ERP LN, SSA ERP LX, SSA FM, and SSA HCM. They offer ERP solutions for the discrete and process industries, warehouse management, financial management, and human capital management. SSA BI also provides the information access and delivery front end for a series of line-of-business data marts created by SSA Enterprise Analytics.

The SSA solution provides pre-defined business content consisting of Cognos Framework Manager models as well as pre-defined reports in the areas of finance, sales, inventory, manufacturing, service, and purchasing.

Benefits

- Reduced complexity
- Increased user productivity
- Scalability
- Lower TCO
- Greater visibility and timeliness

Features

- Single product and architecture
- Centralized metadata
- Completely Web-based
- Pre-defined application integration and content
- High-performance, scalable

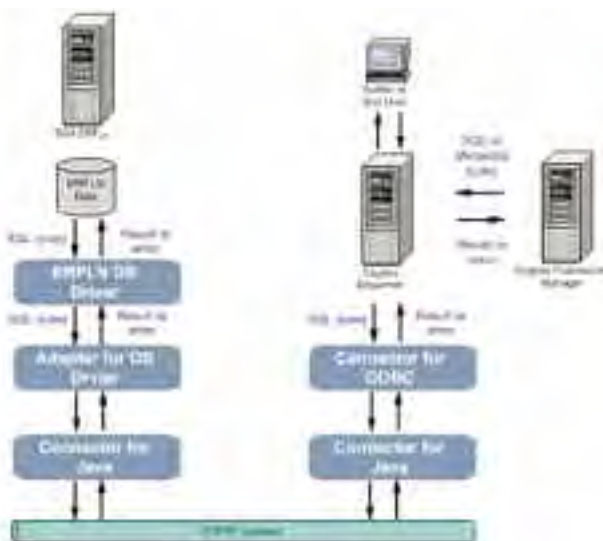
Architecture

The solution consists of IBM Cognos 8 BI software and pre-defined application integration and content from SSA Global. It offers significant value by reducing time to deployment and enabling immediate use.

SSA BI accesses the SSA Global applications through an ODBC driver. The driver allows the Framework Manager model and package to inherit the security enabled in the SSA Global application.

SSA BI is available for the following platforms:

- Unix – Oracle
- Microsoft Windows – SQL Server





SSA Enterprise Analytics

SSA Enterprise Analytics (SSA EA) provides a series of business-oriented data marts to support the decision-making and analysis needs of sales, finance, procurement, production, inventory, and asset management. Consistent metrics and definitions across all lines of business provide a single version of the truth.

Integration with SSA Global enterprise applications offers data integrity and accuracy to enable deployment in weeks rather than months. Pre-defined cubes and reports are also available for immediate business use. When combined with SSA Business Intelligence, SSA EA forms a complete performance management solution, allowing users to report, analyze, monitor, and notify using operational and data mart sources.

Organizations within the manufacturing, distribution, and service industries can view key performance indicators from a variety of business angles. Managers and analysts can also drill into detail and understand the factors contributing to corporate performance.

SSA EA is available with SSA Global applications including SSA ERP LN, SSA ERP LX, SSA FM, and SSA HCM. They offer ERP solutions for the discrete and process industries, warehouse management, financial management, and human capital management.



Benefits

- Better decision-making
- Rapid time to deployment
- Single version of the truth
- Leverage IT infrastructure and information assets
- Cost avoidance
- Best-practice adoption

Features

- Multidimensional, timely information
- Pre-defined integrations and content
- Data marts for 12 line of business areas

Architecture

SSA Enterprise Analytics integrates IBM Cognos DecisionStream with the SSA Global application console and integrations to extract, transform, and load transactional data into a series of data marts. SSA Business Intelligence provides the capabilities to report, analyze, monitor, and notify from the data marts and directly through SSA Global enterprise applications.

The solution is available for the following line of business and industry areas:

- Sales
- Accounts receivable, general ledger, accounts payable
- Inventory, procurement, production
- Asset management
- Warehouse
- Human capital
- Project manufacturing
- Service
- Daily analysis (hotel and hospitality)



Supply Chain Performance Accelerator

Supply Chain Performance Accelerator allows your organization to implement effective supply chain planning, monitoring, and execution to optimize supply chain performance across your extended enterprise.

IBM Cognos business intelligence and scorecards let you define measures, monitor performance, and analyze and correct supply chain issues at the source. Deloitte provides expertise in supply chain planning and execution, allowing you to tune your supply chain for optimal customer satisfaction. The solution helps you stay on top of current operations, respond effectively to issues and status changes, and meet future demand.

Benefits

- Identify usage and coverage trends, and reduce unnecessary carrying costs and inventory write-downs
- Identify strategic suppliers and optimize them across materials
- Eliminate production delays and disruptions
- Monitor performance throughout the DMAIC process

Features

- Define key measures to keep the supply plan on-track
- Monitor key indicators, such as reliability and price performance, across multiple locations and suppliers
- Display reports for plant or process operations; drill down into key metrics such as procurement, scrap rates, and quality
- Leverage information from routings, production schedules, and plant capacity to see upcoming jobs and priorities
- Event monitoring keeps you informed of critical events when they happen



**Sales and Operations Planning (S&OP)
Executive Review Workbench Performance Blueprints**

IBM Cognos
Innovation Center
for Performance Management

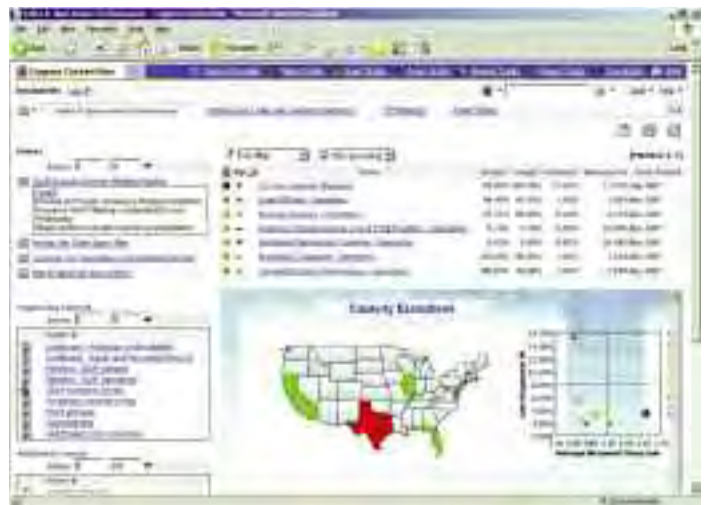
This Blueprint facilitates periodic executive review of performance against plans. It links sales, marketing, supply chain, manufacturing, and finance, so that executives can easily see the financial impact of evolving plans, spot variances, and balance critical resources to reach performance goals.

Key capabilities include:

- A structured process for integrating and summarizing the detailed plan generated
- Summarization of calculated metrics, exception alerts, linkages to scorecards, and reports to measure financial and customer service performance (plan vs. actual)
- *What-if* modeling – allows managers to perform multidimensional and multi-scenario analysis to test the impact of changes in demand, supply chain capabilities and constraints, and to see the associated financial impact of those changes – capturing assumptions as well as annotations
- Strategic financial management – ensuring organizational objectives for sales, profitability, balance sheet, and cash flow are met
- Integrated workflow to manage and consolidate plans
- A visual scorecard to display the status of the planning process, so that appropriate actions can be taken to complete it
- Alerts so that approved plans are communicated to stakeholders, ensuring they are aware of initiatives that will impact S&OP.

Sales & Operations Performance Portal

Logging into the Sales & Operations Performance Portal offers users multiple views into demand and supply metrics and links to dashboards and reports. In this example, we see a watch list of supply chain metrics in the upper right, Capacity Exceptions reports in the bottom right, and links to supporting S&OP content on the bottom left. There are also event alerts on the upper right.



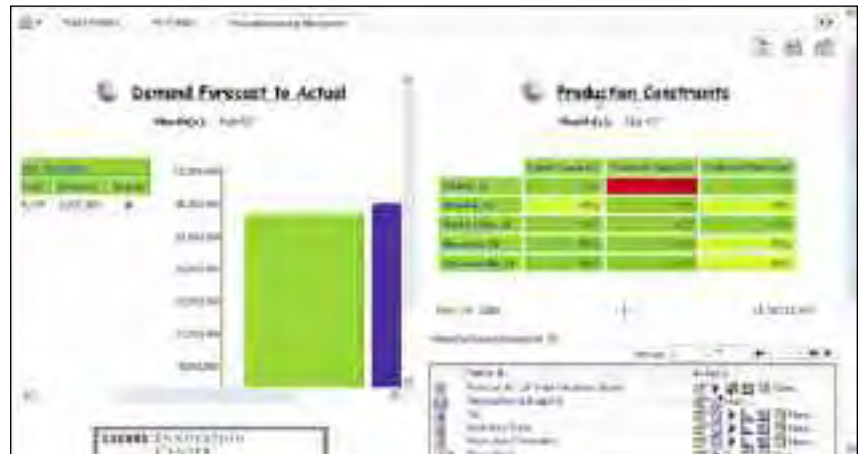
Visit <http://www.cognos.com/innovationcenter/blueprint.html> for complete information and all Performance Blueprint downloads.

Sales and Operations Planning Performance Blueprints

Production planning is often the primary focus of a manufacturer's profit-and-loss statement. Forward looking collaboration must occur so that sales demand can be profitably supported by production capacity. This Blueprint allows manufacturers to deploy demand planning to the appropriate level in the field sales organization (sales managers, manufacturers' representatives, salespersons, or externally to customers) to plan anticipated demand for a region or selected channel. An easily updated model gives plant managers and production planners the capability to manage production and meet anticipated demand levels. In this model, we assume that production will align with geographic demand.

Sales and Operations Planning Dashboard: Snapshot

After Cognos Information Portal sign-on, the first screen displayed is a dashboard, which provides significant information including a graphical representation of actual and forecast sales demand for the current month, a "heat map" providing immediate alerts to operational constraints on production facilities and key reports as well as links to



customer demand and operational planning models. Visit <http://www.cognos.com/innovationcenter/blueprint.html> for complete information and all Performance Blueprint downloads.

Trade Promotion Management Performance Blueprints

With this Blueprint, manufacturers can evaluate promotion options based on financial impact, monitor promotion results, and analyze across promotions to optimize return on their trade promotion investments. The use of a single, integrated solution ensures that all departments – such as sales, marketing, category management, and production – are aligned with one another. The Blueprint extends the planning process beyond finance to sales and marketing management – the people at the corporate, regional, or district level that are accountable for performance.

Historical Promotions Snapshot

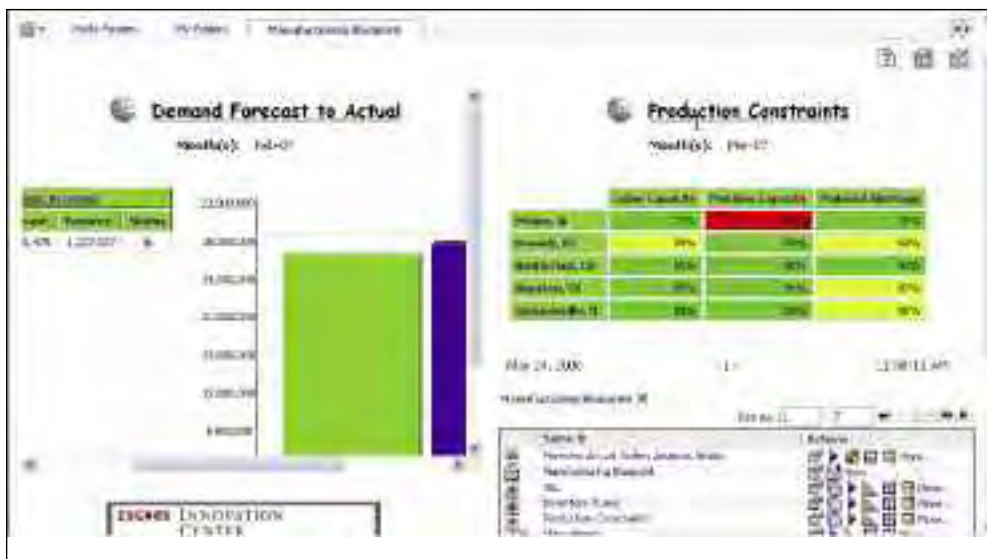
Here the user is presented with the historic details of past promotions to enable better decision-making and serve as templates for future promotions (i.e. the “repeat promotions” feature). All key metrics for a particular promotion can be found here, including the actual performance of the promotion in terms of sales and unit lift. Each promotion has a promotion ID as its row label which is used to drive repeat promotions.

Promotion ID	Description	Start Date	End Date	Budget	Actual Sales	Actual Units
001	Trade Show - Spring 08	03/01/08	03/31/08	\$10,000	\$12,500	1,250
002	Trade Show - Summer 08	06/01/08	06/30/08	\$15,000	\$18,000	1,800
003	Trade Show - Fall 08	09/01/08	09/30/08	\$12,000	\$14,000	1,400
004	Trade Show - Winter 08	12/01/08	12/31/08	\$8,000	\$9,500	950
005	Trade Show - Spring 09	03/01/09	03/31/09	\$11,000	\$13,000	1,300
006	Trade Show - Summer 09	06/01/09	06/30/09	\$14,000	\$16,000	1,600
007	Trade Show - Fall 09	09/01/09	09/30/09	\$9,000	\$10,500	1,050
008	Trade Show - Winter 09	12/01/09	12/31/09	\$7,000	\$8,000	800
009	Trade Show - Spring 10	03/01/10	03/31/10	\$10,500	\$12,500	1,250
010	Trade Show - Summer 10	06/01/10	06/30/10	\$13,500	\$15,500	1,550
011	Trade Show - Fall 10	09/01/10	09/30/10	\$8,500	\$10,000	1,000
012	Trade Show - Winter 10	12/01/10	12/31/10	\$6,500	\$7,500	750
013	Trade Show - Spring 11	03/01/11	03/31/11	\$9,500	\$11,000	1,100
014	Trade Show - Summer 11	06/01/11	06/30/11	\$12,500	\$14,500	1,450
015	Trade Show - Fall 11	09/01/11	09/30/11	\$7,500	\$8,500	850
016	Trade Show - Winter 11	12/01/11	12/31/11	\$5,500	\$6,500	650
017	Trade Show - Spring 12	03/01/12	03/31/12	\$8,500	\$10,000	1,000
018	Trade Show - Summer 12	06/01/12	06/30/12	\$11,500	\$13,000	1,300
019	Trade Show - Fall 12	09/01/12	09/30/12	\$6,500	\$7,500	750
020	Trade Show - Winter 12	12/01/12	12/31/12	\$4,500	\$5,500	550

Visit <http://www.cognos.com/innovationcenter/blueprint.html> for complete information and all Performance Blueprint downloads.

Manufacturing Sales and Operations Planning

IBM will combine the strong Sales and Operations Planning performance management capabilities of Cognos with extensive manufacturing industry expertise to deliver solutions that allow manufacturers to meet customer demand, maintain appropriate inventory levels, balance production with a focus on schedule achievement, and achieve financial goals.



Cross-Industry

Cognos, an IBM Company and its partners offer applications that are valuable to a number of industry segments. Applicable to multiple vertical markets, these solutions can be implemented at almost any organization.

Our cross-industry solutions include:

COMPANY	SOLUTION	DESCRIPTION	IBM COGNOS PRODUCTS	GEOGRAPHIES	FOCUS
Annata HF	Annata Analytics	Annata Analytics is a pre-built performance management solution for all industries.	IBM Cognos 8 BI	Worldwide	
Deloitte & Touche LLP	Application Management Services (AMS)	Cognos Application Management Services provides tailored solutions to help companies efficiently manage and operate their Cognos planning and business intelligence solutions.	IBM Cognos 8 BI, IBM Cognos Planning and Consolidation	Worldwide	
ARCS Solutions	BPM Office	ARCS Solutions provides applications that allow your company's decision-makers to align their business decisions with their strategies, or refine their strategies based on real-time data, enabling you to maximize profitability	IBM Cognos TM1	North America	Profitability management
BrightStar Partners, Inc.	CF Expansion Pack	The CF Expansion Pack simplifies many of the complexities associated with creating, editing, and maintaining financial reports. It reads and writes to the Cognos Finance system by leveraging the Cognos Finance Excel Add-In.	IBM Cognos Finance	North America	Excel Expansion
Clarabridge, Inc.	Clarabridge Content Mining Platform	Clarabridge's text mining software transforms text into actionable insight to improve market research, customer care, product development, quality assurance and risk management. Our CMP product enables unstructured information to be analyzed alongside structured information using Cognos 8 BI tools. CMP can be delivered as either an on-site application or as a hosted "Software as a Service" solution.	IBM Cognos 8 BI	Worldwide	Text Mining
Concur Technologies	Concur Travel and Expense	Concur Travel and Expense automates the travel procurement and expense reporting process. We also offer add on services like Cognos for reporting, Concur Audit Service and Concur Vendor Payment.	IBM Cognos 8 BI, ReportNet	Worldwide	Travel & Expense
Decimal Technologies Inc	Decimal Suite	DECIMAL offers a unique blend of technological solutions and advisory services that help enhance organization's financial performance. Our software solution relies on powerful costing capabilities, therefore allows our client to better manage strategic cost management orientations, budget management and profitability optimization.	IBM Cognos 8 BI, Cognos Planning, ReportNet, PowerPlay, Impromptu	North America	Activity Based Costing
Deltek	Deltek Business Performance Management (BPM)	Deltek delivers concise, accurate and timely information by enabling the three major areas of Business Performance Management (BPM)—planning, monitoring and reporting. By creating a 'single version of the truth,' information is standardized making performance management obtainable.	IBM Cognos BI	North America	Supply Chain

COMPANY	SOLUTION	DESCRIPTION	IBM COGNOS PRODUCTS	GEOGRAPHIES	FOCUS
Revelwood	Dynamo! Application Reporting Toolkit	Revelwood's Dynamo! Application Reporting Toolkit is an add-in for the Cognos TM1/Excel environment that lets TM1 application managers develop rich, dynamic reports and data entry templates for their end users without requiring extensive customization and VBA coding. It also allows end users to easily create and run sophisticated TM1 reports that offer dynamic expansion, zero suppression, drill-down, intelligent formatting and many other capabilities through a comprehensive, easy-to-use point and click interface.	IBM Cognos TM1	North America	Application Add-on
Morgan Benjamin	MB Context	MB Context enables Cognos users to share knowledge through inputting comments to Cognos reports online and in real-time. Required actions can be requested, completed actions flagged, and hierarchical data groups relevant to each individual user created. This additional, user-defined, interactive information is stored in the database to form a critical element of the business intelligence cycle	IBM Cognos 8 BI, ReportNet	Worldwide	Report Sharing and Annotating
Noetix Corporation	Noetix Generator for Cognos	The combination of NoetixViews for Oracle E-Business Suite and Noetix Generator for Cognos tightly links Cognos reporting tools with the operational information found within the Oracle E-Business Suite. NoetixViews quickly bridges the information gap between the technical complexities of an Oracle database and the ease-of-use requirements for Cognos users. With Noetix Generator for Cognos BI, Noetix automatically sets up and populates the Cognos BI environment, providing Cognos administrators with the ideal solution to eliminate the effort and maintenance required for delivering true "user friendly" Oracle reporting to Cognos users.	IBM Cognos 8 BI	North America, Australia, Europe, Latin America	Data-Oracle
Onyx Software	Onyx Analytics 3.0	Onyx Analytics 3.0 is a performance management and business intelligence offering for large and medium-sized enterprises.	IBM Cognos 8 BI	Worldwide	
Redwood Analytics	Redwood Business Intelligence	Redwood Business Intelligence is pre-populated, configurable business intelligence (BI) solution for managers and finance staff.		North America	
Cortell	ValuMax	ValuMax is a fast processing costing engine that can be deployed in almost any industry. It is a multi-company, multi-branch solution and has can cost Resources, Activities and a multitude of Costs. It has a multi-level Bill-of-material as well as a Product Recipe component and provides views on fixed and variable costs as well as an unlimited number of cost attributes. It provides results to the COGNOS TM1 multidimensional database where information can be sliced and diced across periods, activities, products, channels, etc.	IBM Cognos TM1	Worldwide	Activity Based Costing

...continues

COMPANY	SOLUTION	DESCRIPTION	IBM COGNOS PRODUCTS	GEOGRAPHIES	FOCUS
Vaultus Mobile Technologies	Vaultus Mobile Application Platform	The Vaultus Mobile Application Platform is a mobile middleware solution that lets users receive and navigate Cognos dashboards, forecasts, and reports remotely using a hand-held device.	IBM Cognos 8 BI	Worldwide	Mobile
Parametric Technologies Corporation (PTC)	Windchill	Windchill is a sophisticated, Internet-based content management system that specializes in the management of complex data and relationships, processes and publications.		Worldwide	Content Management
IBM Cognos	IBM Cognos Performance Applications	Ready-built reports, analysis, and metrics for key business functions and rapid ROI. There are three IBM Cognos Performance Applications (Customer Analytics, Financial Analytics and Supply Chain Analytics) and seven modules (Sales, Accounts Receivable, General Ledger, Accounts Payable, Inventory, Procurement, Production)		Worldwide	Performance Applications



Annata Analytics

Annata Analytics is a pre-built performance management solution for IBM Cognos Series 7 and IBM Cognos 8 Business Intelligence. It works on the Microsoft Dynamics AX ERP platform to deliver in-depth information. The solution leverages Annata's experience and expertise in implementing and servicing Dynamics AX for companies in diverse lines of business.

The solution focuses on finance (G/L, accounts receivable), and trade and logistics (sales, customer profitability analysis, inventory). The Finance KPI module provides analysis of both P/L and actual versus budgets. Month-end balances for the balance sheet are available through pre-built summation tables. 20 standard KPIs answer business questions on profitability, business process efficiency, leverage, and liquidity on demand. A flexible framework also enables the development of further company-specific metrics.

The Trade and Logistics modules give users insight into product and customer profitability, answering questions such as: Who are our most profitable customers? What are our best-selling products? Sales KPI and Customer KPI modules provide a flexible framework for performing in-depth, multi-level margin analysis on products and customers. The Inventory KPI module helps your company improve inventory handling. It enables historical trend analysis in inventory levels, and shows current inventory levels and key metrics such as inventory turnover and days in inventory by product and warehouse.

Benefits

- Easy and rapid implementation of pre-built models
- Adapts easily to different business environments
- Provides an add-on solution to the Dynamics AX ERP system without major modifications
- Provides ready-to-use data marts that can be leveraged for further analysis and reporting



Features

- Pre-built models and reports provide a 70 percent "out-of-the box" solution
- Enables handling of sales campaigns, special periods, and ABC analysis of customers and products
- Pre-built KPIs monitor company-wide performance
- Pre-built summation tables deliver balances for balance sheet, historical inventory levels, and historical accounts receivable levels to deliver strong trend analysis capabilities
- Contains a flexible, user-friendly framework in Dynamics AX for multiple financial statements to cater to different reporting needs
- Contains flexible management of date intervals to support different fiscal reporting periods

Architecture

The Annata Analytics solution for IBM Cognos 8 BI is based on the Cognos Framework Manager modeling software, where a model is created for each module. Table joins are defined in Framework Manager. A business presentation layer is created, which contains a dimensional model.

Users access the dimensional model through the Cognos connection portal for analysis or query, depending on the level of analysis required. Or the model can be used with Cognos reporting to create high quality reports. From Framework Manager, .iqd files can also be exported as query definition files and loaded into pre-built PowerPlay Transformer models to create PowerCubes.

The following components are included in each module:

- Financial KPI
- Sales KPI
- Customer KPI
- Inventory KPI



Application Management Services (AMS)

Cognos Application Management Services provides tailored solutions to help companies efficiently manage and operate their Cognos planning and business intelligence solutions.

Get the most from your Cognos system – Deloitte and Cognos offer a comprehensive set of services to meet our client's support needs. Our flexible and configurable support model allows companies to choose only those services required within their unique support needs. We understand that business requirements can change dramatically over time and have designed our services and business model to accommodate these changes.

Benefits

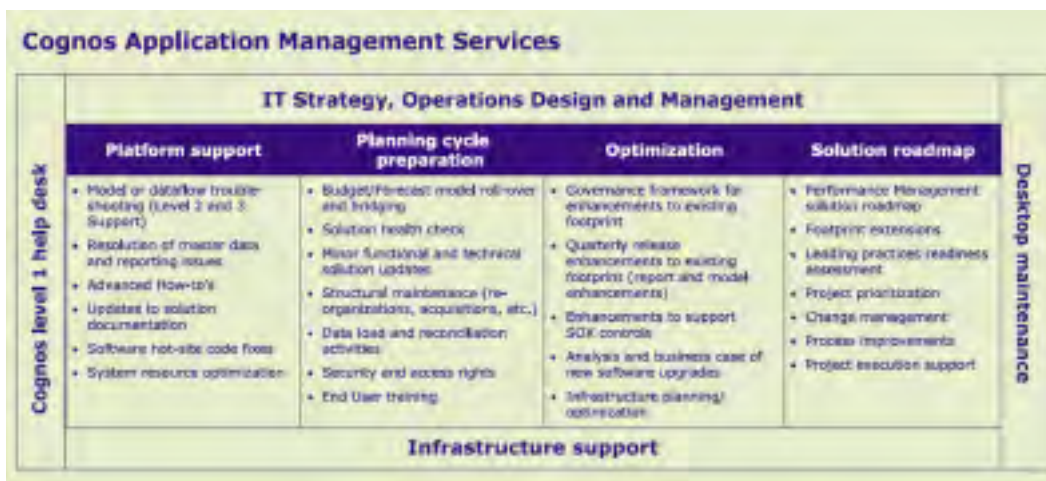
- Maintain a known fixed cost for platform support
- Adjust to peaks and valleys in resource demand; turning otherwise fixed costs into variable costs

- Capitalize on dedicated and Cognos experienced resources and economies of scale
- Realize your Performance Management Vision

Features

- **Platform support** – Provides support services based on service level requirements for Cognos Planning and BI
- **Planning cycle preparation** – Frees internal resources from the routine task of priming the models so they can focus on higher-value activities
- **Optimization** – Provides a framework for enhancements to the existing footprint, plus infrastructure planning and optimization
- **Solution roadmap** – This service helps bridge the gap between your current state and future performance management vision

Architecture





BPM Office

ARCS Solutions provides applications that allow your company's decision-makers to align their business decisions with their strategies, or refine their strategies based on real-time data, enabling you to maximize profitability.

BPM Office utilizes the IBM Cognos TM1 in-memory engine in conjunction with the TM1 toolset to create an enterprise-wide performance management solution. The BPM Office framework models finance, sales, inventory, production, material requirements, product cost, and distribution planning and reporting in a closed loop solution.

The Trade Spending module within the BPM Office allows companies to analyze, manage, and report customer and product funding dollars against budgets and forecasts to drive performance.

Benefits

- Control discretionary trade spending dollars by assigning specific customer and product funding rates to ensure promotional funds are utilized as planned.
- Customer and Product P&Ls from Gross Sales to EBITDA.
- Create multi-level allocations for actual, budget, and forecasted trade spending based on flexible allocation methodologies.
- Track and manage approved trade funding against actual spending.
- Create account plans by customer, distributor, territory, and retail store level.
- Budget and forecast by customer, territory, product, category, and brand.
- Track detailed and consolidated sales data across all dimension hierarchies in real time.
- Perform complex accrual calculations.

Features

- Self service web-based analytics.
- Guided budgeting and forecasting.
- What-if capabilities in real time.
- Capability to drill through customer data into order entry and billing transactions.
- Driver-based planning to predict future business performance.

Architecture

BPM Office leverages IBM Cognos TM1 products, including TM1 Server, TM1 Perspectives, TM1 Web, Planning Manager, and Executive Viewer. The framework utilizes the TM1 Turbo Integrator ETL tool to integrate disparate data sources into the system models.

Web-based reporting and analysis is provided via Executive Viewer and TM1 Web.



CF Expansion Pack

IBM Cognos Finance allows finance professionals to build and deploy financial reporting, budgeting, allocation, and consolidation applications in an all-in-one financial analytics platform. With the input and reporting modules, users can easily design multidimensional, highly formatted and customized financial reports.

The CF Expansion Pack takes these capabilities into an Excel environment, reading and writing to the Cognos Finance system by leveraging the IBM Cognos Finance Excel Add-In.

The CF Expansion Pack simplifies many of the complexities associated with creating, editing, and maintaining financial reports. As an extension to IBM Cognos Finance, the CF Expansion Pack provides functionality that automates many of the manual processes associated with report development and maintenance. This includes creating, editing, importing, scheduling, enhancing, and maintaining financial reports within Excel.

Benefits

The CF Expansion Pack dramatically enhances the existing CF Excel Add-In by enabling users to quickly generate dynamic and highly formatted financial reports without having to learn complex CF for Excel functions.

Features

- Direct import of existing CF input and report templates (LIF, LIFX, LRF, LRFX) into MS Excel, leveraging native CF functions to retrieve, view, and update data
- Create sophisticated reporting and input forms using a report wizard directly within Excel
- Advanced drill functionality within Excel to match the functionality in CF reporting and input modules
- Metadata list generation, which complements the report wizard and enables you to create drop-down lists of the various components for dynamic reporting
- Workbook Update Scheduler eases the creation of Windows scheduled tasks to open any Excel workbook and update the results from a specified CF system
- Error checking within Functions inside an Excel workbook identifies all CF functions that are in error.

Architecture

The CF Expansion Pack works with the IBM Cognos Finance Excel Add-In, leveraging the SDK/API. The solution requires Excel XP or higher.

	Cash	Securities	Cash and securities	Current assets (Total)
17 Sales branch 21 - Target - FWH	0.00	0.00	0.00	0.00
22 Sales branch 21 - Morganst - CM	0.00	0.00	0.00	0.00
23 Sales branch 21 - Zeech - CM	0.00	0.00	0.00	0.00
24 Sales branch 21 - West - APT	0.00	0.00	0.00	0.00
25 GO Northern Europe unspecified	11,054,125.31	11,204,322.92	22,258,448.23	40,226,426.54
27 GO Central Europe unspecified	63,521,475.25	62,476,274.04	126,000,749.29	114,316,993.48
31 GO Southern Europe unspecified	3891,276.25	3872,214.89	7763,491.14	41,729,881.43
32 GO America unspecified	94,781,142.59	15,793,302.28	110,574,444.87	127,874,382.09
33 GO Asia Pacific unspecified	900,128.88	872,712.18	1,772,841.06	45,246,297.12
34 GO Consolidated (Total)	101,258,152.03	101,123,421.31	202,381,573.34	418,377,993.66



Clarabridge Content Mining Platform

Clarabridge's Content Mining Platform transforms text into actionable insight to improve our customers' market research, customer care, product development, quality assurance, and risk management.

Clarabridge's award-winning software links the worlds of text mining, search, and business intelligence (BI) to enable enterprises to more quickly and intuitively leverage all of their data and make better business decisions.

Benefits

- Allow users to access more and better information to base their decisions upon.
- Allow users to uncover hidden trends and relationships in their data.
- Extend the analytical capabilities of the unstructured data.
- Spend more time analyzing and less time retrieving data from the unstructured sources.
- Maximize the return on your investments in business intelligence and training without deploying new tools.
- Source the data from a wide variety of systems automatically.
- Integrate the best-of-breed tools without re-inventing the wheel.
- Realize a rapid time-to-value.

Features

- Natural language processing
- Entity/fact and relationship extraction
- Automated categorization
- Clustering
- Sentiment extraction
- Source connectors to various data sources

Architecture

Clarabridge Content Mining Platform (CMP) leverages IBM Cognos 8 BI and provides its customers with

- A pre-built Framework Manager model for the Clarabridge CMP.
- A pre-built DMR including aggregate tables, indexes, and time dimension.
- Pre-built interactive Cognos dashboards and reports.
- Drill-through that allows users to navigate directly from the dashboards and the reports to the detail level data.
- Ability to easily add powerful new reports.



Concur Travel and Expense

Concur Reporting is an advanced reporting and analysis solution offered exclusively by Concur as an on-demand service. Integrated directly within Concur Travel and Expense, Concur Reporting enables users to rapidly access their organization's travel and expense data to create detailed reports and dashboards based on their unique needs.

- Concur Reporting provides quick, easy, and complete visibility into an organization's travel and expense data. It provides Finance, Accounting, Travel Management, and Executive Leadership with the information they need to manage their T&E policy and control spend. This web-based reporting solution is built from the ground up to deliver comprehensive report creation and analysis.

Benefits

- Drag-and-drop ad-hoc query and report creation make it easy for any business user to create reports and conduct analysis from the data
- With integrated travel and expense reporting, users gain a 360-degree view into all T&E related spend
- By understanding where T&E spend is occurring and identifying spend that's out of compliance with T&E policy, managers can identify areas to reduce spending and better control costs
- With increased visibility into T&E spending, managers can negotiate contracts with T&E suppliers
- Managers can quickly identify spend that is out of compliance with T&E policy and change employee behavior—even before spend occurs
- With advanced reporting, you identify which travelers aren't using your online booking tool to book their travel. By changing the behavior of employees, you can increase the adoption rate of your online booking tool, driving increased policy compliance and utilization of preferred suppliers

Features

Concur Reporting gives even casual users the ability to create reports and queries against expense reimbursement and vendor payment transactions within Concur Travel and

Expense. It includes month-end accruals, company credit card reconciliation, vendor management, travel spend management, and attendee spend tracking, and expense auditing and fraud detection. The company defines the reporting hierarchy, and each user is granted access to one, many, or all levels of the hierarchy to maintain security over the data.

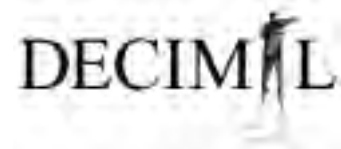
The unique "presentation layer" makes navigation of the data more meaningful, allowing users to easily and quickly create the queries and reports they need. The presentation layer shields the user from the complexities of the underlying database. It presents pre-defined relationships and joins in plain and simple terms, making it quick and easy for all users to create, run, validate, and modify their reports. With Concur Reporting, queries which once took days to produce can be performed in a fraction of the time, often within a matter of minutes.

- Single sign-on capability from within Concur Travel and Expense. Credentials are authenticated and users are granted appropriate access and data rights.
- The integrated security model is directly integrated with the reporting hierarchy in Travel and Expense.
- Integrated data model maps the Concur Data Model available in Cognos to the underlying Concur Reporting database (data warehouse). Data is refreshed on a scheduled 24-hour basis.
- Powerful report distribution capability for publishing and distributing reports in the client organization.

Architecture

Concur Reporting, ensures customers never have to worry about the architecture of the implementation. A link from the Concur Central homepage directly signs users into Concur Reporting where they can create and run reports and queries against their T&E transaction data.

Within Concur Travel and Expense, the employee administrator can assign users to Cognos professional, business author, or consumer roles to allow appropriate access. With each role, the administrator can assign the user to view specific segments of your company data based on the reporting hierarchy.



Decimal Suite

Decimal offers a unique blend of technological solutions and advisory services that can help enhance an organization's financial performance. Our solutions enable strategic decision-making throughout any type of organization.

Our software solution relies on powerful costing capabilities. This allows our clients to better manage strategic cost management orientations, budget management, and profitability optimization. Implementing the Decimal Suite represents a first step towards better corporate and financial performance management.

Benefits

- Gain a clear understanding of product unit cost
- Do complex scenarios and see how the financial and operational side (capacity analysis) of the organization will behave
- Gain precise profit analysis for products and customers, channels, sites, plant, and region.
- Activity-based costing design
- All integrated to a budgeting and planning module
- Labor analysis module and integrated bill of materials
- Gain a better understanding of how to improve profitability or how to efficiently reduce costs



Features

- Ability to track labor force from origin to where it ends at the product or service level
- Integrated cost management using the Pull and Push ABC method that determines cost behavior
- Cost modeling functionalities using the Push method that explores cost behavior through scenarios
- Allows reciprocal allocations for a more precise model
- Identification of costs associated with second quality products, derivatives, and related products
- Capacity analysis of each activity based on the theory of constraints
- Ability to identify actual or potential bottlenecks (according to given scenarios)
- Dynamic process diagram enables users to visualize and understand business process interaction based on the constraints theory
- Connects cost models for specific plants, departments or sub-sectors to a centralized corporate model, allowing users to make comparisons between subsidiaries
- Simulation capabilities allow users to create scenarios to see how their decisions will impact product cost, capacity, and profitability and preview the impact of their strategic decisions
- Predicts the impact on new investment on their capacity and profitability

Architecture

The Decimal Suite is on an Oracle database. The application is fully available on the Web. We have currently built the metadata that enables the user to connect to our database without having to manage the Cognos Admin or Framework Manager.

Most of our tables are created in a complex folder to enable the merging of different data into a single folder. This ensures the validity of the data and simplifies the use of the data for the user.



Deltek Performance Management (BPM)

Business Performance Management (BPM) is a process that enables organizations to strengthen the alignment of strategic goals with day-to-day operations using key performance indicators (KPIs) across business functions. BPM, also referred to as Corporate Performance Management (CPM), streamlines organizations information to facilitate effective and focused decision-making. BPM creates a “single version of the truth” by standardizing how information is collected and presented.

Many companies have several different versions of the same metrics, data can be contained in multiple sources including spreadsheets and other informal systems. By enforcing the “single version of the truth,” BPM creates a unified source for data and common metrics for tracking performance and improved planning. Accurately measuring project performance and surrounding metrics is extremely important. Maximizing measures such as staff utilization and individual project performance are key drivers of bottom line results.

Benefits

Business scorecarding:

- Using this framework, companies are able to monitor KPIs for business activity and subsequently analyze key metrics, such as financial information, customer satisfaction and operational effectiveness
- All levels of business, from executives to knowledge workers, can translate business strategy into specific, discernable, day-to-day tasks, essentially linking strategy to action
- By linking core functions of the management cycle - planning, monitoring, and reporting - a closed-loop, coordinated approach to managing performance is enabled

Planning and Budgeting Process:

- By using automation of planning and budgeting process to incorporate key business drivers/targets and goal setting, business plans are less static and can respond to changing environments
- Best practice is to plan continuously beyond an annual budget - significant focus is placed on evaluating historical information, while looking to the future - changes made now can have an impact
- Flexibility enables organizations to be responsive to change, making plans accurate and effective

Resource planning:

- By incorporating an effective project labor forecasting process and tracking key metrics, staffing needs can be anticipated and the right staff hired at the right time
- Proper resource planning has impact on project performance which increases client satisfaction

Government contractors:

- Forecasting of indirect rates for forward pricing requires the forecasting of direct costs for both prospective and actual projects as well as indirect expenses

Features

- Users gain benefit through integration with Deltek products as well as standard offerings of pre-built reports, cubes, planning models, and more
- Product integration is maintained through all upgrades of Cognos and Deltek products
- Information gleaned through standard reports in an analytical environment gives end users more flexibility in determining how, what and when information is delivered
- Dashboards allow “real time” performance tracking focused on KPIs and alert notifications
- Business scorecards incorporate monitoring and summarizing goals and metrics for executives to track the data vital to running their organizations
- Measurement of the right metrics, which derive value will result in accurate calculations and visibility into what is and is not truly succeeding and why

Architecture

The major components of the standard bundle are:

- **Planning and Budgeting** – Enterprise Planner provides power and flexibility for planning across the enterprise
- **Reporting** – Impromptu[®] and ReportNet[™] deliver managed reporting via the Web
- **Analysis** – PowerPlay[®] discovers the factors driving business performance through data analysis
- **Scorecarding** – Metrics Manager creates, manages and delivers your key performance indicators
- **Datamarts** – Provides a foundation for BPM tools by using centralized data retrieval and access



Dynamo! Application Reporting Toolkit

Revelwood's Dynamo! Application Reporting Toolkit is an add-in for the IBM Cognos TM1/Excel environment. It lets TM1 application managers develop rich, dynamic reports and data entry templates for end users without requiring extensive customization and VBA coding.

The solution also allows end users to create and run sophisticated TM1 reports that offer dynamic expansion, zero suppression, drill-down, intelligent formatting, and many other capabilities through a comprehensive, easy-to-use point and click interface.

Benefits

- Integrates seamlessly with IBM Cognos TM1 to fully leverage features and capabilities.
- Reduces the time to develop and maintain TM1/Excel reports.
- Improves report integrity by eliminating the risk of missing or incorrect data.
- Provides interactive expansion and drill-down capability to allow users to navigate through their reports with great ease and flexibility.
- Decreases the custom VBA code needed to deploy sophisticated TM1 applications.
- Users don't have to learn sophisticated formulas or complex MDX expressions to build their reports.
- Allows TM1 application managers to produce complete report packages and distribute them to the enterprise with one click.

Features

- Generates dynamic rows and columns based on current dimension hierarchies via an easy-to-use interface.
- Simplifies and controls end user selection of title elements (critical for most data entry applications) and strengthens the integrity of application templates.
- Allows looping through dimensions to create complete report packages for printing, file saving, or automated email distribution.
- Allows users to stack an unlimited number of dimensions on both rows and columns.
- Offers an array of automated dimension display options such as branch/level output, root and base-level element control, and attribute filtering.
- Provides level-based formatting intelligence to simplify the creation of sophisticated report formatting.
- Zaps TM1 formulas from spreadsheets, allowing enterprise report distribution to non-TM1 users.
- Installs via an add-in just like TM1.XLA and integrates seamlessly into the Excel/TM1 menus and toolbars.

Architecture

Dynamo! leverages the TM1 Excel add-in to enrich the end user and application developer experience in Excel. The Dynamo! menu is deployed as an extension to the TM1 menu for enhanced TM1 application functionality and seamless integration.



MB Context

MB Context provides an enhancement to the functionality of IBM Cognos ReportNet and IBM Cognos 8 Business Intelligence.

MB Context allows BI users to insert data into a database via rendered reports. This means users can view the report output on screen in HTML format and add text comments. The reports are then saved to a nominated database along with the name of the user that added data and the logged date and time the comment is entered.

Comments and other data can be entered into reports, against report components and individual table rows. Users can add comments via free text or select from drop-down lists defined by the MB Context administrator.

Benefits

- Enables users to add commentaries and data to reports.
- Provides an in-report discussion forum for consumers of information.
- Securely saves data entered into a nominated central database.
- Allows users to create and maintain custom groupings and hierarchies for use in reports.
- Enables electronic signatures to be stamped on reports.
- Allows user feedback on reports and report developer notes.
- Brings a new level of user interaction in reporting while lowering the burden on IT.
- Streamlines the reporting process by enabling user collaboration.

Features

- Inputting of single and multiple comments into Cognos reports.
- Line-item data entry into list reports.
- Trigger events using Cognos event management.
- Creation of user-defined custom hierarchies.
- Restrict access to comments using Cognos security.
- Central MB Context administration console.

Architecture

MB Context is a Java-powered utility that integrates seamlessly with your Cognos environment and utilizes the same drivers as your Cognos installation. The data storage element of MB Context is aligned to your systems, either writing data back to your data warehouse or content store. Context functionality can be called in Cognos reports and can be included into your Framework packages.



Noetix Generator for Cognos

Noetix Generator for IBM Cognos 8 BI simplifies and accelerates the rollout of reporting to Cognos BI users.

Noetix Generator automatically populates the Cognos Framework Manager model with NoetixViews for Oracle E-Business Suite. It then publishes this model as NoetixViews packages into the Cognos, an IBM company, content store.

The result? Report authors and query users can quickly begin using IBM Cognos 8 BI to develop their reports and queries against configuration-specific views of their Oracle E-Business Suite application data.

NoetixViews quickly bridges the information gap between the technical complexities of an Oracle database and ease-of-use requirements of Cognos users. By generating business views tailored automatically to an Oracle application's unique configuration, NoetixViews provides quick, cost-effective access to operational data without extensive effort and expense.

With Noetix Generator, Cognos administrators eliminate the effort and maintenance required to deliver user-friendly Oracle reporting to Cognos users.

Benefits

- Simplifies access to data. Noetix deciphers the maze of Oracle tables for you, joins them properly, and performs the necessary data transformations while simultaneously introducing business terminology
- Protects custom reports and queries from application upgrades
- Administrators can automatically populate a model in Framework Manager that maps to data stored in the Oracle E-Business Suite
- NoetixAnswers provides hundreds of out-of-the box, customizable reports for users to leverage in IBM Cognos 8 BI

Features

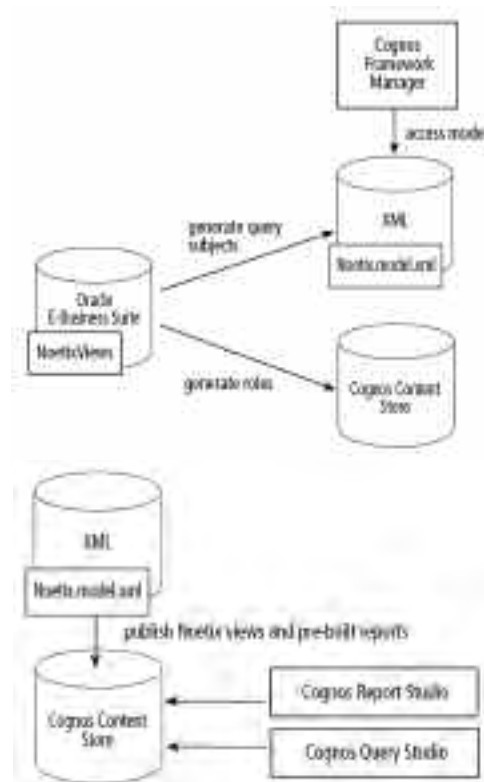
Incorporating the NoetixViews metadata within the Oracle database, Noetix quickly generates a Cognos query subject for each business view, integrating security roles and publishing Cognos packages automatically.

Cognos users can then access Oracle E-Business Suite application data directly through Cognos reporting or scorecarding capabilities.

The solution provides models, reports, and metrics across dozens of Oracle E-Business Suite modules including: General Ledger, Payroll, Order Management, Bill of Materials, Inventory, Project Costing, Grants Proposals, and Enterprise Asset Management.

Architecture

The solution architecture includes automatically generated business views in the Oracle E-Business Suite database, generated Cognos models, and reports.





ONYX Analytics 3.0

Onyx provides a full-featured performance management and business intelligence offering on a simple, common platform. Based on over a decade of experience in helping enterprises understand and manage their customer-centric operations, Onyx Performance Management solutions enable medium and large enterprises to better drive these operations and processes.

Benefits

Increase revenues:

- Improve customer acquisition and retention
- Retain the most profitable customers
- Increase win rates

Decrease costs:

- Optimize marketing, sales, and service operations
- Shorten cycle times
- Reduce development and maintenance costs

Increase accountability:

- Gain visibility into outcomes and effectiveness
- Improve governance and compliance
- Enforce internal policies and procedures
- Align functions and individuals with shared metrics



Features

Integrates with Onyx customer relationship management (CRM) and business process management (BPM) solutions:

- Embedded reporting content in key CRM screens
- Bi-directional drill-through between reports and CRM system
- Comprehensive reporting coverage with pre-built, user-driven marketing, sales, service, and support reporting templates
- Easy implementation – reports leverage domain data for filtering, grouping, sorting, and more
- Integrated security – single sign-on and access control

Leverages IBM Cognos 8 Business Intelligence and performance management capabilities:

- Rich dashboards
- Real-time analytics with deep comparative analysis capabilities
- Balanced scorecards on key business performance indicators
- Ad-hoc, self service reporting for business managers
- Proactive event management for metric-driven processes

Architecture

Onyx has completed its migration to leverage IBM Cognos 8 BI. It includes:

- A pre-built Framework Manager model for the Onyx Enterprise Database
- Security adapter using Cognos SDK
- Pre-built Cognos reporting templates with prompt pages
- Report view or run windows (portlet) embedded into the CRM user interface
- Bi-directional drill-through that allows users to navigate directly from reports to individual records in the CRM system; or pass context variables to reports from CRM so they are automatically filtered for content views within the CRM system
- Pre-built cubes for customer segmentation, marketing management, sales management, service management, and support management



Redwood Business Intelligence

Redwood Business Intelligence combines the powers of analysis and reporting to help managers and finance staffs identify issues, isolate business drivers, solve problems, and improve the bottom line. Our platform is more than a software shell that companies must populate themselves. The software has built-in best practices content, derived from business models that have been refined through the study of firm management for over five years.

We configure the BI series for your business needs, so that organizations can focus on specific goals – such as improving realizations on Work In Progress (WIP) and Accounts Receivable (AR), or gaining better understanding of fee write-offs. Our software allows your business to analyze impacts at the matter level and to use your billing and collections performance history to accurately predict future realization rates.

Benefits

- **Content:** Combines the most sophisticated metrics, business rules, and analytics for the full breadth of analysis needs. Specific content unavailable elsewhere includes: tracking work value to collections and back again, collection modeling by client, forward realization, and actual ages and speeds across all intersections of the business. Also includes realization, utilization, pricing, speed, leverage, and other profitability drivers, as well as import/export analysis by office and practice
- **Cost/benefit:** Creates actionable information to support improvements to billing and collection, intake, business development, and other processes without cost overruns
- **Accessible user interface:** Translates complex financial methodologies into understandable business terms. The framework allows users without technical experience to readily manipulate data and perform calculations
- **Leverages analytic ability of finance professionals:** Finance professionals can focus on interpreting analysis and implementing change instead of generating, aggregating, and managing internal reports
- **Faster and more accurate reporting:** Analytics are only useful if they are accessible. Position the finance department to deliver actionable output within minutes instead of weeks
- **Implementation speed:** The platform is designed to be built and configured to go live within 45 days.

- **Sophisticated analysis:** Combining ease of use with analytical sophistication, the platform does not limit users to specific subsets of information, but allows them to drill deep within the data warehouse to find answers with greater detail
- **Data integration:** The data warehouse seamlessly integrates with common applications such as Elite and other billing systems, ADP and other payroll services, collections applications, as well as spreadsheets and databases. Provides the layers of data underneath the spreadsheets to back up assumptions and decisions
- **Technology leadership:** Utilizes Cognos to deliver the business intelligence solution
- **Configured capabilities:** Configured to suit the specific needs of each firm. Each multidimensional modeling cube is created to analyze the variables most important to your organization
- **Communicate with multiple audiences:** Users from practice group leaders to finance and marketing staff can access the platform. The software meets the needs and styles of different audiences, and provides a smooth transition from beginner to more sophisticated interfaces

Features

- Combines an extensive data warehouse with best-in-class corporate performance management software
- Built with business needs in mind, the platform allows customization of the methodologies, data sources, and output to best fit firms' unique requirements
- With a fresh understanding of the key drivers underlying business performance, management can make better decisions at both strategic and tactical levels
- Redwood's team of analytic and development consultants maximize your investments by translating your needs into deployed, process-changing, results-driven solutions

Architecture

The Redwood analytic platform leverages Cognos software. Cognos technology provides true OLAP functionality, which allows users to “slice and dice” through their data with ease. In addition, the cubes can be separated from the data warehouse, so they are portable and can be carried around on a laptop.



Vaultus Mobile Application Platform

With Vaultus, Mobile Workers can have instant access to Cognos Performance Management Data on the Blackberry...even when away from wireless coverage.

The Vaultus Mobile Application Platform is a mobile middleware solution that lets users receive and navigate Cognos dashboards, forecasts, and reports remotely using a hand-held device.

Benefits

- Access corporate performance management data from any location
- Store all mobile data on one platform
- Instant access to Cognos Data on the Blackberry
- Quickly drill-down from division - region - district - dept
- View performance by day, week, month, quarter and year
- Compare sales performance vs. the “plan” & prior periods
- Automatic daily refresh of data

Features

- **No Wireless Coverage Required to Run Application:**
 - The “Dashboard” and all the Cognos data – reside on the Blackberry
- **Mobile Workers can Store 50,000 Records on the Blackberry:**
 - This is 100x more data than any other solution.
- **Immediate Bi-Directional Updates:**
 - Updates get automatically synchronized with Cognos applications using push technology
- **Application & Device Management:**
 - Enables IT to control Blackberry and Application access from a single console





Windchill

Windchill is a sophisticated, Internet-based content management system designed for the management of complex data and relationships, processes, and publications. It uses the industry-leading Cognos BI reporting framework to provide real-time access to the information you need to analyze and optimize your product development processes.

Benefits

- Improve decision-making and process efficiency. The visual representation of real-time information lets you quickly identify product or process-related problems and optimize product development processes
- Improve report development productivity. The tight integration between Windchill and Cognos, an IBM company, plus optional drag-and-drop report authoring tools, can significantly reduce the time and cost of developing reports
- Rapidly develop and distribute product and process information across the enterprise
- Easily visualize trends, patterns, and relationships with graphical and drill-down KPI reports

Features

- Embedded IBM Cognos 8 BI software
- Integrated user interface allows you to access, view, and generate reports directly from within Windchill
- Scalable to hundreds of thousands of users
- Publish reports in preferred formats: email, HTML, PDF, Microsoft Excel, CSV, and XML.
- Pre-built reports
- Drag-and-drop report authoring
- Point-and-click actions let non-IT users easily create reports
- Incorporate text, charts, and images within one report
- Use a variety of charts: cross-tabs, bar/3D bar, pie/doughnut, line, gauge, funnel, scatter, dot density, waterfall, and more
- Monitor report parameters against specified thresholds. Automatically notify users when a threshold has been crossed, and escalate actions if the deviation continues





IBM Cognos Performance Applications

Ready-built reports, analysis, and metrics for key business functions and rapid ROI.

IBM Cognos Performance Applications improve your performance

- **Create a single version of the truth** – pre-built data connectors improve data integrity, quality, and accuracy. Create a single version of the truth enterprise-wide, quickly and easily.
- **Leverage best practices** – data warehouse configures data to answer key questions based on best business practices. Get a complete view of your performance from summary through to detail, from any perspective, or across departments.
- **Short time to results** – rapid deployment gives you answers to key questions in the shortest time. Pre-built reports, analysis, and metrics provide quick wins and minimize impact on your infrastructure.

Product Highlights

- The reports, plans, and metrics that come with each module address your most important business questions, based on expert guidance from customers and other business and industry experts.
- Modules and their reports are interconnected, allowing you to investigate an issue in customer processes and link into your supply chain or financials as necessary.
- You can easily customize any of the pre-built reports and metrics in an application to suit your precise business requirements.
- You can pick one application and easily add another, or integrate the application with the other Cognos products.
- The software simplifies installation, configuration, loading data, and ongoing maintenance.
- The product architecture is ready to support any size deployment to large numbers of users.

There are three IBM Cognos Performance Applications and seven modules:

Application Name	Modules
Customer Analytics	Sales Accounts Receivable
Financial Analytics	Accounts Receivable General Ledger Accounts Payable
Supply Chain Analytics	Accounts Payable Inventory Procurement Production

Other

Cognos partners have developed solutions to drive higher performance for a select number of customers in niche industries beyond our core vertical markets.

Solutions for these niche markets include:

COMPANY	SOLUTION	DESCRIPTION	IBM COGNOS PRODUCTS	GEOGRAPHIES	FOCUS
BMB Fuel	Aviation Fuel Decision Support (AFDS)	AFDS is a complete fuel decision support solution that provides tailored, flexible information to anyone in the airline industry. Solution users include flight operations, dispatch, pilots, fleet management, station management, fuel management, performance engineering, procurement, and finance.	IBM Cognos 8 BI, IBM Cognos 8 Planning, PowerPlay	Worldwide	Transportation - Aviation
Tech Results Inc.	WAGER	WAGER™ helps you take all the information you have about your business – often stored in half a dozen systems or more – and delivers it in useful, powerful ways that your management can use to improve revenues and performance across your enterprise.	IBM Cognos Planning, IBM Cognos ReportNet, IBM Cognos PowerPlay	North America	Gaming
Bullhorn Inc.	Bullhorn 360	Bullhorn 360 features intuitive and easy-to-use On Demand reporting products and services that enable Bullhorn customers of any size to create highly flexible and visual reports for visibility and insight into the metrics that drive the daily operation of their firm and the information that produces a sustainable competitive advantage.	IBM Cognos 8 BI	North America, Australia, Europe, Pacific Rim	Staffing and Recruiting
Innovation Center	Upstream Oil and Gas Performance Blueprint	This Blueprint provides a performance management framework – including planning, metrics, and reporting – that allows the upstream oil and gas sector to plan production, revenue, expenses, and capital expenditures at the well, field, or area level.		Worldwide	Oil and Gas



Aviation Fuel Decision Support (AFDS)

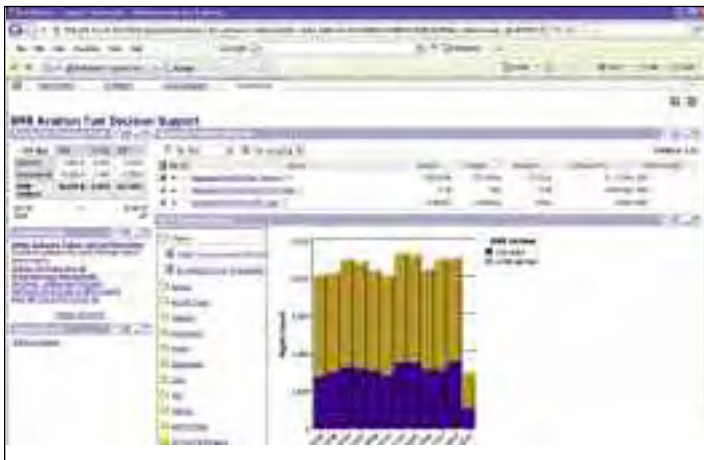
Many airlines know they can realize anywhere from 3 to 15 percent of additional savings through fuel conservation. However, the key challenge is to be able to measure and track where these savings come from. Aviation Fuel Decision Support (AFDS) is the solution that can turn hypothetical savings targets into reality.

AFDS is unique in being able to address all aspects of aviation fuel management decision support:

- Operational efficiencies and conservation: Multidimensional performance analysis by sector, origin, destination, aircraft, captain, and dispatcher to manage sophisticated fuel conservation programs embracing flight operations, planning, dispatch, engineering, and maintenance
- Supply: Strategic sourcing, procurement, price risk management, payables reconciliation, and quality assurance
- Environment: Pollution reporting and tracking by aircraft fleet, type, tail number, engine type, sector, region, and more

Benefits

AFDS is a complete fuel decision support solution that provides tailored, flexible information to anyone in the airline industry. Solution users include flight operations, dispatch, pilots, fleet management, station management, fuel management, performance engineering, procurement, and finance.



AFDS allows airlines to measure, track, and optimize efficiencies in all areas including:

- Zero fuel weight management
- Captain / pilot performance and technique
- Sector fuel optimization
- Delay reduction (origins, destinations, and alternates)
- Weight reduction
- APU use reduction
- Dispatch performance
- Aircraft fuel burn performance

Features

AFDS includes portals, RS-generated dashboards, a library of cube views (conservation, procurement, financials, time-performance, and emissions), scorecards, query studio, and ad hoc reporting.

Dozens of pre-designed reports are also provided (flights, sectors, A/C type, captain, dispatcher, origin, destination, cost of weight, on-time performance, zero fuel weight)

Architecture

AFDS relies on an automated transfer of data from airline source systems (such as ACARS, FMS, and ERP) into the industry standard AFDS BI-ready data model. Cognos provides the airline employee interaction layer.

Since AFDS can accommodate large volumes of data at the lowest level of detail, it enables powerful time trend analyses against a wide range of dimensions and measures.



WAGER

For gaming, **WAGER** is first in customer performance management.

Tech Results is a leading custom software and system solution provider specializing in gaming and hospitality. It was established in 1998 and quickly became a preferred provider for many gaming and banking companies.

WAGER™ helps casinos take all the information they have about their business – often stored in half a dozen systems or more – and delivers it in useful, powerful ways that your management can use to improve revenues and performance across your enterprise. The most complex enterprises can benefit at every level – from managers, to directors, to vice presidents and more – with powerful automation, detail reports, analytics, and dashboards and scorecards.

Benefits

Know your business better than ever before

- Increase ROI
- Get knowledge to give you leverage
 - Knowledge drives revenue and income, and lowers expenses
- Improve revenues and performance across the enterprise
- Monitor trends
- Accelerate reaction times
- Gain real-time performance insights

Features

WAGER is the first reliable, comprehensive customer intelligence product on the market

- Advanced property-wide information abilities
- Accurate and reliable forecasting tools
- Multi-level management accessibility
- Easy-to-use tools to create accelerated reaction times
- Automated daily flash reporting
- Dashboard and scorecards for immediate performance analysis

Core warehousing solution as well as pre-extracted data marts to attack specific industry challenges

- Hundreds of pre-built reports providing detailed reports and analytics
- Dozens of pre-built cubes
- Dozens of data models
- Hundreds of independent metrics and the KPIs to go with them

Architecture

Tech Results and Cognos deliver enterprise class functionality, with a unified user environment and broad-based information delivery for gaming, with the WAGER Enterprise Data Management solution.

Tech Results is the only independent Cognos Solution Provider in Nevada and the only Cognos Solution Provider that specializes in gaming. Tech Results provides premier system integration and consulting services for Cognos implementations. Tech Results will leverage the power of the Cognos presentation layer to provide you with a custom solution that meets your data warehousing and business intelligence needs.



Bullhorn360

With Bullhorn360 staffing and recruiting managers and C-level executives gain easy On Demand access to strategic information, creating a competitive advantage, which drives a firm's performance. Bullhorn360 provides 360 degree visibility into your business. Staffing and recruiting users can utilize business intelligence to analyze financial and non-financial data, find trends, and analyze data over year, quarter, month, day of the week, and even down to the hour.

By providing business intelligence capabilities to firms ranging from emerging-sized to enterprises, spanning multiple divisions, Bullhorn360 offers complete visibility into sales, placement rates and profitability metrics that further drives the competitive advantage of Bullhorn customers.

Bullhorn360 provides 360° visibility into the organization. Managers and executives have access to measurement tools that can predict the success of sales and sourcing campaigns, quickly spot aberrations in the placement process, measure productivity, and gauge profitability.

Decision makers are able to get ahead of the curve and update business practices or sales efforts to avoid potential issues and maximize profits. Owners and managers gain the ability to discover and predict the performance of the business, thus providing immediate ROI.

Benefits

- 360° visibility into your business.
 - Allows everyone from recruiting and sales staff to C-level executives to utilize various data within their firm to easily create reports which allow them to discover and predict the performance of the business.
 - Gain access to virtually every piece of data used by the company to measure performance, including jobs, placements, candidates, clients, contacts, internal user submission rates, categories, specialties, skills, certification, education, interviews, timecards, invoices, rate cards, and more.
 - Measure performance with summarized data for the entire company or drill into further detail by department, user type, and even to the individual user level for each recruiter, sales person, or job owner.

Features

Through the Bullhorn UI, users have access to run or author (create/delete/edit) reports using Query Studio and/or Report Studio. Report authors and Admin level users may also organize and share reports.

- Users with access to Biz Author are able to use functionality provided in Query Studio.
- Users with access to Pro Author are able to use functionality provided in Report Studio.

All report authors can create reports using all or a sub-set of packages. Each package contains folders and items related to a specific area of interest within the staffing and recruiting industry.

The following is a list of currently available packages (subject to change): Activity, Candidate Analysis, Client/Client Contact Analysis, Job Analysis, Placement Analysis, Notes Analysis, and Task Analysis. Report authors can generate reports measuring performance or any activity related to any internal user within the area being reported.

Architecture

Bullhorn360 integrates with Query Studio and Report Studio, directly through Bullhorn, our Software-as-a-Service application, via a combination of the IBM Cognos SDK and Web services.

Availability

For more details, visit our website: www.bullhorn.com.

IBM Cognos Upstream Oil and Gas Performance Blueprint

This Blueprint provides a performance management framework—including planning, metrics, and reporting—that allows the upstream oil and gas sector to plan production, revenue, expenses, and capital expenditures at the well, field, or area level.

Blueprint Capabilities

- Access various systems of record to obtain both projected and historical volumes, as well as financial data needed as a starting point for the budget or forecast process
- Identify operating expense and production variances, trends, anomalies, and opportunities, and model the effect of drivers against various scenarios
- Structure data and reporting to comply with Sarbanes-Oxley and other compliance initiatives
- Integrate operational and financial planning in real time for immediate insight into resource requirements and future consolidated business results for various scenarios
- Understand the impact of increased or decreased production volumes on cash flow, distributions, and financial statements
- Conduct what-if modeling that allows managers to analyze the impact of changes in operating costs, exchange rates, commodity prices, and the effects of other scenarios
- Engage in break-back distribution of production, revenue, and expense targets across fields and areas
- Forecast field expenses at gross and net levels
- Manage royalties and provide insight into the impact of royalty rates on profitability
- Integrate workflow to manage and consolidate plans with a visual scorecard, so that the status of the planning process can be easily determined and actions can be taken to complete the planning process
- Streamline reconciliation with company-wide strategic financial plans, managing consistency between top-down and bottom-up plans
- Summarize calculated metrics and link them to scorecards and reports to measure financial performance at any level of the organizational hierarchy of plans compared to actual or budget values.

IBM Cognos Innovation Center for Performance Management

Dashboard Snapshot

The screenshot shows a dashboard with the charts relevant to a decision-maker. From this dashboard, the manager can access the full range of relevant reports, analyses, and plans. All the charts provide the capability of drilling through to more detailed analyses, and include up-to-date information from source systems. Dashboards are customized to the different roles and responsibilities found within an oil and gas company, and show the relevant information for each stakeholder.



Visit <http://www.cognos.com/innovationcenter/blueprint.html> for complete information and all Performance Blueprint downloads.

Information Technology

Cognos and its partners deliver solutions that drive higher performance for IT departments. Targeted at CIOs and staff implementing technology solutions, the following solutions deliver value beyond simple core applications by reducing customer costs and lightening resource requirements.

COMPANY	SOLUTION	DESCRIPTION	IBM COGNOS PRODUCTS	GEOGRAPHIES	FOCUS
Appluent Technology	Appluent Product Suite	Provides comprehensive BI/ Data Warehousing workload analysis and correlated insight into user activity, applications, and database usage, without disrupting production systems.	IBM Cognos 8 BI, ReportNet	North America, Europe	
Atos Origin	Atos Origin Cognos Documentation Service	Atos Origin provides a service, called the Atos Origin Cognos Document Service, to deliver a set of documents that reflect the Cognos environment at the customer's site. These documents will contain all the information that is needed to rebuild, redesign or audit each individual report, cube, framework etc, and can be used for maintenance purposes or to educate new employees.	IBM Cognos 8 BI, ReportNet, PowerPlay	Worldwide	Application Documentation
i-COsoft	BI IT Performance Management Suite	i-COsoft BI IT Performance Management Suite is an IT performance management solution for CIOs of large organizations.		Europe	
Breakway Technologies	Business Process Service's Archive Toolkit for TM1	The Archive Toolkit for TM1 allows for backup and restoration of complete single or multiple-cube applications. Archive files can be restored to the same TM1 instance or a different one.	IBM Cognos TM1	North America	Application Archive
Breakway Technologies	Business Process Services Usage Monitoring for Cognos TM1	Breakaway Technologies' Usage Monitoring for Cognos TM1 provides Administrators clear visibility of who is using the tool and when it's being used most often. Usage Monitoring captures user access to TM1 and stores the history of usage through core TM1 objects and a series of Excel reports. Usage activity can then be trended over various grains of time (hours, days, or months).	IBM Cognos TM1	North America	Usage Monitoring
NewComp Solutions Inc	Concurrent User Stress Simulator for Cognos 8	A Java application with graphical interface which simulates usage of Cognos 8 environment. It creates multiple parallel processes on a single Windows machine - each independently connecting to Cognos 8 potentially with its own credentials. It then executes a specified list of tasks by each of the parallel process in random order. It also produces detailed log files and executed tasks outputs	IBM Cognos 8 BI	North America	Stress Testing
Genware Computer Systems Inc.	Genware Audit Processor™	Genware Audit Processor is an administration and auditing processor that brings application usage information to Cognos solutions.	IBM Cognos 8 BI	North America	Usage Auditor

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COMPANY	SOLUTION	DESCRIPTION	IBM COGNOS PRODUCTS	GEOGRAPHIES	FOCUS
SNCL Software & Services, Inc	Metadata Manager	Metadata Manager parses Impromptu reports into its metadata components. It provides full impact analysis on changes to underlying reporting objects, Metadata standardization, Impromptu report inventorying, report documentation. Batch Report registering	BI Series 7	North America	Metadata Management and Documentation
BrightStar Partners, Inc.	MetaManager	As an extension of Framework Manager and IBM Cognos ReportNet or Cognos 8, MetaManager allows administrators to simplify many of the complexities associated with metadata, security, and data management, both at the modeling and user level.	IBM Cognos 8 BI, ReportNet	Worldwide	Metadata Management
Troux Technologies	Metis6	Metis 6 is an enterprise architecture platform	IBM Cognos 8 BI	Worldwide	Enterprise Architecture
Motio Inc (Formerly Focus Technologies LLC)	MotioADF	The Motio Application Development Framework (MotioADF) is targeted at Cognos customers who want to extend, customize or embed the Cognos 8 or ReportNet line of products.	IBM Cognos 8 BI, IBM Cognos Performance Applications, ReportNet	Worldwide	Application Development
Envisn	NetVisn	NetVisn handles a number of Administrative functions for Cognos 8 and ReportNet including documentation, security, metadata management, impact analysis, change management and auditing and usage analysis.	IBM Cognos 8, ReportNet, IBM Cognos Performance Applications	North America, Australia, Europe	Application Administration
Lantares	PowerSecure Single SignOn	PowerSecure SSO is a Single SignOn solution that integrates the login for all Cognos applications as well as for other apps (SAP, Lotus Notes, IBM Personal Communications, ..). At the same time we synchronize Cognos LDAP Namespace (Series 7) with Active Directory	IBM Cognos 8 BI, IBM Cognos Planning and Controller, IBM Cognos Performance Applications	Europe, Worldwide	Application Security
Lantares	powerStress	powerStress is a stress-testing application for business intelligence environments across all industries.	IBM Cognos 8 BI	Europe	Stress Testing
FirstQuarter, Inc.	ProTools Security Builder	ProTools Security Builder is a security configuration application for all industries.	IBM Cognos 8 BI	Worldwide	Application Security
QueryVision Technology Inc.	QueryVision Application Developer	Application Developer is a customizable application builder for creating integrated, customized or extended applications with Cognos solutions	IBM Cognos 8 BI	North America	Application Development

...continues

COMPANY	SOLUTION	DESCRIPTION	IBM COGNOS PRODUCTS	GEOGRAPHIES	FOCUS
QueryVision Technology Inc	QueryVision Custom Authentication Provider	Custom Authentication Provider is a toolkit for authentication integration.	IBM Cognos 8 BI	North America	Authentication
QueryVision Technology Inc.	QueryVision Portlet Deployment Manager	Portlet Deployment Manager is a customizable business intelligence solution for the creation and maintenance of portlets and custom pages within Cognos Connection.	IBM Cognos 8 BI; IBM Cognos ReportNet	North America	Portlet Management
QueryVision Technology Inc.	QueryVision Sharepoint Integration WebParts	SharePoint Integration Web Parts is a SharePoint portal solution that directly integrates Cognos ReportNet and Cognos 8 Business Intelligence software with Microsoft's SharePoint Portal or Windows SharePoint Services.	IBM Cognos 8 BI; IBM Cognos ReportNet	North America	Application Integration



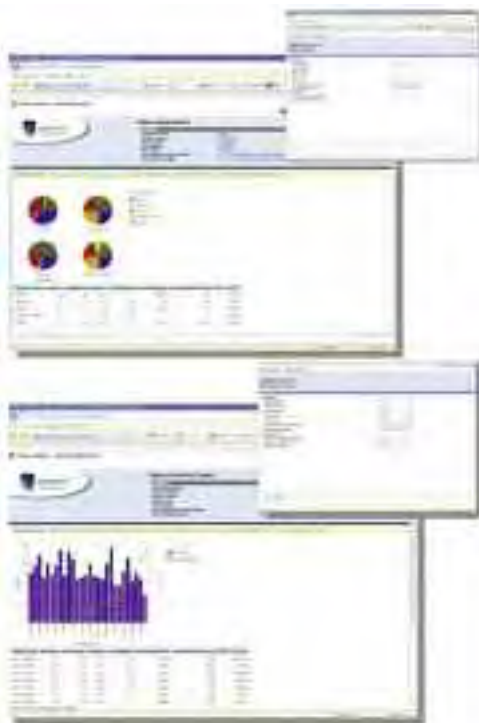
Appfluent Product Suite

The Appfluent Product Suite provides a comprehensive software solution for managing enterprise BI and data warehouse deployments. It is fully integrated with IBM Cognos 8 Business Intelligence.

The solution monitors and analyzes detailed user activity, data usage, and query performance over time. Business intelligence, data warehousing, and other IT professionals can rely on Appfluent to resolve performance issues, provide efficient data management, and mitigate regulatory risk.

Benefits

- Improve BI and data warehouse performance by tuning and optimizing to match actual usage patterns
- Optimize indexing strategies and reduce query efforts
- Meet and exceed service level agreements
- Understand how applications are used, which are most used, and who uses them
- Fully identify the person accessing specific data
- Identify what data is accessed (specific table and column)
- Monitor, analyze, and record how data is queried to the specific SQL part
- Ensure compliance with security and regulatory requirements
- Reduce the risk of lawsuits and increased liability costs
- Capture and analyze every SQL statement.
- Identify candidates for database pruning and server consolidation (across multiple databases and servers)
- Reduce data redundancy by identifying duplicate objects and items
- Identify and remove dormant data that has not been used for a specific period of time
- Reduce the time and expense of planning data consolidations and migrations



Features

The Appfluent Product Suite provides comprehensive, critical insight into user activity, applications, and database usage, without disrupting production systems. The solution ensures BI and IT teams have the information they need to effectively address critical issues. It provides critical aid to support query performance efforts, data consolidation projects, and regulatory and audit compliance requests.

Appfluent centrally collects and analyzes every query to provide actionable insight for the BI and data warehouse team and IT organization. It also delivers more than 50 pre-packaged reports and ad-hoc reporting via IBM Cognos 8 Business Intelligence and IBM Cognos ReportNet.

Architecture

Core to the Appfluent Product Suite is a set of distributed processes that work together to create a non-disruptive process for continuous watching, storing, and analyzing of all queries generated by users and applications. All of these processes load query, application, and database information into the Appfluent Analytical Repository.

Once the queries are placed in the repository, Appfluent Reports for Cognos are then run to provide detailed usage and performance metrics and information.



Atos Origin Cognos Documentation Service

Atos Origin provides a service to build a set of documents that reflect the Cognos environment at the customer's site. The documents can be used for different purposes, including maintenance, redesign, auditing, or for the education of new employees.

An Atos Origin consultant will visit the client to complete the documentation process or to update the documents after a change in the implementation.

Benefits

For years, the documentation service has been used in several Atos Origin customer projects. Now it is available for everyone.

Features

- Full documentation of an IBM Cognos Transformer cube
- Full documentation of a framework.
- Full documentation of a report, including labels, sorting, users, user views, and security layers.

Architecture

The engine of our solution connects to the cube (*.mdl) and to the Reports & Framework repository. Using a quick and intelligent engine, the metadata is read and directly stored into an predefined Atos Origin Cognos documentation template.



i-COsoft BI IT Performance Management Suite

The i-COsoft solution is designed for IT performance management. It allows CIOs to manage their own department and to demonstrate the added value they're creating for the company. The solution provides CIOs with modules for user satisfaction analysis, IT benchmarking, and IT scorecarding.

The target market is CIOs of large organizations who need to communicate their value to the rest of the organization.

Benefits

- Allows the IT department to show that they're adding value and not just costing money
- User satisfaction analysis improves support and project processes
- Better adoption of IT services applications, tools, and projects by end users, which drives overall productivity improvement
- Focuses on service issues and problems, which drives productivity improvement
- Helps to optimize the Help Desk team regarding user expectations, which optimizes the financial efficiency of the department. Helps to align resources for the Help Desk in terms of user expectations. By focusing on the main aspects that drive user satisfaction, this results in cost savings

Features

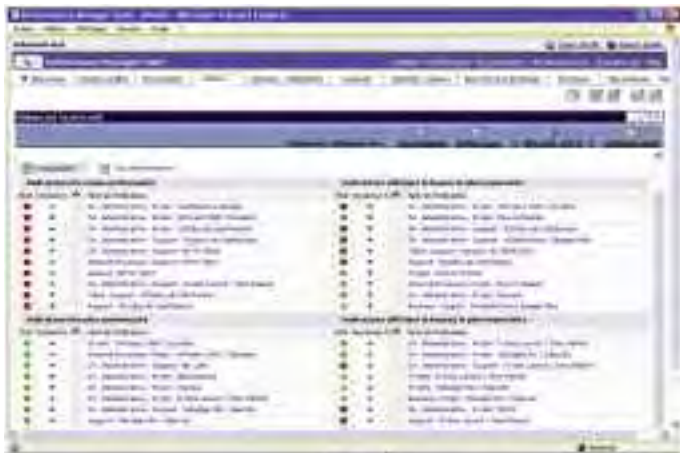
- IT scorecarding
- User satisfaction analysis (generic surveys or day-to-day analysis regarding SLAs)
- IT budget benchmarking
- ABC/ABM modules
- ROI and payback management modules
- ITIL process management templates

Architecture

IBM Cognos software (ReportNet, PowerPlay, and Metrics Manager) is bundled with our solutions to provide better analysis capabilities. Everything is structured around ReportNet.

We are Linux and Windows based with a SQL Server and Mysql database.

The solution is available in ASP mode, which means users access information through the Web.





Business Process Service’s Archive Toolkit for TM1

As corporations roll out and grow their IBM Cognos TM1 solutions, the number of cubes, dimensions, rules, and data can grow and change rapidly. As part of any best-practice application lifecycle management for TM1, data and application archiving should be part of the solution.

The Archive Toolkit for IBM Cognos TM1 provides backup and restoration of single or multiple-cube TM1 applications. Archive files can be restored to the same TM1 instance or a different one.

The solution seamlessly integrates into new or existing TM1 environments. Restored cubes can be accessed from all of the TM1 components including standard Excel, TM1Web, Executive Viewer, and Microsoft SharePoint.

Multiple archive groupings can be created on a single TM1 instance; this allows different archive strategies to be deployed within an application. Unique archive naming conventions also allow multiple archives from a single application to be restored to the same TM1 server.

Benefits

- Archiving provides a key component of application lifecycle management
- Archives are stored offline until needed, which preserves system resources
- As dimension hierarchies change, archiving allows access to former rollups
- Rules are preserved in the archive, ensuring that rule-calculated data is archived accurately
- The Archive Toolkit is easy to implement in an existing environment

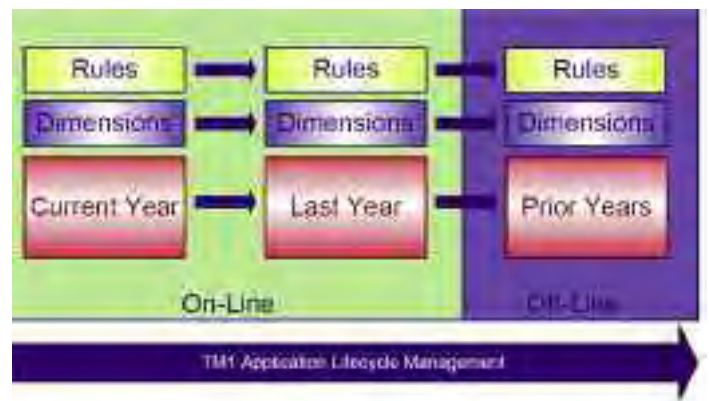
Features

For a configured TM1 application, the toolkit provides complete archival and restoration control of the following:

- N-Level cube data
- All dimension elements and their associated hierarchies
- All dimension attributes, along with their current values
- Dimension attribute rules
- Cube structures and rules

Architecture

The Business Process Services component of Archive Toolkit is a set of generic TM1 Turbo Integrator processes. These processes handle all archival and restoration of TM1 data objects, including multiple cubes and dimensions to ASCII flat files.





Business Process Services Usage Monitoring for TM1

When IT organizations provide business solutions, they need to evaluate the ROI that those solutions bring. One set of metrics that are part of any ROI analysis is the number of end users accessing the solution and the duration of that usage. The Usage Monitoring framework provides both raw metric and formatted reports to easily obtain that information.

While standard IBM Cognos TM1 comes with performance metrics on application data, the system does not automatically provide end user usage statistics. Breakaway's Usage Monitoring system allows new and existing TM1 customers to easily add this capability into their environment.

BPS Usage Monitoring for IBM Cognos TM1 provides clear visibility into who is using the tool and when it is being used most often. The software captures user access to TM1 and stores the history of usage through core TM1 objects and a series of Excel reports. Usage activity can then be trended over various grains of time (hours, days, or months).

After an application such as IBM Cognos TM1 is rolled out, the adoption period can be either slow and sporadic, or fast and pervasive. Therefore, IT organizations need to justify augmenting hardware or software in order to accommodate growth.

Benefits

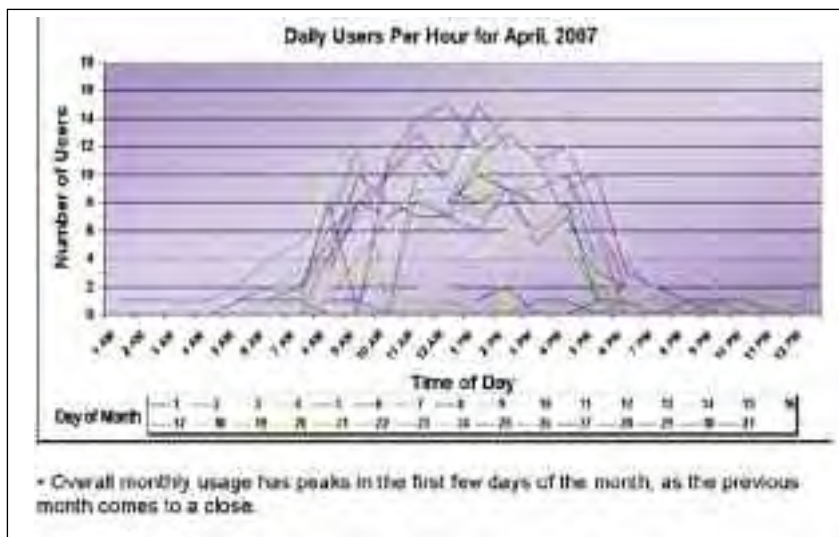
- Provides an accurate picture of usage and licensing requirements
- Quantitative measurements support ROI calculations and help maintain service levels
- Assists in lifecycle management and new application deployment

Features

The monitoring solution provides TM1 cubes containing detailed user usage and access information. These cubes can be accessed via the standard IBM Cognos TM1 toolset to create custom reports. The package additionally contains standard reports that show intra-day usage trends, usage duration, and inactive accounts.

Architecture

TM1 Usage Monitoring is a complete user-monitoring package containing a cube, TI processes, and Excel reports that take periodic snapshots of when users are logged onto the TM1 server.





Concurrent User Stress Simulator for IBM Cognos 8

The simulator is a Java application with a graphical interface that simulates the usage of the Cognos 8 environment by multiple users.

This simulator creates multiple parallel processes on a single Windows machine. Each process independently connects to Cognos 8, potentially with its own credentials. The process then executes a specified list of tasks such as retrieving Content Store content, retrieving a report specification, or running a report. These tasks are accomplished by each of the multiple parallel processes working in a random order. The simulation also produces detailed log files and executed task outputs.

Benefits

The benefit of this simulator is to provide stress testing of Cognos 8 environments.

Features

- A graphical interface that enables up to 99 parallel processes, which could then sequentially run up to 99 real Cognos 8 tasks, randomly ordered.
- Detailed logging functionality.
- The simulator creates multiple parallel processes on a single Windows machine.

Architecture

The application communicates with the Cognos 8 environment via a gateway or a dispatcher URL. It is written in Java JDK 1.5 (Netbeans 5.5) using IBM Cognos 8.3 SDK Java libraries. It is downwards compatible with IBM Cognos 8 versions 8.1 and 8.2., however, for any future releases, the application needs to be re-compiled with the appropriate IBM Cognos SDK libraries.

The tool itself is composed of one main JAR file and a few additional JAR libraries.



Genware Audit Processor™

The Genware Audit Processor provides reporting and analysis to extend the reach of application usage information to the Cognos community. It provides advanced administration and auditing information for IBM Cognos 8 Business Intelligence, ReportNet, Access Manager, PowerPlay Enterprise Server, Impromptu, and Metrics Manager.

Benefits

- **Application usage:** Reports and analysis cubes provide information on application usage trends. The information can be used to determine trends and identify functionality that can be decommissioned or may require modification
- **Server utilization:** Monitor server usage including how many users are accessing the server, when, and how often. Identify and plan for peak usage times and identify long-running or error yielding requests. The infrastructure administrator can easily determine the subject areas or users executing these long-running requests
- **Performance optimization:** Identify long-running reports and address them soon after they occur. The application includes utilization of IBM Cognos PowerPlay cube dimensions and levels. With this information, the cube design can be modified based on actual usage, yielding faster build and response times
- **Security and compliance reporting:** Facilitates functional security by assigning security to items within Cognos Upfront or Cognos Connect. This provides information on which items are available to a user class or role. For usage validation, the application provides information on individual user access
- **Administration and license management:** Includes valuable reports that provide important information to the application administrator. This reduces the effort required to maintain the user community and security structure

Features

For application users:

- Determine which users are utilizing reports, cubes, or metrics
- Determine which power users are using ad-hoc query functionality
- Identify peak application usage times and response times

For development project teams:

- Use dashboards to monitor application, user, and server usage patterns
- Simplify management of user communities by reporting on user properties managed through Access Manager or LDAP systems, with namespaces leveraged by Cognos
- Determine which Cognos components are utilized, how frequently, and in which subject areas
- Identify when users experience content errors and be proactive in response

For application administrators:

- Analyze Cognos ReportNet jobs, reports, and sessions
- Report and track changes to security
- Monitor server usage, peak time, and response times to determine required loads and configuration requirements
- Identify errors early
- License administration





Metadata Manager

Metadata Manager provides Impromptu report metadata in an automated way. It allows IBM Cognos 7 administrators and developers to manage Impromptu and Powerplay deployments in terms of report cataloguing, metadata standardization, impact management, and migration roadmap.

The solution also provides dynamic technical specifications for all Impromptu reports and cubes. This leads to lower cost of ownership and higher ROI for IBM Cognos 7 production deployments, and it significantly lowers the cost of performing upgrades.

Benefits

- Provides a single point inventory for all Impromptu/IWR reports and Powerplay cubes
- Provides metadata standardization for a single version of reporting elements
- Shows impact management in terms of database and catalog changes to all downstream reports
- Helps with planning your migration or upgrade strategy by determining which data elements are used in reports for Framework Manager modeling and report migration
- Creates dynamic technical documentation to quickly document report specs, and update them based on development changes

Features

Metadata Manager consists of three components:

- **File Documentor** – collects all Cognos files from across the network for the application.
- **Report Registry** – lists all registered reports, and their associated metadata.
- **The Elements Library** – shows all metadata (data sources, data source tables, data source columns, dimensional elements, element definitions, and filters/joins). The Library also provides full impact analysis. Also included are report specs and impact analysis reports.

Users can register reports in batch, or individually. They can combine reports into cube specs or report groups, which gathers the metadata for multiple reports. The full SQL is provided, and all element definitions are fully qualified.

Architecture

Metadata Manager provides metadata for reports. It does not author reports, but provides the information needed to effectively manage them.



MetaManager

Accurately modeled and documented metadata is the foundation of a successful performance management implementation. IBM Cognos Framework Manager serves as the metadata layer for the Cognos deployment. It is critical to leverage the metadata attributes of the various elements to improve the end user experience. Once captured, the value of these attributes should be demonstrated across the organization.

MetaManager allows administrators to simplify many of the complexities associated with metadata, security and data management, both at the modeling and user level. The product modules are designed to help administrators manage and maintain metadata, perform impact analysis of these modifications on end user content, and automatically resolve any issues that may occur from the impact analysis. As well, administrators can generate detailed audit trail documentation with a click of a button, perform full or selectable content backups and restores, and revert changes back to previous state at any time.

Benefits

- As an extension of Framework Manager and IBM Cognos ReportNet or IBM Cognos 8, MetaManager provides functionality that automates many of the manual processes in a Cognos deployment (Security, Distribution, Standardization, Documentation, Validation and Backup & Recovery)
- In addition to automating the impact of changes to the underlying data foundation, MetaManager enables administrators to carry forward the value of the data to end users in an automated fashion
- By carrying details about the metadata (such as sources of query items and descriptions) through to end user reports, business users gain insight about the information presented to them
- With thorough documentation of Framework Manager models and the entire content store (including report specs, security, and schedules), MetaManager enables detailed record keeping and audit trails of the entire Cognos environment

Features

- Excel-like user interface for making changes and updates to Framework Manager object properties (including simple and advanced search capabilities)
- Automate report validation when changes to the underlying packages are made
- Automatically apply Framework Manager model changes to impacted reports
- Carry metadata through to end-user reports in the form of screen tips
- Find and replace text within selectable report objects
- Standardize the look and feel of existing reports with one click
- Easily distribute custom portal tabs to any role, group or user
- Secure packages, folders, reports and other objects in one simple step
- Document the contents of Framework Manager models and the content store in PDF, XLS, TXT or HTML
- Full backup and restore capabilities on selected objects in the content store. Restoration can be done to the same location or any location in any content store
- Revert any change back to its previous state



Architecture

MetaManager is a client application that runs on any Windows platform supported by Cognos (e.g., XP, 2000, 2003). The product communicates with Cognos through Web services and does not require the use of SDK.



Metis 6

Metis Architect and Metis Server form Trouw's Actionable Enterprise Architecture platform. It's the solution of choice for the world's leading enterprise architecture teams within the Global 2000.

- Trouw's Metis Server provides information management capabilities and interactive delivery, through sophisticated information collection and storage. Metis Server implements abstract entity-relation models. This enables automated collection, classification, and visualization of enterprise architecture including technologies, processes and people. IBM Cognos ReportNet is used by IT and enterprise architects for collection, management, sharing, and analysis of enterprise environment data
- Metis Architect provides enterprise architecture professionals a range of modeling options. This includes providing business-owners with read-only visual models to empower decision-making and support designers and developers to create, adapt, extend objects, relationships, and search criteria within a metamodel template

Benefits

- By integrating the current-state data aggregation of Metis Server with the future-state modeling capabilities of Metis Architect, Trouw provides visibility and analytics to support business strategy
- Trouw is the first to provide reporting and analytics capabilities that leverage enterprise architecture information for strategic planning to the enterprise
- Trouw's suite of IT governance applications integrate with the Actionable Enterprise Architecture platform. This enables organizations to align IT with the business through application and services portfolio optimization, and it enables standards management



Features

Metis Server

- **Metis Enterprise Repository:** Provides storage types, depth, and relationship information to purpose data and create robust decision-support systems meeting the needs of IT and business
- **Metis Enterprise Architecture Framework:** Out-of-the-box user modeling of complex and dynamic environments to align with business organizational strategy

- **Metis Information Portal:** Secure role-based data delivery based on user domain and preferences.
- **Metis Reporting:** Utilizing IBM Cognos ReportNet to deliver information in text, tabular, column, and graphical formats. Reports can be viewed as HTML, PDF and/or exported to reporting formats such as Excel and column separated values
- **Metis Policy Manager:** Facilitates the capture, creation, and management of policies: committees and collaboration; implementation, testing, and auditing; reporting, change management, and end-of-life transition management
- **Metis Workflow Engine:** Enables the definition, implementation, and improvement of processes in the Metis Enterprise Repository. Business analysts access an intuitive and flexible interface to define processes, business functions/activities, business rules, resources, and performance measurements

Metis Architect

- **Model Browser:** Provides end-users the ability to view, but not update, models published on the Internet or LAN. Access visual models to assess and query complex enterprise information as part of analysis, planning, and decision-making
- **Model Annotator:** Enterprise architecture team members, reviewers, and model approvers can comment in 'sticky note' style. Annotator supports threaded conversations among reviewers. Annotated models provide an easily accessed audit of proposed model changes and decisions
- **Model Editor:** Creates visual models from enterprise data and accommodates change on a detailed, operational level to assure information relevancy. Users can publish models to a Web server—either in full, dynamic mode for use with Model Browser or Model Annotator, or HTML pages for easy access from standard Web browsers
- **Model Designer:** Targets more advanced modelers for visual display and dynamic behavior of models, objects, and relationships
- **Model Developer:** Offers a powerful development tool for advanced developers who need to create, adapt, or extend objects, relationships, and search criteria within a metamodel template

Data Import Facility: Allows users to visually model how external data should be imported into Metis.



MotioADF

The Motio Application Development Framework (MotioADF) is targeted at Cognos customers who want to extend, customize, or embed the IBM Cognos 8 or IBM Cognos ReportNet line of products.

Developed by the Cognos SDK experts at Motio, the solution enables companies to bring tailored Cognos BI solutions to market faster and more reliably than when using the raw Cognos SDK.

MotioADF provides enhanced functionality and a customized experience for organizations utilizing Cognos BI solutions. As a result, they recognize greater utilization and adoption of their Cognos solution and reap the full benefits of this powerful BI tool.

Benefits

- Build a more intuitive or corporate aligned experience for BI consumers
- Requires less training
- Helps with adoption
- More efficient (customized workflow for the way your business works)
- Integrates custom business rules with BI content
- Reduces maintenance burden on BI team (e.g., report profiles cut down on the number of permutations for reports)
- Enhanced functionality (BI beyond the box)

Features

The MotioADF Toolkit layer provides a powerful, object-oriented interface on top of the Cognos SDK. Operations such as report generation, report execution, content store management, and metadata manipulation are greatly simplified using this layer.

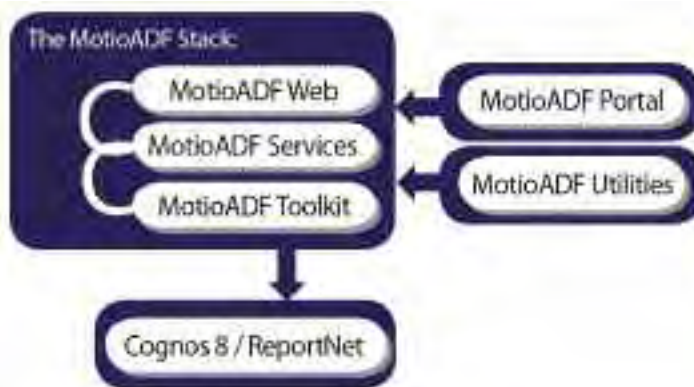
Driven by common customer request, the MotioADF Services layer provides a rich, persistent model and implements a series of services that extend and augment the default functionality available in Cognos.

The MotioADF Web layer is a series of abstractions and building blocks that make it much easier to build custom Web applications in front of Cognos based installations. The layer also includes a powerful set of re-usable AJAX enabled, Web-based widgets that are easy to plug into custom Web applications.

The MotioADF Portal is a fully functional, end-user focused alternative to Cognos Connection. The source and build scripts for this portal are provided, making it easy to change the look and feel to fit corporate standards, add application specific screens, and tailor the end-user experience.

Architecture

MotioADF is provided as a layered stack (Toolkit, Services, and Web), allowing Cognos customers to extend, customize, or embed the IBM Cognos ReportNet or IBM Cognos 8 BI line of products





NetVisn

NetVisn changes the role of Cognos administrators from reactive to proactive. NetVisn handles documentation, metadata management, security, impact analysis, auditing and usage, and version control.

Routine management at all levels of the environment is handled by NetVisn. Administrators can identify and correct potential problems before users encounter them.

NetVisn works equally well in small organizations or in large environments with thousands of users and complex objects. An elegantly simple user interface allows administrators to manage their BI environment with ease.

Seamlessly integrated with IBM Cognos 8 and IBM Cognos ReportNet, NetVisn gives your BI team access to key areas of the BI environment. And they are documented in a way that shows their relationship to each other across the whole environment. Hyperlinks within the documentation make navigation much faster. It's all done automatically and therefore is always up to date.

Versioning and archiving allow administrators to manage change while retaining full documentation of what has been used in the past.

Benefits

- Manage large, more complex Cognos environments with fewer resources
- Provides a single, integrated solution for managing all aspects of the BI environment
- Security is presented in the way you need to manage it, both in terms of objects and users. Validation of security is fast and easy. Changes and corrections can be made from within NetVisn
- Annotations provide contextual information about reports and other objects, making content easier to understand and use. Plus, they can be retained from version to version automatically
- Metadata can be imported from external sources and combined with internal metadata. Metadata from NetVisn can also be used as a data source for reporting and analysis within IBM Cognos 8
- Change management ensures that you automatically stay in compliance by continuously verifying output and complete data lineage (SOX, HIPAA, Basel II)

- NetVisn is user installable and requires virtually no training. And it's fully automated, so documentation is always up to date and accurate
- Proven technology that is currently being used by some of Cognos' largest global customers

Features

- Powerful analytic capabilities provide access to information on every aspect of the environment.
- Annotations are automatically brought forward from the model, providing answers to questions about report content and data sources
- Audit and usage data available on all users within the BI environment. Content not currently being used can be removed or upgraded
- Fully scalable; can be used in environments of any size with consistently fast results
- Run history of all reports, queries, and analyses with success/failure rates
- Flexible and accurate impact analysis identifies all content that will be impacted by change
- Flexible parameter-driven analysis makes it easy to search for specific settings, conditions, and relationships
- Dependency analysis of all packages, objects, databases, and triggers
- All public and personal content is documented and visible
- Quickly validates that the correct database tables are being used in reports, queries, and analyses
- Shows an object's dependencies including model, jobs, schedule, shortcuts, and views
- View all joins, business rules, and database references in all packages
- Security Profiler validates security and ensures that it has been correctly applied
- Version control and archiving ensures that earlier versions are retained and can be reused when necessary

NetVisn is completely web based. It was designed from the ground up using state-of-the-art architecture and open source tools. It runs on Windows, Unix, and Linux and can be used with all major Web browsers.



PowerSecure Single SignOn

Lantares is a Cognos Platinum Reseller Company focused with CPM projects. Lantares has developed and continues to develop Cognos solutions with their own I+D department.

PowerSecure SSO is a Single SignOn solution that integrates the login for all Cognos applications as well as for other applications such as SAP, Lotus Notes, IBM Personal Communications and more. While accomplishing this we also synchronize Cognos LDAP Namespaces in IBM Cognos Series 7 with Active Directory or other authentication methods such as Smartcards, Fingerprints, and NTLM. PowerSecure also has the ability to accomplish Access Control for all users, integrating with HR systems.

Benefits

- **Logon integration:** Solution integrates the login for all Cognos applications as well as for other applications (SAP, Lotus Notes, IBM Personal Communications)
- **Synchronization:** PowerSecure synchronizes Cognos LDAP Namespace in IBM Cognos Series 7 with Active Directory or other authentication method such as Smartcards, Fingerprints, NTLM
- **Access Control:** HR systems can be integrated providing solution with the ability for administrators and users to do access control for all users

Features

PowerSecure produces logs which can be audited and reported on through:

- Transformer Models
- Framework Catalogs
- IBM Cognos ReportNet Reports

Cognos technology is used in many different ways depending on the products installed:

- Cognos Trusted SignOn SDK
- Access Manager API
- Web Services
- Cognos API

Architecture

PowerSecure takes advantage of IBM Cognos 8 BI, IBM Cognos Planning, IBM Cognos Controller, IBM Cognos Performance Applications, IBM Cognos ReportNet and IBM Cognos PowerPlay.



powerStress

Companies need tools to help monitor and test the workload of mission-critical systems, to optimize service levels and ensure accurate infrastructure sizing. powerStress is designed to provide accurate assessments of these systems during software implementation processes, as well as perform workload tests to assess future performance.

The system is specially designed to perform stress testing in a business intelligence environment. It is completely integrated with Cognos platforms (IBM Cognos Series 7 and IBM Cognos 8 BI). It is developed with Cognos SDK and Web Services, so integration is simple and fast. And it has the ability to modify those parameters for monitoring and measuring.

Every Cognos project demands the right hardware environment, so Cognos customers should consider purchasing powerStress for stress testing. The solution is designed for large and small businesses in any industry.

Benefits

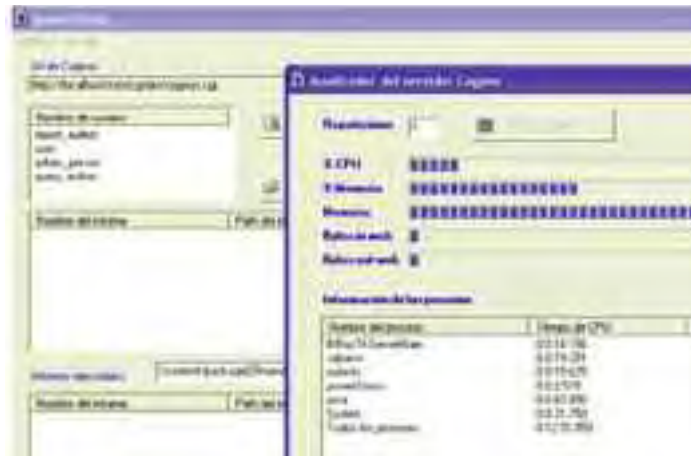
- **Platform sizing:** A key aspect of any software project is to size precisely the platform and the environment. powerStress allows you to simulate the workload of each process, create several scenarios, and reproduce problems before they appear, so you can assess and recommend the best platform
- **Guarantee response times:** You can simulate the workload for the total number of users you will have in production and estimate the average response time per user within your hardware environment
- **Anticipate performance issues:** By periodically stressing your systems, you can simulate new requirements for more reports, users, data, or complexity. This allows you to guarantee the adaptation of the current platform to changing needs
- **Predict response times:** Simulating workload stress situations allows you to predict response times and evaluate upfront if you need to upgrade your systems

Features

- Developed with the Cognos SDK
- High performance
- Web services enabled
- The workload is configured for these parameters: number

of users, volume of reports, data volume, simultaneous (asynchronous)

- Analyze different (configurable) metrics: Memory Used per Process, Memory Pages, % CPU, CPU Time, Time per Process, I/O Bytes



Architecture

- powerStress is completely integrated with Cognos platforms
- Multi remote asynchronous Windows client
- Microsoft .Net Framework enabled
- Scripted scenario configuration
- Windows and Unix support

powerStress modules:

- **Repository:** Audit logs (flat files or db)
- **powerMonitor:** This is installed on the server, and provides the client console with instant performance metrics.
- **Client Console:** This administrator's application is used to design the stress testing workloads, launch the processes, and monitor them.



ProTools Security Builder

Business intelligence is all about improving Corporate Performance by providing role access to information. ProTools will help you scale your deployments and clear complex security hurdles.

- With ProTools you can simplify, centralize, and scale your Cognos deployments
- Implement complex security designs in less than a day
- Cut security maintenance tasks by 90%
- Centralize security administration
- Address data security audit concerns

Having secured data is critical for organizations who: (a) need to grant access to data on a need to know basis, (b) who have data security audit concerns, or (c) who must comply with governmental regulations like SOX or HIPAA.

The ProTools solution is used by clients across all major industry sectors and for all functional areas where data level security is important.

Benefits

Business intelligence is all about sharing information, but often enterprises can only deploy after the security hurdle is cleared. ProTools helps you broadly secure and scale the deployment of your business intelligence applications.

With ProTools you can:

- Reduce security maintenance tasks by 90% or more
- Broadly deploy role appropriate access to data
- Implement complex security designs in less than a day
- Simplify, centralize, and streamline security administration
- Address data security audit concerns

Features

- A leading global healthcare products company was able to massively deployed security in ten highly complex cubes in less than 30 hours. The effort to manually implement security would have been error prone and would have required weeks to

implement and verify.

- A leading document management company now implements complex security designs in less than a day and has cut security maintenance tasks by more than 90%.
- A leading forest products company estimated that ProTools reduced their administrative burden related to security by more than 500,000 steps each time that they implemented security for a new financial reporting application.

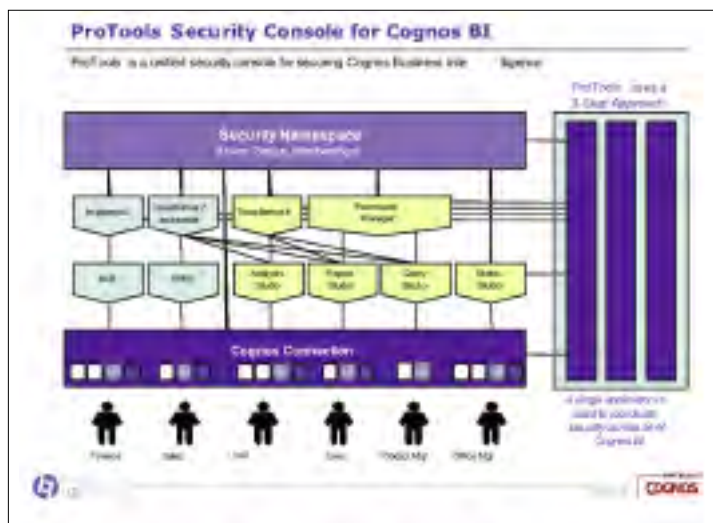
Architecture

FirstQuarter's ProTools solution is based on best practices and proven technologies for improving corporate performance of leading organizations.

Fully integrated with IBM Cognos Series 7 and IBM Cognos 8 Business Intelligence, FirstQuarter's security solution, ProTools, enables you to increase performance, reduce total cost of ownership and raise Corporate Performance Management (CPM) to a new level.

Using a 3-step approach, a single application is used to coordinate security across all of Cognos BI.

1. Securing
2. Staging
3. Setup





Application Developer

The QueryVision Application Developer allows customers, consulting partners, and OEMs to create integrated, customized, or extended applications on top of Cognos platforms. The cross-industry solution reduces the cost and effort in integrating and extending third-party applications with Cognos software.

Our unique solution provides a set of high-level APIs, libraries, and components, enabling developers to utilize the power of the Cognos SDK with less training and increased productivity. This lowers your cost of development and increases the success rate of your projects.

A wide range of applications can be built with Application Developer. You can target new users with customized user interfaces or embed business logic directly into your BI or CPM solutions. IT also benefits. You can lower costs and increase the reliability of BI systems by automating administration tasks or by building customized administration user interfaces.

Benefits

- Lower training costs by creating customized, intuitive interfaces for different user groups
- Increase information sharing by integrating Cognos into business applications and enterprise portals
- Decrease maintenance costs by automating IT administration

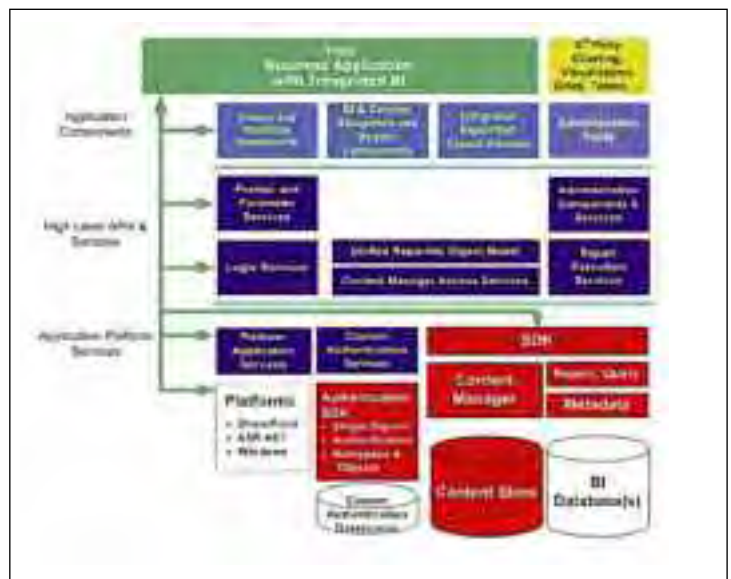
Features

- Increased development productivity through high-level APIs and components
- Built-in Web session management
- Security session management including single sign-on support
- Built-in support for developing ASP.Net and Microsoft SharePoint Web parts
- Access to administration SDK
- Holistic solution environment with rich Cognos SDK documentation

Architecture

QueryVision Application Developer integrates tightly with the Cognos SDK. Our unique approach provides direct access to a high-level interface. This allows developers to reduce the coding effort by approximately 5 to 10 times. At the same time, it gives them full access to the full Cognos SDK if required.

Value-added components are directly integrated with our API, which allows you to concentrate on building the core of your application without worrying about infrastructure such as session management and login services.





Custom Authentication Provider

Many OEM companies that leverage the Cognos BI platform use customized authentication solutions so their application and its security can be deployed as a single, independent solution.

The QueryVision plug-and-play Custom Authentication Provider provides custom authentication integration within a single day. This frees up projects that demand your authentication source be available from day one.

As well, if your authentication provider requires custom integration, the Custom Authentication Toolkit extends the Cognos Java Custom Authentication Provider SDK with essential tools, components, and documentation to make your team highly productive from the start.

Benefits

The QueryVision Custom Authentication Toolkit reduces implementation time from weeks to days, and does so without compromising security.

QueryVision also provides a full commercial-ready implementation of a custom authentication provider, using a SQL database as the authentication namespace object data repository. This includes built-in logging and industry standard encryption and security. It can unblock any project timeline risks and accelerate your overall Cognos implementation schedule. Even if you don't use SQL for your final authentication source, you can snap in our reference implementation and have your Cognos project working on Day 1.

Simply put, our solution provides you with the lowest cost of ownership when integrating custom authentication with your Cognos architecture.

Features

- Out-of-the-box reference implementation
- Ability to migrate from reference implementation to custom implementation
- Extensive documentation with in-depth architecture and implementation guidelines
- Cognos-compatible support tools to significantly increase your productivity and success
- Development and test harness for debugging and testing your implementation

Architecture

QueryVision has enhanced the Cognos Java Custom Authentication Provider SDK in two ways.

First, our toolkit extends the existing Cognos SDK with developer tools and a test harness to create a development environment that snaps into IBM Cognos ReportNet or the Cognos architecture. For customers wanting single sign-on capabilities, we have also embedded this support within our Custom Authentication Toolkit.

Second, our reference implementation uses a SQL database as the authentication source. It can be used out-of-the-box or to jumpstart your project and then moved to a custom-based provider later.



Portlet Deployment Manager

Many IT departments are faced with the task of creating specific portlet pages or dashboards for their users within Cognos Connection. Companies use this powerful feature as a core part of their IBM Cognos ReportNet or IBM Cognos 8 Business Intelligence portal.

The QueryVision Portlet Deployment Manager allows IT to centralize the maintenance and deployment of portlets and custom pages for specific user groups.

IT can create a single dashboard and replicate it out to multiple users and user groups with a single click. The management capabilities also allow IT to back up, do version control, and run usage reports directly within IBM Cognos ReportNet.

Benefits

With Portlet Deployment Manager, IT can centrally manage their users' content within Cognos Connection to ensure they all view the same information.

Portlet pages can be developed on a test server, saved to disk, and deployed to a production server. IT doesn't need to worry about upgrades or migrating content since the Portlet Deployment Manager lets them archive the content and put it under version control.

Portlet usage data can also be exported to a database and analyzed using our built-in ReportNet reports.

Features

- Centralized deployment of dashboards, custom pages, and portlets in Cognos Connection
- Transfer of pages between Cognos servers
- Archive custom pages and portlets
- Custom portlet annotation
- Out-of-the-box usage reporting capabilities

Architecture

Portlet Deployment Manager is a Windows application that runs on Win XP, Win 2000, or Win 2003. It integrates directly with the Cognos Web Services SDK to access the IBM Cognos ReportNet or IBM Cognos 8 server remotely from the desktop.

QueryVision leverages the Cognos SDK user account and group objects, and it generates data for reporting purposes using our built-in reports and models.



SharePoint Integration Web Parts

SharePoint Integration Web parts directly integrate IBM Cognos ReportNet and IBM Cognos 8 Business Intelligence software within Microsoft's SharePoint Portal or Windows SharePoint Services infrastructure.

Instead of using Cognos Connection, functionality can be enabled directly within SharePoint, including navigating the content store as well as executing and viewing reports and queries.

By integrating QueryVision Web parts within SharePoint, you can create countless combinations of applications with embedded BI. You improve productivity by targeting users with focused business workflow that can revolve around a single report, a series of reports, or dashboards.

With QueryVision, you can add a discussion group next to your sales reports to debate the latest figures, create a site dedicated to a department's relevant reports and dashboards, add links to supplementary BI documents and other BI-related material, or notify users with news alerts of system downtime.

Benefits

SharePoint Integration Web parts allow customers to connect SharePoint users with their existing Cognos BI and CPM systems. Users that may not require or want full access to Cognos Connection can now use the same information without leaving their Microsoft SharePoint Portal.

Dashboards and applications can be created with specific BI content and merged with other Web parts to present a common user experience for departments and user groups. This increases productivity and lowers the overall training costs in deploying your performance management solutions.

Features

- Intuitive content manager navigation
- Report execution and viewing
- Favorites viewer
- Authentication web part
- Single sign-on support
- Personalized settings
- Custom web part solutions available

Architecture

QueryVision provides a multi-layered architecture that integrates directly with the Cognos SDK. SharePoint Web parts are built on a framework that is layered on top of our Application Developer product. This allows you to use our out-of-the-box solutions as well as quickly build custom SharePoint Web parts if required.

The Content Navigator, Report Viewer, Favorites Report Viewer, and Logon Web part are all component-based so you can arrange them on a Web page to suit specific user needs. They are connectable so you can interface them with each other and with custom Web parts.

Human Resources Solutions

Cognos and its partners deliver solutions to help the human resources department become a strategic asset within an organization. Our solutions help customers:

- Align staffing needs with strategic goals
- Identify and retain the right people
- Ensure that money spent on training produces a return
- Align compensation and headcount plans with corporate priorities
- Find the managers of tomorrow

Our solutions for Human Resources include:

COMPANY	SOLUTION	DESCRIPTION	IBM COGNOS PRODUCTS	GEOGRAPHIES	FOCUS
Softscape	APEX	Softscape Apex ² is the industry's most comprehensive people management platform providing an award winning and fully integrated approach to managing your workforce. Softscape Apex measures the people and practices that constitute an organization's competitive advantage in a single end-to-end Human Capital Management solution to manage the performance, development, learning, and recruiting of your organizations greatest assets.	IBM Cognos 8 BI	North America, Australia, Europe, Latin America, Pacific Rim, Worldwide	Human Capital Management
Data41 Systems LLC	Data41 Headcount & Compensation Planning	The Data41 Headcount & Compensation Planning model is a framework of common components used in a TM1 deployment focused on this aspect of a budgeting and planning cycle. The framework provides the basic foundation for an organization conducting headcount and compensation planning as part of their budget cycle to rapidly deploy TM1 to assist in the analysis of employee compensation, benefits, hiring plans, 401K, etc. The framework was developed using the TM1 platform.	IBM Cognos TM1	North America	Headcount & Compensation Planning
COA Intelligence (formerly Strata Systems)	HR Analyser	HR Analyzer is a human resource analytics application.	IBM Cognos 8 BI	Worldwide	Human Resource Analytics
Saba, Inc.	Saba Analytics	Saba Analytics is a business intelligence solution for enterprise Human Capital Management (HCM) reporting, analysis, and information distribution.	IBM Cognos DecisionStream, IBM Cognos PowerPlay	Worldwide	Human Capital Management
IBM	Workforce Analytics	IBM has partnered with Cognos to create workforce analytics solutions that provide visibility into HR and Learning data with a focus on standard metrics to enable business decisions based on the most reliable and timely information. Drawing upon HCM leading practices from a variety of client engagements, IBM has created a set of pre-defined analytics, metrics, scorecards and reports to enrich the Cognos WFP product with a range of innovative service delivery alternatives.		Worldwide	Workforce Performance

...continues

COMPANY	SOLUTION	DESCRIPTION	IBM COGNOS PRODUCTS	GEOGRAPHIES	FOCUS
IBM Cognos	IBM Cognos 8 Workforce Performance	IBM Cognos 8 Workforce Performance is an analytical application that offers over 100 measures and 1,000 workforce-related attributes to support cross-organization reporting and analysis. IBM Cognos 8 Workforce Performance is a configurable application that snaps into your existing technology environment, simplifying the delivery of relevant and reliable information on HR issues. It transforms operational data from your Human Resource Management System (HRMS) into actionable information. As the application transforms the data, it adds business value by calculating additional business information (for example, end dates) and key performance indicators that don't exist natively in your HRMS.		Worldwide	Workforce Performance



APEX

Softscape's Workforce Analysis suite provides complex modeling and trend analysis. This suite includes end-user tools for reporting, query and analysis, performance management, and analytic applications. The system provides flexibility to allow administrators to deploy and standardize business intelligence to multiple audiences in the organization including HR, Senior Executives, Practice Managers, etc.

Benefits

Ease of use

- Intuitive web-based interface
- WYSIWYG development
- Real-time graphing and charting

Instant access to critical organizational information

- Advanced role-based security
- Compare the current practices against the industry standards
- Comparison of data from multiple time periods
- Trend analysis reporting
- Inter-modular reporting
- View the alignment of the results with the goals, strategies, initiatives, and objectives of an organization.

Rapid Deployment

- Full integration of all the components of HCM suite
- Configuration tools for managing data
- Flexibility to integrate with third party applications
- Data manipulation tools and procedures

Reduced costs

- Low cost of entry
- Rapid implementation for new and existing customers
- Low bandwidth requirements; the suite works within existing network infrastructure

Features

- **Softscape Author Pro** allows users to develop sophisticated reports with advanced authoring capabilities. Users have the ability to create complex reports with greater control over the contents and formatting and make those reports available for other managers and employees to run using the Report Runner option. This solution is the most appropriate one for advanced users.
- **Softscape Query Designer** uses pre-defined groups of report data to build simple queries and allows other users to run these queries. Users will be able to change the structure of the queries (i.e. add fields to the queries) as well as define what data appears in the report and how it is filtered. This solution is most appropriate for administrators and managers that do not require the complex reporting capabilities of Softscape Author Pro.
- **Softscape Report Runner** allows users to run predefined reports. This solution has deep security features that allow users to view reports without altering the report criteria or the structure of the report. This solution is most appropriate for managers who want to give their employees the ability to review data relating to their project or goals.

Architecture

Softscape PeopleOS has Cognos seamlessly embedded to drive its Analytics engine. PeopleOS provides the technology infrastructure that can be used to easily integrate multiple systems and manage the tactical HR functions that are linked with Human Capital Management (HCM) functions - all from one platform.

Based on industry standards, including SOAP, XML, .NET, C#, and WSDL, Softscape PeopleOS is the foundation for all of Softscape's products.

Data41 Headcount & Compensation Planning

The Data41 Compensation & Headcount Planning model is a framework of common components used in a TM1 deployment. This model focuses on the headcount and compensation planning areas of the budgeting and planning cycle. The application is a planning module that makes headcount, salary, and compensation planning efficient across the enterprise. Designed with pre-built components that are based on best practices, the model simplifies the planning of workforce and workforce-related expenses, such as bonuses, benefits, overtime, and merit increases. Additionally, the framework can be tailored to an individual company's policies and processes allowing them to accurately assess, in real time, the business impact of workforce decisions on the overall expense plans.

Benefits

- Real-time compensation / headcount during the budget, planning, and forecast cycles.
- Aligns payroll budgets with operational plans and targets.
- Ability to assess real-time impact of salaries and associated workforce expenses.
- Robust security so that sensitive information is available only for those who need it.
- Ability for management to define the global, departmental, and employee-specific compensation parameters (i.e. salary increase).
- The model enables the pinpoint accuracy of compensation expenses, because it is computed at the employee level.
- The solution goes beyond just calculating salary, as it performs real-time calculations for payroll taxes, 401k, PTO, and overtime for current and new employees.
- Headcount is calculated and consolidated automatically, so that management can analyze data at any organizational level.
- For organizations with employees throughout the country, payroll taxes can be easily computed for any state.
- Ultimately reduces the workforce planning cycle times.

Features

- Empowers management to analyze their compensation costs down to the employee level.
- Users can customize their output to suit their needs and see the results of their changes in real-time, during the

budgeting and forecasting process.

- Robust variance analysis and versioning allows users to compare any combination of the actual, budget and forecast data. Users can enter commentary to explain the variances and/or assumptions. Rolling forecast capability and historical archiving can be used for the multi-year trend analysis.
- Salary and benefit parameters such as annual increases, bonus, 401k, overtime, PTO, multi-state payroll tax, and other rates are centrally stored and can easily be changed for any version.
- Multi-currency is available for multi-national organizations.
- Compensation can be configured for a live link to any GL model within the IBM Cognos TM1 platform. Any changes to the compensation model will automatically update the compensation and benefit accounts in the GL model.
- Payroll data is automatically loaded for up-to-date variance analysis.
- Users enter minimal inputs for new employees and all the salary and benefit calculations automatically flow through the model in real-time. No ETL process is required.
- Salary and hourly employees can be configured to calculate for a mid-month hire, for termination dates, and for 4-4-5 timeframes.
- Headcount is automatically calculated based on the salary data.
- Current Excel templates can be easily linked to the compensation model so users don't have to learn a new interface.

Architecture

The Data41 Headcount & Compensation Planning model was created within the IBM Cognos TM1 platform. IBM Cognos TM1 is the unified business performance management platform powering the application, which provides the capability for strategic analysis of financial, operational, and employee data. Additionally, the IBM Cognos TM1 Turbo Integrator ETL tool provides the opportunity to interface the headcount and compensation model with HR and payroll data, other IBM Cognos TM1 applications, or other organizational systems requiring data interchange.



HR Analyser

HR Analyser allows senior executives, staff, and line managers to leverage the data within your organization's human resources and payroll transaction-based systems. Users gain a comprehensive understanding of employee performance through the use of world-class metrics and KPIs.

The solution gives you the ability to compare employee performance with internally and externally supplied benchmarks. Your organization can identify areas where intervention is required, to increase productivity and reduce costs.

Benefits

- **Unified view of workforce information:** Collates data from all employee information sources; this allows managers to gain a comprehensive understanding of how people are creating value for your organization
- **Consistency of definition:** Enables a single version of the truth, which means financial and other value ratios are consistent throughout the enterprise. This reduces unnecessary time and effort spent on activities such as auditing numbers
- **Visual impact of employee value:** Visually demonstrates how metrics impact each other in the human capital value chain. As a result, management can spend more time on the business
- **Rapid ROI:** Reduces time to implement core metrics within your organization. So management time can be spent uncovering unique drivers in the HR value chain
- **Increases legal compliance and liability protection:** Clarifies where there are issues in recruitment, retention, and promotion
- **Ability to integrate benchmarking:** Users can easily use data for benchmarking to assess performance. This management tool ensures your organization has a strong competitive position in the marketplace.
- **System independent:** This means changes can be made to HR information systems without impacting reporting for the end user. There is less demand on IT so they spend more time on strategic projects
- **Ease of implementation:** The system is optimized to be deployed quickly.
- **Low consultancy requirement:** Research has identified

high levels of consultancy as the main reason of failure to deliver ROI in computer projects

- **Built using core measures:** Uses a defined list of over 150 core HR measures, which any well-run HR function can utilize. It thus frees up time to understand the additional key operational drivers to these measures, which can be added with little effort



Architecture

IBM Cognos 8 Business Intelligence software is integrated into HR Analyser. The solution uses Cognos reporting for OLAP cubes. Cognos Framework Manager provides the metadata layer. Standard metrics are created using Cognos scorecarding. IBM Cognos Access Manager controls reporting security, although the product is compatible with other security layers.

HR Analyser provides a total of seven OLAP cubes or modules: Workforce, Absence, Training, Recruitment, Multi Currency, Best Value Performance Indicators, and Benchmarking and People Impact.

Over 70 standard reports have been built using Cognos reporting. HR Analyser also provides eight standard human capital scorecards and these can be customized.

The ETL engine is powered by Microsoft SQL Server 2000 and runs on an MS Windows platform. The presentation layer uses IBM Cognos 8 BI and can run in any Cognos supported environment.



Saba Analytics

Saba Analytics is a complete business intelligence solution for extended enterprise Human Capital Management (HCM) reporting, analysis, and information distribution. It gives line-of-business managers and HR and training executives the power to analyze, understand, and act quickly on vital enterprise information. At the same time, using analytics throughout the organization can directly improve bottom-line results.

Saba provides a robust set of competency analytics that tie together learning and performance initiatives into a common reporting structure – the foundation for learning analytics and performance analytics. This gives executives and managers the insight necessary to make faster, better decisions around key business initiatives.

With Saba Analytics, you can drive cost reductions, improve compliance, and increase training revenue; measure the effectiveness of e-learning programs and scarce resources; and identify where and how training is having an impact across the extended enterprise – employees, customers, partners, and suppliers.

The open system makes it easy to build custom reports and analyses; it can extract data into and out of other transactional or BI systems. Saba Analytics has extensive aggregation, grouping, filtering, drill-down, drill-up, charting, and subtotaling features.

Benefits

- **Analysis of key external business metrics ties learning and performance to business value.** Lets you import leading and lagging indicators of business performance from any external source so your organization can validate the contribution of enterprise learning or performance to business results
- **Extensive pre-built analyses generate fast time-to-value.** Provides a comprehensive set of pre-defined analyses that address the BI needs of line of business managers and HR and training executives
- **Intuitive business dashboards shorten the distance between data and understanding.** Delivers key information through an intuitive and easily configurable point-and-click

interface. Information is arranged in subject areas designed to answer strategic questions

- **Flexibility protects your enterprise investments and lowers TCO.** Leverages existing systems by importing data from any source and extracting data from Saba Analytics to other systems
- **Scalable architecture supports analysis needs of global organizations.** Allows your organization to rapidly generate analyses regardless of the scope of the data – for hundreds of thousands of users across multiple business units, management structures, geographies, and job types. Saba Analytics is also fully J2EE-compliant and provides Web-services support to enhance interoperability between systems



Features

Built-in business analysis:

- Organize and view people by manager hierarchy, business unit, customer, location, job type
- Intuitive user interface
- Point-and-click charting
- Export to Excel or any other application
- Built-in access control and data level security
- My Analyses dashboard
- Email subscriptions to drive management by metrics
- Turnkey solution with no data warehousing skills required
- Provides Web Services and portlet for interoperability with other applications

Architecture

Saba has created a seamless process for ETL and cube building by developing automated scripts that run on top of IBM Cognos DecisionStream and Transformer. Saba builds the reports and cubes that are used within Saba Analytics and does not use any pre-built reports or cubes. The intuitive user interface helps users construct the analyses they need to answer business questions. Saba Analytics uses IBM Cognos PowerPlay for analysis.



Workforce Analytics

IBM has partnered with Cognos to create workforce analytics solutions that provide visibility into HR and Learning data with a focus on standard metrics to enable business decisions based on the most reliable and timely information.

Drawing upon HCM leading practices from a variety of client engagements, IBM has created a set of pre-defined analytics, metrics, scorecards and reports to enrich the Cognos WFP product with a range of innovative service delivery alternatives.

IBM-Cognos Workforce Analytics Solution	
The IBM-Cognos Workforce Analytics Solution is an integrated, cross-enterprise workforce information solution.	IBM Cognos Products: IBM Cognos Workforce Performance IBM Cognos 8 BI
Value Proposition: Ensure efficient and reliable business decision-making. Optimize workforce contribution and deliver real business results.	
Key features: Performance management, decision support, process design and implementation services, includes Cognos Workforce Performance, combines IBM Cognos 8 BI capabilities with IBM Human Capital Management strategy.	

IBM-Cognos Managed Business Process Services (MBPS) Workforce Analytics Solution	
The IBM-Cognos Managed Business Process Services (MBPS) Workforce Analytics Solution is an outsourcing	IBM Cognos Products: Solution for Workforce Analytics. IBM Cognos Workforce Performance IBM Cognos 8 BI
Value Proposition: Integrate multiple vendors in an on-demand environment. Make all online employee resources available through a consistent interface. Add or update human resources (HR) applications as needed through a flexible, low-cost architecture.	
Key features: IBM HR analytics consolidated HR information, performance benchmarking metrics.	

IBM Cognos 8 Workforce Performance

IBM Cognos 8 Workforce Performance is an analytical application that offers over 100 measures and 1,000 workforce-related attributes to support cross-organization reporting and analysis. It includes analysis across:

- Employee demographics, positions, departments, business units, locations, and job codes.
- Staff turnover, terminations, voluntary and involuntary separations, and transfers.
- Paycheck data, earnings, and deductions.
- Employee benefit expenses, employer benefit expenses, and taxation.
- Employee reviews and performance.
- Sick leave, family leave, and vacation status.

It provides a complete platform for:

- Workforce analytics.
- Turnover and attrition analysis.
- Compensation analysis.
- Human capital optimization and alignment.
- HR performance management.

IBM Cognos 8 Workforce Performance is a configurable application that snaps into your existing technology environment, simplifying the delivery of relevant and reliable information on HR issues. It transforms operational data from your Human Resource Management System (HRMS) into actionable information. As the application transforms the data, it adds business value by calculating additional business information (for example, end dates) and key performance indicators that don't exist natively in your HRMS.

Benefits

Value for IT

Integrates and simplifies deployment, maintenance, and day-to-day operations. This delivers a huge time and cost-saving for your organization, while making you more responsive to changing business needs.

- ETL code is generated after you identify the data that you need in the data warehouse.
- IT department can just configure and generate reports.

Value for the Business

- Offers a quick, simple, yet powerful approach for report generation.
- Allows users to easily navigate through the data interactively to provide deeper insight and understanding - analyzing data in this way makes it much easier to compare and contrast different groups of employees – by location, by role, by manager, by salary, by age, by performance review rating, and more.
- Pre-defined paths guide managers to navigate the rich pool of employee data to find the information they need to support decisions about the workforce.

Features

IBM Cognos 8 Workforce Performance is a new class of analytic application - simply configured, not laboriously customized at great cost and delay.

- All configuration changes – during initial deployment and subsequently – are automatically retained in a software model. This ensures that the solution is upgradeable, with your unique changes preserved across both HRMS and analytic application updates.
- Analytic applications that are configurable are quick to deploy and can easily evolve to meet changing business needs. That means you earn a return on your investment sooner and significantly reduce the total cost of ownership.

Helps HR become a stronger strategic asset within your organization.

- Align staffing needs with strategic goals, identify and retain the right people, align compensation and headcount plans with corporate priorities, and better face the workforce challenges of the next decade.

InfoHRM Solution

Analytic Accelerator Program	
This solution couples leading business intelligence technology from Cognos with strategic consulting services from the Infohrm Group to help organizations make informed decisions about their human capital practices.	Cognos Products: IBM Cognos 8 Workforce
<p>Performance</p> <p>Value Proposition: The Infohrm Group helps organizations measure the impact of human capital initiatives and drive business results through workforce reporting, workforce planning, and human capital analytics solutions. IBM Cognos 8 Workforce Performance, an analytical application for business intelligence, helps HR better face the workforce challenges of the next decade and become a stronger strategic asset within the organization.</p>	
<p>Marrying IBM Cognos 8 Workforce Performance with strategic insights and research from Infohrm provides a powerful, low-risk solution. As your own insights and experience with IBM analytics matures – with guidance from Infohrm – Workforce Performance will grow with you.</p> <p>Key features: Analytics Accelerator from Infohrm is a suite of consulting services designed to help you derive maximum value from your Cognos 8 Workforce Performance investment. This program helps HR organizations accelerate their journey from reactive service provider to true proactive business partner driving business decisions. Start with simple guidance on using analytics and move to detailed research focused on your particular organization and challenges. Components of the program are tightly integrated to provide a coherent, fast-track approach to help you get valuable insights into your workforce.</p> <p>The program includes:</p> <ul style="list-style-type: none"> • Workforce Analytics Workshop • Analytic Insight Reports • Annual Executive Briefing • Metrics, Reporting and Analytics Utilization Advisory Service • Human Capital Networking Opportunities 	

Finance Solutions

Cognos and its partners provide the Office of Finance with unprecedented visibility into current and projected operating results, offering complete control over the levers and drivers of financial performance.

Our solutions for finance offices include:

COMPANY	SOLUTION	DESCRIPTION	IBM COGNOS PRODUCTS	GEOGRAPHIES	FOCUS
Deloitte	DeloitteAdvantage Close, Consolidate, Report Performance Blueprint	The Deloitte Close, Consolidate and Report Performance Blueprint allows companies to quickly address gaps and weaknesses in the financial close process, make focused investments and optimize the use of technology. The Blueprint was co-developed with Deloitte. In order for customers to access the blueprint, they must work with Deloitte and the blueprint will be available as part of the overall services component.	IBM Cognos Controller	Worldwide	OOF Blueprint
QSP Asia Pacific	QSP Financials Manager	QSP Financials Manager is a financial management information system for large organizations including government agencies and financial services providers.	IBM Cognos 8 BI	APAC	Financial Management Information
Redwood Analytics	Redwood Budgeting	Redwood Budgeting is a budgeting application for CFOs.		North America	Budgeting
Revelwood Inc	Revelwood's BPM Suite	Revelwood's BPM Suite is an out-of-the-box solution for enterprise financial planning and reporting running entirely on the Cognos TM1 platform. It allows TM1 customers to get up and running with a BPM solution for finance that leverages the best of TM1's real-time OLAP functionality, along with best practices developed from Revelwood's years of experience developing such solutions for its Fortune 1000 and mid-market client base.	IBM Cognos TM1	North America	Financial Planning
IBM	Financial Planning	In today's challenging environment, Finance organizations aspire to simultaneously deliver insight into growth, performance and risk. This Solution enables Finance and the business to focus on and deliver the right information and plans to run the business in a personalized manner, and then to use this information to provide insight and develop value. The enhanced Solution blends Cognos's industry-leading Planning software and Planning Blueprints with IBM GBS's industry and best-practices accelerators for Financial Planning and Analysis.		Worldwide	Financial Planning



Deloitte Close, Consolidate and Report Performance Blueprint

The DeloitteAdvantage Close, Consolidate, Report Performance Blueprint (CCR) combines process and technology into one best-in-class system for the financial close. It involves the application of financial controls embedded in a solution jointly developed by Cognos and Deloitte. The Blueprint embodies a step-by-step solution that helps companies quickly apply best practices for financial controls and optimize the closing process.

Each step in financial close is mapped to the appropriate control activities. Overall, 30 regulatory control objectives linked to the framework established by the Committee of Sponsoring Organizations of the Treadway Commission (COSO) are itemized and identified based on Deloitte’s extensive knowledge and experience.

Deloitte has broad knowledge of risk and controls, gained from assisting hundreds of companies with their readiness efforts and from providing advice to thousands of public audit clients. This expertise is what really gives the solution the “Deloitte Advantage.” The controls you will see mapped against CCR activities in the following example are 1) process controls, 2) application controls, and 3) DeloitteAdvantage control solutions.

Benefits

- It provides a roadmap to an implementation of a consolidation system, including the necessary process and application controls
- It provides sufficient documentation for the CCR process, which can be used by a Sarbanes-Oxley compliance auditor without significant further effort from client resources
- It identifies key controls in the CCR process and reduces the risk of material misstatements in financial reporting
- Increased use of automated controls provides greater data integrity and saves Sarbanes-Oxley resource costs and team effort for testing
- And finally, streamlining the CCR process according to best practices and control activities can ultimately shorten the close cycle

Architecture

At the beginning of each close cycle, a set of maintenance steps determine the impact of any changes made during the period. This may include acquisitions or dispositions of subsidiaries, changes in ownership, changes in consolidation rules or accounting policies, changes in subsidiary chart of account mapping to the consolidation entity, or changes to security.

Here is an example of how the Performance Blueprint leverages process controls, application controls, and DeloitteAdvantage enhanced controls:

1. **A regulatory control objective** (shown in light blue), based on the COSO framework, must be achieved at this stage. In this example, the objective is: “Consolidation packages received from subsidiaries must accurately reflect the underlying financial records at each subsidiary.”
2. **A process control** (green) to achieve this objective maintains a checklist that includes all subsidiary charts of account mappings to the consolidation entity. An application control in Cognos Controller enables the user to lock account structures and prevent data from being entered for non-existent accounts or subsidiaries.
3. **A DeloitteAdvantage control** (dark blue) includes a signoff on the accuracy and completeness of the numbers submitted by the subsidiary. This may involve creating reports to be reviewed and signed off for audit purposes.





QSP Financials Manager

QSP Financials Manager is a large-scale FMIS of unsurpassed speed, capacity, and flexibility. This is complimented by deeply integrated Cognos reports and analytics to provide transparency to management.

- Cognos represents the face of the solution to users. It provides non-technical and non-accounting management with complete transparency into processes, performance, and resources managed in the system.
- Our Cognos development provides diverse enterprise reporting such as financial ratios and KPIs, variance analysis, debtor analysis, project cost tracking, and email distribution of forms. All residing within a centralized Corporate Information Centre.
- The Web of Browsable Business Content is our most recent addition. It's a newspaper-style summary of financial status, significant components, and processing per business unit. Most descriptions can be drilled through for summary reports and most numbers can be browsed for full transactional detail.
- By using Cognos, we are able to unlock the full description and significance of transactions that originate from enterprise systems. Allowing financial transactions to be viewed in the context of the source systems makes them more meaningful for non-technical business users.

Benefits

- Financial insight is accessible to management
- Full transparency into each financial transaction; not just to system accountants
- Tangible link to non-financial systems for more actionable information
- Flexible, adaptable system
- Full corporate performance management capability



Features

- Powerful, easy-to-use report formatting capabilities
- Ability to combine content intuitively, thanks to a business query model
- Financial presentations easily place able into PowerPoint

- Clients can tailor the solution without affecting the integrity of the process or content
- The simple user interface covers all reporting functions; users in general management positions use it with minimal training
- The user interface consistently presents data from many systems, not just QSP
- Reporting and analytics easily reference, incorporate, and drill through to full sets of data from linked systems without heavy integration
- The suite spans analytics for GL receivables and payables. Includes over 40 highly flexible reports such as Cash flow Projections, Project Tracking, Open Items Reports, Fixed Assets, and Aged Debt.
- QSP comes with data integration technology, making it easy to load budgets from Cognos Planning

Architecture

- The solution architecture is n-tier. The QSP user interface is Java or HTML client. The client communicates with the FMIS, which in turn works with a relational database server.
- The Cognos portion of the solution has been developed and refined over six years of business intelligence development by QSP. It is available for various versions of the Cognos platform. The Cognos infrastructure leverages QSP's highly optimized structure of detail and summary tables to ensure figures are always up to date and readily available.
- Hierarchies and options from the FMIS system are used in Cognos modeling to ensure consistency of all structures. The GL cube is highly robust and fully faithful to the QSP system structures.
- All reports are defined based on our meta-layer, which makes construction of queries and definition of report content both reliable and simple. The highly detailed, intuitive, Plain English description of the system of record has been created through use of QSP's own repository.

IBM Cognos 8 Business Intelligence allows shipping and maintenance of a master version of the core meta-layer, which can be extended and tailored by the client in a separate layer using the model segmentation features of Framework Manager.



Redwood Budgeting

Redwood Budgeting is a flexible, tailored solution that CFOs can use to plan and model every aspect of their financial and operational performance. Working with each firm's finance team, Redwood creates and implements a real-time collaborative budgeting solution. The application allows firms to make strategic business decisions based on complete, accurate, and timely financial information.

Your organization can replace a cumbersome spreadsheet environment with distributed, easy-to-use Web templates for expense planning. As well, you can perform variance analysis, reporting, and frequent forecasts, while reducing the time spent in the overall effort. Redwood has developed the industry-leading revenue model to project accrual, hours-based budgets into cash forecasts using historical patterns as its basis.

For those looking to build on and develop further templates, the application integrates with Redwood's data warehouse and powerful underlying technology. The platform can readily expand as your organization's processes and needs evolve.

Redwood Analytics provides comprehensive business intelligence solutions for the professional services industry. We combine sophisticated software applications and content from best-practices management models that can be configured to suit the needs of our clients.

Benefits

Redwood Budgeting assists CFOs who are looking for a traditional budgeting system as well as those looking for a sophisticated and flexible modeling tool. The solution is engineered to deliver the following:

- **Core efficiencies:** Integration with core systems and Excel-like interface to leverage existing skills and knowledge.
- **Controlled flexibility:** A simple starting point with the power to expand as your process evolves.
- **Real-time planning:** Immediate flow from input to results.
- **Collaboration:** Web-based distributed templates and workflow management tools.
- **Beyond budgeting:** Best-of-breed forecasting and modeling engine.
- **Improves your bottom line:** Rapid value realization and high return on investment.

Architecture

Redwood's analytic platform leverages Cognos software. We find Cognos has the technology to provide true OLAP functionality, which allows users to "slice and dice" through their data with ease. In addition, the cubes can be separated from the data warehouse, so they are portable and can be carried around on a laptop.



Revelwood's BPM Suite

Revelwood's Business Performance Management (BPM) Suite is an out-of-the-box solution for enterprise financial planning and reporting, running on the Cognos TM1 platform. It allows TM1 customers to get up and running with a BPM solution for finance. The solution leverages the best of TM1's real-time OLAP functionality, along with best practices developed from Revelwood's years of experience developing such solutions for its Fortune 1000 and mid-market client base.

At its core the BPM Suite allows complete planning and reporting for P&L, balance sheet, cash flow, and other non-financial metrics. It includes modules that support revenue and expense planning, line item detail, staff planning, capital planning, allocations, currency translation, and more.

The BPM Suite also includes a set of enablers for personalized menus and navigation, data management, and enhanced reporting and data collection template development. The end result is a flexible, customizable and finance-owned application that is best-practices based and accelerates the rapid implementation times TM1 is known for.

Benefits

- Runs entirely on the IBM Cognos TM1 platform.
- Integrates budgeting, forecasting, long-range planning, financial reporting, and operational analysis into a single, finance-owned solution.
- Built on customer-driven best practices developed from over 100 client implementations.
- Addresses typical needs of a mid-large sized organization's financial planning and reporting processes.
- Includes pre-built models, processes, business logic, workflow, templates, and reports to streamline the implementation process.
- Fully adaptable to any organization; no two client implementations are alike.
- Offers a suite of tools for end users and administrators that provides enhanced functionality, speed and ease-of-use – enabling business users to work smarter and faster.
- Ensures a high degree of end user participation in the budgeting, forecasting, and reporting processes.

- Provides management visibility into business performance problem areas, and enables streamlined communication and the ability to take quick, corrective action.
- Supports the direction toward a highly adapted rolling forecast business process.

Features

- Core financial data model that supports a complete chart of accounts (financial and non-financial).
- Operating expense and line item detail planning, with commentary collection.
- Staff planning by named employee or employee groups/grade levels.
- Capital planning by project and asset type with automated depreciation calculations for future purchases.
- Flexible, driver-based revenue planning.
- Comprehensive currency translation.
- Allocations.
- Dashboards and scorecards.
- Customizable portals and personalized application menus and navigation.
- Enhanced reporting and template development tools.
- Report packaging and distribution.
- Data management and administration tools.

Architecture

Revelwood's BPM Suite runs on the IBM Cognos TM1 platform and fully leverages the TM1 Enterprise Server. Features of IBM Cognos TM1 utilized by the BPM Suite include TM1 Database Server, TM1 Excel Add-in, TM1 Administrator, TM1 Turbo Integrator (ETL tool), TM1 Workflow, TM1 Web (optional), and TM1 Executive Viewer (optional).

BPM Suite integrates data from virtually any data source, either through a direct SQL connection or via a flat file upload using TM1 Turbo Integrator. It supports any database environment or operating system supported by IBM Cognos TM1.



Financial Planning

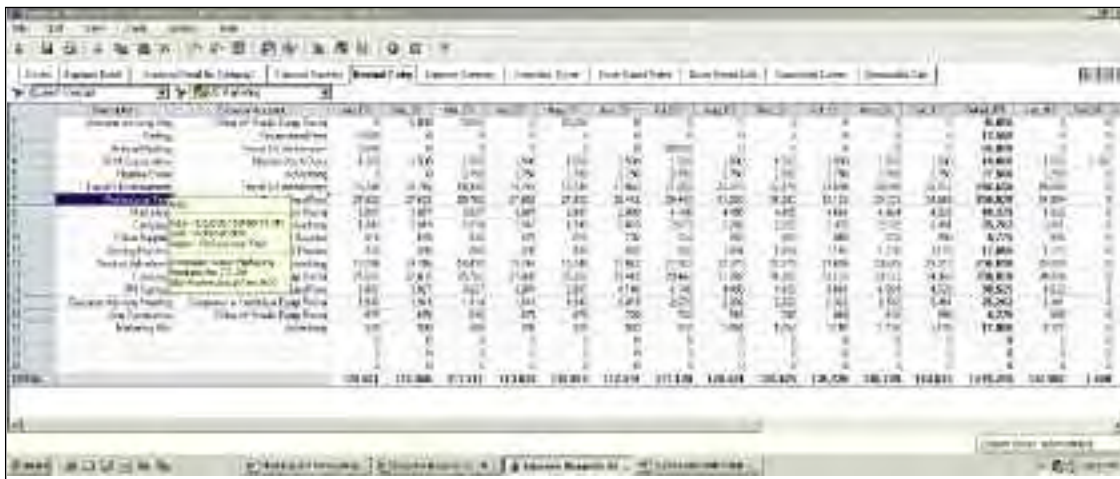
In today's challenging environment, Finance organizations aspire to simultaneously deliver insight into growth, performance and risk. Critically, highly effective delivery of insight drives revenue growth, sustained performance, and value creation.

This Solution enables Finance and the business to focus on and deliver the right information and plans to run the business in a personalized manner, and then to use this information to provide insight and develop value.

Solution components include: Enterprise Reporting, Integrated Planning, Dynamic Performance Management, Quality Close, and Retained Finance.

The enhanced Solution blends Cognos's industry-leading Planning software and Planning Blueprints with IBM GBS's industry and best-practices accelerators for Financial Planning and Analysis.

IBM-Cognos Business Intelligence Report Factory Solution	
The Business Intelligence Report Factory Solution is a business intelligence (BI) standardization solution leveraging IBM's global delivery capabilities.	IBM Cognos Products: IBM Cognos 8 BI; IBM Cognos 8 EP
Value Proposition: Implement a standard BI platform across the organization. Expedite BI delivery and lower cost of migration and conversion services.	
Key features: Accelerators and frameworks, BI project methodology, BI analytical framework, BI technical reference architecture.	



Data Solutions

Data solutions are built with our Global Technology Alliance partners to accelerate deployment in particular data environments.

SOLUTION	DESCRIPTION	GEOGRAPHIES	FOCUS
Balanced Warehouse with IBM Cognos 8 BI	Cognos 8 BI will now be included in the C-Class Balanced Warehouse offerings, which provide pre-tested, scalable and fully-integrated system components of IBM data warehouse software, server and storage technologies. The C-Class Balanced Warehouses offer small and medium-sized businesses an unprecedented, simplified and complete solution for integrating and maintaining multiple data and information resources in a scalable and versatile data warehouse.	Worldwide	Balanced Warehouse
BI-Powered BPM	Sample templates for leveraging IBM Cognos 8 BI content to support user decisions or automate processes in IBM FileNet P8 BPM and WebSphere Process Server (WPS); Events engine to initiate processes in IBM FileNet P8 BPM or WPS based on IBM Cognos 8 scorecard thresholds, including predicted violations.	Worldwide	FileNet & WPS
Data Integration & Quality for Cognos 8 BI	IBM Information Server data quality, ETL and metadata pre-integrated with IBM Cognos 8 BI and Data Manager; Metadata integration provides lineage from report to data source; IBM Cognos 8 Data Manager continues to be available stand alone for basic data mart loading. Data integration and quality offerings from other vendors will continue to be supported.	Worldwide	Information Server
Data Mobility Services	IBM Data Mobility (Softtek) services help clients establish an effective data mobility infrastructure and strategy, while providing a simple and unified approach to moving data on-line – over any distance, regardless of server platform or storage array vendor. These services mitigate operational risk without impacting application performance and SLAs to satisfy business continuity plans. As a result, customers can manage growth more effectively, migrate data on-line and reduce the need for migration windows.	Worldwide	Data Mobility
IBM FileNet Compliance Warehouse	The Compliance Warehouse brings together a secure content repository, records management, content and e-mail archiving, and classification capabilities, combined with Tivoli governance software and IBM storage hardware to provide a pre-configured solution for reducing information risk and optimizing compliance and legal processes. This offering will also leverage Cognos technology for monitoring, reporting and analysis of compliance related content and processes.	Worldwide	Compliance Warehouse
IOD Infrastructure Acceleration Services	This GTS service is helping clients design and implement high performance and scalable middleware infrastructure that support IOD solutions. These services leverage IBM's asset-based best practices and methodologies to quickly and cost-effectively deploy a highly available, reliable dynamic data warehouse solution that includes services, software and hardware. Allowing clients to make better informed decision making more quickly, with less risk providing a faster path to a return on their investment.	Worldwide	Information on Demand
Portal-based Actionable Dashboards	The WebSphere Portal Dashboard Accelerator extends value of IBM Cognos 8 by allowing BI data to combine seamlessly with other transactional, collaborative or operational content; A new Cognos "builder" enables IBM Cognos BI data to be easily embedded into a WebSphere Portal application at a fraction of the development cost; IBM Cognos 8 "starter pack" will be bundled with WebSphere Portal Dashboard Accelerator; WebSphere Portal Dashboard Accelerator "starter pack" will be bundled with IBM Cognos 8 BI.	Worldwide	WebSphere Portal

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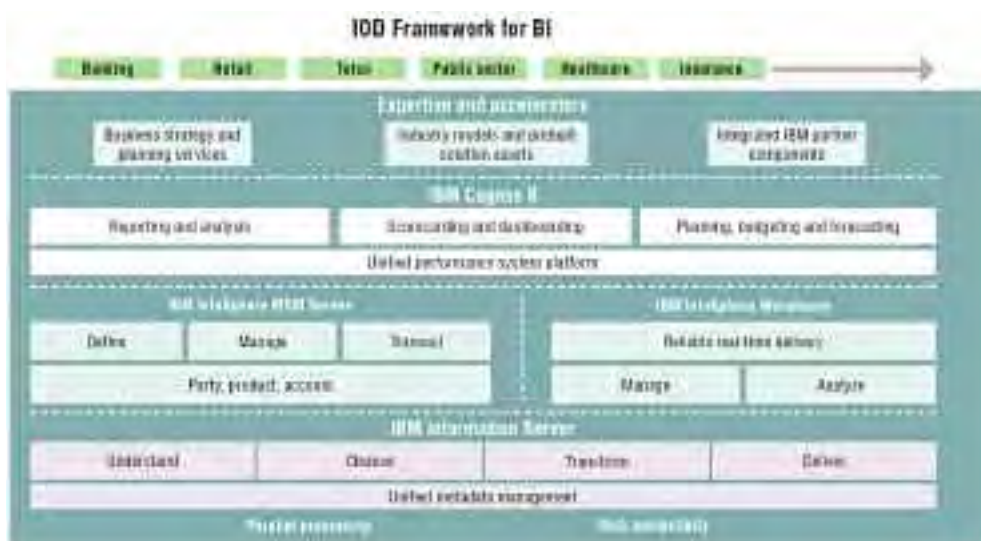
SOLUTION	DESCRIPTION	GEOGRAPHIES	FOCUS
Reporting and Dashboards for InfoSphere Warehouse	Bundling IBM Cognos 8 “starter pack” with IBM InfoSphere Warehouse; includes limited license of IBM InfoSphere Warehouse with IBM Cognos 8; provides increased optimization and integration between IBM InfoSphere Warehouse and IBM Cognos 8.	Worldwide	InfoSphere Warehouse
Storage Optimization Services	These services enable the design, implementation and operation of a highly efficient storage and data infrastructure. These services have been specifically designed to help better integrate existing storage environments and optimize asset utilization and management efficiencies. This includes methodologies and software to enable organizations to better understand their storage environments through an enterprise-wide assessment with reporting on storage utilization, costs, and legal and IT compliance to help customers achieve operational efficiency.	Worldwide	Storage
IBM Cognos 8 BI Analysis for Microsoft Excel	IBM Cognos 8 BI Analysis for Microsoft Excel provides a way to explore and analyze trusted, secure, multidimensional information from IBM Cognos 8 BI and other data sources in a familiar Microsoft Excel workspace.	Worldwide	Microsoft
IBM Cognos Data Adapter for Salesforce.com	Looking for a fast, easy way to conduct reporting, analysis, scorecarding, dashboards, and business event management with your Salesforce data? IBM Cognos 8 BI, featuring the IBM Cognos Data Adapter for Salesforce.com gives your organization the ability to combine this data – along with all your other data housed in your ERP, databases, HR systems, and more – into one true picture of profitability.	Worldwide	Salesforce.com
IBM Cognos 8 Report Pack for mySAP FI/CO	The IBM Cognos 8 Report Pack for mySAP FI/CO lets you combine historic data from SAP BW with current data in mySAP in one report or dashboard, without additional coding. More than 60 of the most common business reports come pre-defined, providing you with rapid access to mySAP data. Now, you can deliver the most complete view of your enterprise performance and eliminate the effort and costs required to build a separate operational reporting system.	Worldwide	mySAP
IBM Cognos 8 Report Pack for Siebel CRM	Extend the value of your current enterprise investments by providing business users with the ability to combine in one report or dashboard, historic data from the data warehouse with current data in Siebel CRM without additional coding.	Worldwide	Siebel



Balanced Warehouse with IBM Cognos 8 BI

Cognos 8 BI will now be included in the C-Class Balanced Warehouse offerings, which provide pre-tested, scalable and fully-integrated system components of IBM data warehouse software, server and storage technologies.

The C-Class Balanced Warehouses offer small and medium-sized businesses an unprecedented, simplified and complete solution for integrating and maintaining multiple data and information resources in a scalable and versatile data warehouse.



BI-Powered BPM

Sample templates for leveraging IBM Cognos 8 BI content to support user decisions or automate processes in IBM FileNet P8 BPM and WebSphere Process Server (WPS); Events engine to initiate processes in IBM FileNet P8 BPM or WPS based on IBM Cognos 8 scorecard thresholds, including predicted violations.



Data Integration & Quality for Cognos 8 BI

IBM Information Server data quality, ETL and metadata pre-integrated with IBM Cognos 8 BI and Data Manager; Metadata integration provides lineage from report to data source; IBM Cognos 8 Data Manager continues to be available stand alone for basic data mart loading.

Data integration and quality offerings from other vendors will continue to be supported.



Data Mobility Services

IBM Data Mobility (Softek) services help clients establish an effective data mobility infrastructure and strategy, while providing a simple and unified approach to moving data on-line—over any distance, regardless of server platform or storage array vendor.

These services mitigate operational risk without impacting application performance and SLAs to satisfy business continuity plans.

As a result, customers can manage growth more effectively, migrate data on-line and reduce the need for migration windows.

Data mobility projects can bring significant risks, including data loss or corruption, damage to data integrity, project delays and disruption of production systems. Each of these challenges can undercut financial, operational or business performance.

IBM Data Mobility Services – helps you address these issues by providing:

- A comprehensive set of services which span the entire lifecycle of data mobility, inclusive of storage infrastructure discovery, assessment, design, plan, implementation and validation
- Services which are inherently non-disruptive to the business, allowing work to be done without impacting the IT production environment
- Services which can be used across storage platforms, operating system environments, and which can be delivered as labor-based or software-based solutions
- Services which are applicable to your most critical projects including: data center relocation, disaster recovery, business continuance, regulatory compliance data protection and archiving, storage consolidation and optimization and Green Data Center initiatives!

IBM Data Mobility Services make data leverage a reality for customers.

IBM FileNet Compliance Warehouse

The Compliance Warehouse brings together a secure content repository, records management, content and e-mail archiving, and classification capabilities, combined with Tivoli governance software and IBM storage hardware to provide a pre-configured solution for reducing information risk and optimizing compliance and legal processes.

This offering will also leverage Cognos technology for monitoring, reporting and analysis of compliance related content and processes.



IOD Infrastructure Acceleration Services

This Global Technology Service is helping clients design and implement high performance and scalable middleware infrastructure that support IOD solutions.

These services leverage IBM's asset-based best practices and methodologies to quickly and cost-effectively deploy a highly available, reliable dynamic data warehouse solution that includes services, software and hardware.

Allowing clients to make better informed decision making more quickly, with less risk providing a faster path to a return on their investment.

IBM's "Total Data warehouse solution"

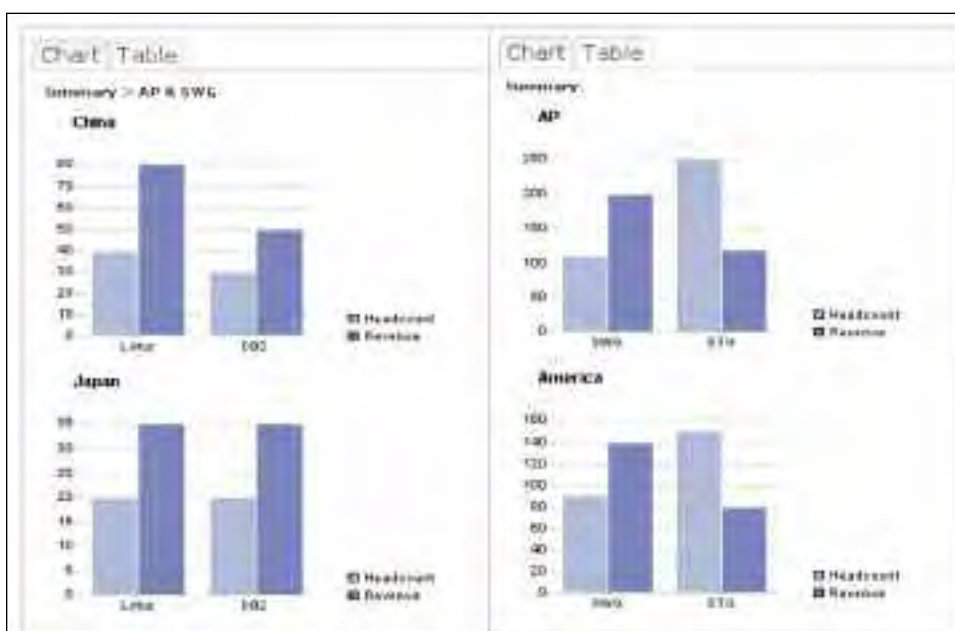


Portal-based Actionable Dashboards

The WebSphere Portal Dashboard Accelerator extends value of IBM Cognos 8 by allowing BI data to combine seamlessly with other transactional, collaborative or operational content.

A new Cognos “builder” enables IBM Cognos BI data to be easily embedded into a WebSphere Portal application at a fraction of the development cost.

IBM Cognos 8 “starter pack” will be bundled with WebSphere Portal Dashboard Accelerator; WebSphere Portal Dashboard Accelerator “starter pack” will be bundled with IBM Cognos 8 BI.

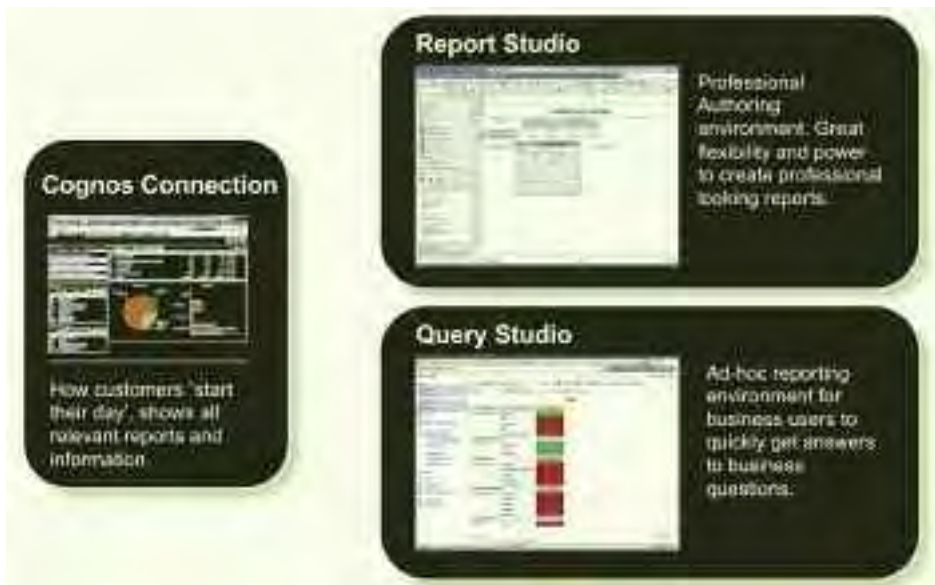


Reporting and Dashboards for InfoSphere Warehouse

Bundling IBM Cognos 8 “starter pack” with IBM InfoSphere Warehouse.

Includes limited license of IBM InfoSphere Warehouse with IBM Cognos 8

Provides increased optimization and integration between IBM InfoSphere Warehouse and IBM Cognos 8.



Storage Optimization Services

These services enable the design, implementation and operation of a highly efficient storage and data infrastructure.

These services have been specifically designed to help better integrate existing storage environments and optimize asset utilization and management efficiencies.

This includes methodologies and software to enable organizations to better understand their storage environments through an enterprise-wide assessment with reporting on storage utilization, costs, and legal and IT compliance to help customers achieve operational efficiency.



IBM Cognos 8 BI Analysis for Microsoft Excel

IBM Cognos 8 BI Analysis for Microsoft Excel provides a way to explore and analyze trusted, secure, multidimensional information from IBM Cognos 8 BI and other data sources in a familiar Microsoft Excel workspace.

Built for use with existing versions of Microsoft Excel, IBM Cognos 8 BI Analysis for Microsoft Excel extends Cognos' support for Microsoft Office, and joins solutions already in place for IBM Cognos 8 Controller and IBM Cognos 8 Planning – two important data sources for IBM Cognos 8 BI. As a result, it provides the ability to perform ad-hoc analysis of planning and financial data, and to combine this information with other trusted data sources.

IBM Cognos 8 BI Analysis for Microsoft Excel augments IBM Cognos 8 Go! Office, which allows users to view and consume existing BI content in Microsoft Word, Microsoft PowerPoint, and Microsoft Excel. With IBM Cognos 8 BI Analysis for Microsoft Excel, analysts can develop new BI content in Excel through exploration and analysis.

The results of exploration can be used as the basis for a broader distribution of information within IBM Cognos 8 BI's other proven reporting and analysis capabilities.

Benefits and Features

Easy to use

- Seamless integration with Excel for a managed view of information in a single interface.
- Self-service, so that business does not depend on IT.

Complete

- Leverage all Excel features, including formulas and calculations.
- Include data from heterogeneous sources, including planning, consolidation, and dimensionally modeled relational data.

Flexible and reliable

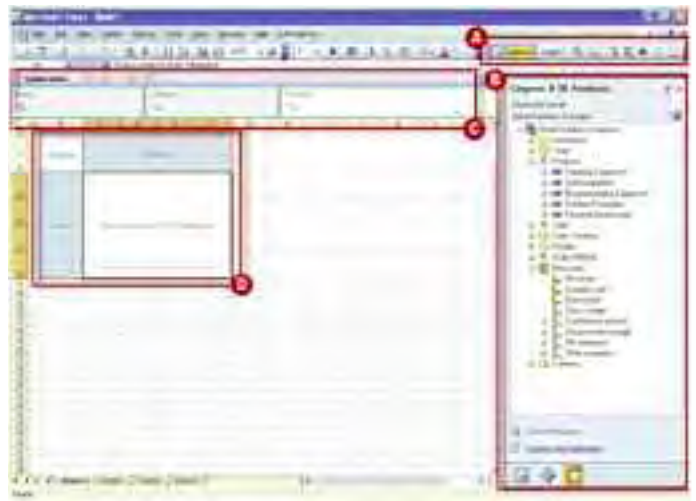
- Reuse results in other worksheets and other parts of IBM Cognos 8 BI.
- Real-time connection to BI data and automatic refresh for accuracy and reliability.
- Data from the trusted IBM Cognos 8 BI foundation ensures consistency, transparency, and compliance.

Access to BI for more users

- Extends the use of IBM Cognos 8 BI data to a new and familiar working environment.
- Encourages user adoption and standardization of business intelligence throughout the enterprise.

Benefits for IT

- Leverages the single security framework and proven Web-services based services-oriented architecture of IBM Cognos 8 BI.
- No proprietary data limitations.
- Fewer applications and solutions to maintain.



IBM Cognos Data Adapter for Salesforce.com

IBM Cognos 8 BI, featuring the IBM Cognos Data Adapter for Salesforce.com gives your organization the ability to combine this data – along with all your other data housed in your ERP, databases, HR systems, and more – into one true picture of profitability.

The IBM Cognos Data Adapter for Salesforce.com allows your organization to:

- Incorporate all your critical information into one system.
- Combine Salesforce data with other data sources.
- View current and historical data about customers side-by-side.
- Reconcile data across systems to gain complete view of customers.
- Use snapshots of Salesforce data for time-period analysis.
- Supplement data warehouse data with up-to-the-minute information.
- Enhance Salesforce reporting with a full breadth of BI capabilities not otherwise available.

The IBM Cognos Data Adapter for Salesforce.com can be used to access all Salesforce CRM solution modules including Sales Force Automation, Marketing Automation, Customer Service & Support, Partner Relationship Management, Analytics, and custom applications built on the Apex platform. The IBM Cognos Data Adapter for Salesforce.com leverages

only Salesforce-approved interfaces and Web interfaces so there is no need to request modifications to your existing Salesforce environment.

The full functionality of IBM Cognos 8 BI combined with Salesforce data offers a true performance management insight to the business, while being easy to deploy, maintain, and update for IT. Business users gain real competitive advantage with the ability to:

- Conduct self-service BI authoring: Enable business users with reports, graphs, analysis, scorecards, and dashboards that combine Salesforce and other current and historical data sources. With IBM Cognos 8 BI they have all the functionality and ease of use to answer their own unique questions without IT intervention or time-consuming customization.
- Derive fresh perspectives: Enable users to create new views of Salesforce data that crosses module boundaries, combines data from disparate tables, and derives calculations to gain new insights that are not possible through standard Salesforce reporting.
- Work with information wherever they are: Deliver business intelligence reports, Salesforce information, and other data to business users in their familiar environments, including their salesforce.com portal, Microsoft Office, search and mobile devices.



IBM Cognos 8 Report Pack for mySAP FI/CO

The IBM Cognos 8 Report Pack for mySAP FI/CO lets you—for the first time—combine historic data from SAP BW with current data in mySAP in one report or dashboard, without additional coding.

More than 60 of the most common business reports come pre-defined, providing you with rapid access to mySAP data. Now, you can deliver the most complete view of your enterprise performance and eliminate the effort and costs required to build a separate operational reporting system.

Leverage the value of your SAP applications

When you choose Cognos, an IBM company, for your SAP data, you get software and solutions that:

- Deliver a complete performance management solution.
- Leverage all data and IT infrastructures.
- Are SAP version-independent.
- Enable self-service report authoring for everyday users.
- Are available and proven to deliver value today.

Benefits

- Save time
- Save money
- Deliver results
- Distribute SAP data to more users more quickly
- See an immediate impact



Features

IBM Cognos 8 Report Packs go beyond basic connectivity to offer many project advantages, including:

- **Combine information, on-demand:** IBM Cognos 8 Business Intelligence with IBM Cognos 8 Report Packs lets you combine data from mySAP, SAP BW, and other data sources (relational and OLAP) from across your organization.
- **Speed:** delivered out-of-the box with IBM Cognos 8 Business Intelligence, reducing the need for custom coding.
- **Vendor-approved interface:** access data through an SAP-certified interface. There is no need to adapt or modify your existing implementation.
- **Simplicity:** use a simple, visual environment for report development. No coding required. Enable self-service for business users.
- **Lower risk:** reduce the need for expensive, specialized resources. Lower the time, cost, and risk of developing powerful and data-rich applications.
- **Support IT standards:** IBM Cognos 8 Report Packs adhere to the security and business logic of underlying applications.
- **Robust performance, minimal impact:** The IBM Cognos Data Adapter for Intelligent ERP ensures controlled access to your systems to limit impact and ensure continued optimal performance. Report distribution through IBM Cognos 8 Business Intelligence ensures robust performance

IBM Cognos 8 Report Pack for Siebel CRM

Extend the value of your current enterprise investments by providing business users with the ability to combine in one report or dashboard, historic data from the data warehouse with current data in Siebel CRM without additional coding. Combining IBM Cognos 8 BI and IBM Cognos 8 Report Packs allows you to:

- Achieve the most complete view of enterprise performance while eliminating costs and effort required for separate operational reporting projects.
- Deliver pre-defined content for more than 60 commonly used reports to provide immediate access to Siebel data within a business context.
- The IBM Cognos Data Adapter provides one-click connectivity into Siebel, delivering secure and trusted pathways to build additional reports. The IBM Cognos 8 Report Packs and IBM Cognos Data Adapter extend underlying functionality provided by Composite Software.

Combining IBM Cognos 8 Report Packs and IBM Cognos 8 BI helps your organization create a performance management platform that is:

Simple

All BI capabilities in IBM Cognos 8 Business Intelligence are built on a single Web services architecture. You can easily integrate BI capabilities with Siebel and your other existing technology assets.

- Deploy one product on a single, standards-based architecture for all of your business intelligence needs.
- Add capabilities or modify them at any time to meet changing business conditions and user needs.
- Provide everyone across your organization with a single, trusted source for information.
- Eliminate the management and maintenance of duplicate services such as security.
- Centralized metadata model lets you apply consistent business rules, calculations, and dimensions to your data.

Complete

IBM Cognos 8 Business Intelligence provides Siebel users with the full range of BI capabilities necessary to improve decision-making.

- Serve all users with information and BI capabilities that match their needs. Connect disparate data systems to deliver a common business view of your data.
- Apply consistent business rules, dimensions, and calculations to data for a complete, consistent view of any business issue.

Proven

IBM Cognos 8 Business Intelligence is built on a proven architecture. Use the complete capabilities of IBM Cognos 8 Business Intelligence against your Siebel data:

- Reporting and Interactive Dashboards
- Active Scorecarding
- Business Event Management

Functional Performance Blueprints

Functional performance blueprints are built by the Innovation Center and are segmented by their product focus into the two (2) categories of Enterprise Planning and Financial Management and Control

SOLUTION	DESCRIPTION	PRODUCT FOCUS	BLUEPRINT TYPE
Allocations Planning Performance Blueprint	Allows cost-center managers to allocate all or part of their expenses to the appropriate profit centers. Profit-center managers collaborate with cost-center managers to either accept or reject the proposed allocations.	Enterprise Planning	Functional Performance Blueprint
Capital Project Planning Performance Blueprint	Manages capital project requests, their justification, and the capital request approval process.	Enterprise Planning	Functional Performance Blueprint
Discretionary Capital Expenditure Planning Performance Blueprint	Facilitates planning for capital spending, while ensuring that projects adhere to established corporate guidelines.	Enterprise Planning	Functional Performance Blueprint
Expense Planning and Control Performance Blueprint	Uses projections from planning systems or other Blueprints, as well as actual history, to drive budgeting and expense planning processes.	Enterprise Planning	Functional Performance Blueprint
Initiative Planning Performance Blueprint	Uses projections from other Blueprints or planning systems as well as actual history to drive labor or capital expense planning for new initiatives.	Enterprise Planning	Functional Performance Blueprint
Integrated Financial Statements Performance Blueprint (formerly Strategic Financial Planning and Forecasting)	Aligns financial objectives to synchronize and coordinate operational plans across the enterprise. It updates financial statements, including Income Statement, Balance Sheet and Statement of Cash Flow in real-time as financial and operational drivers are updated.	Enterprise Planning	Functional Performance Blueprint
Risk Analysis Performance Blueprint	Enables a corporation to analyze and assess risks associated with future performance, and quantify risk mitigation strategies.	Enterprise Planning	Functional Performance Blueprint
Sales Compensation Planning Performance Blueprint	Enables organizations to manage compensation targets and commission payouts, archive historical data and previous projections for reference and analysis, and link sales compensation plans with headcount projections and integrated financials.	Enterprise Planning	Functional Performance Blueprint
Sales Planning and Forecasting Performance Blueprint	Enables organizations to manage revenues, archive historical data and previous projections for reference and analysis, and integrate the sales planning process into supply chain forecasts, headcount projections, sales compensation planning, and integrated financials.	Enterprise Planning	Functional Performance Blueprint
Strategic Finance Performance Blueprint	Provides a complete performance management framework for strategic financial planning. It supports a systematic, Web-based process for evaluating long-range plans and strategies, analyzing scenarios, supporting decision making, and monitoring success. Long-term strategic financial planning helps companies establish performance targets and guide resource allocations for operational plans and budgets across the enterprise.	Enterprise Planning	Functional Performance Blueprint

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SOLUTION	DESCRIPTION	PRODUCT FOCUS	BLUEPRINT TYPE
Strategic Long Range Planning Performance Blueprint	Uses projections from the Integrated Financial Statements Blueprint (formerly Strategic Financial Planning and Forecasting) and the Initiative Planning Blueprints to assess the impact of market growth factors and strategic initiatives on corporate P/L projections over a five-year period.	Enterprise Planning	Functional Performance Blueprint
Workforce Planning Performance Blueprint (formerly referred to as Headcount and Compensation Planning)	Provides forward-looking visibility into workforce decisions at both the divisional and company levels. Headcount projections can then be leveraged as drivers in other planning processes.	Enterprise Planning	Functional Performance Blueprint
Workforce Resource Management Performance Blueprint	Enables front-line managers to align worker staffing and scheduling with business drivers. It is short-term in scope, but highly detailed.	Enterprise Planning	Functional Performance Blueprint
Group Consolidation and Corporate Reporting Performance Blueprint	Streamlines the close, consolidate, and reporting process. It keeps reporting numbers for European IFRS in one place, in the same format, for faster, more reliable management and regulatory reporting.	Financial Management and Control	Functional Performance Blueprint
Management and Financial Reporting Performance Blueprint	Helps increase efficiency in the financial consolidation process. It provides timely distribution of performance reports to business managers, who are often underserved with the performance information critical for decision-making. And it provides a seamless, integrated approach to leveraging IBM Cognos 8 Business Intelligence with IBM Cognos 8 Controller.	Financial Management and Control	Functional Performance Blueprint

IBM Cognos
Innovation Center
for Performance Management

Putting Best Practices into Action

The Cognos Innovation Center leads the way in translating proven best practices in performance management into practical, easily implemented solutions. Our IBM Cognos Performance Blueprints are pre-defined data, process, and policy models that help organizations speed their software deployments and drive faster return on investment.

Our large and growing suite of IBM Cognos Performance Blueprints has been developed in collaboration with top-performing customers and performance management experts. The Blueprints address a number of essential functional process areas as well as the unique needs of specific industries. In addition, Blueprints can be linked together, allowing companies to establish dynamic connections that keep strategic objectives, operational plans, people, and activities aligned as business conditions change.

IBM Cognos Performance Blueprints enable companies to:

- **Coordinate** financial and operational planning.
- **Improve** forecast reliability and make better resource allocations.
- **Quickly deploy** an integrated, dynamic planning process.
- **Streamline** project implementation schedules and reduce risk.
- **Reduce** the total cost of ownership.

IBM Cognos Performance Blueprints are also the important first step from technology to a mature vision of performance management, which is embodied in the Cognos Performance Management Roadmap. The Blueprints offer the means to rapidly extend best practices across the enterprise, and forge more effective connections between strategy and execution.

The following pages highlight each of the Performance Blueprints that have been created.

IBM Cognos Allocations Planning Performance Blueprint

This Blueprint allows cost-center managers to allocate all or part of their expenses to the appropriate profit centers. Profit-center managers collaborate with cost-center managers to either accept or reject the proposed allocations.

Cost-Center-to-Profit-Center Allocations Snapshot

This workflow illustrates how a cost-center manager would propose a set of expense allocations to a variety of profit centers.

Blueprint Objectives

The *Allocations Blueprint* achieves a number of planning objectives:

- Manages expenses by assigning (allocating) them to the appropriate profit centers.
- Demonstrates a collaborative environment to allocate expenses equitably based upon both historical patterns and user input from both cost-center managers and profit-center managers.
- Consolidates expenses allowing for seamless planning.
- Links expense projections between departments so as to assign expense to appropriate profit centers.
- Demonstrates IBM Cognos 8 Planning *Contributor to Contributor Administration* links.
- Uses IBM Cognos 8 Planning system links functionality.
- Demonstrates internal transfer planning capabilities.
- Demonstrates the use of macros within an IBM Cognos 8 Planning PAD (Planning Application Domain).



Visit <http://www.cognos.com/innovationcenter/blueprint.html> for complete information and all Performance Blueprint downloads.

IBM Cognos Capital Project Planning Performance Blueprint

This Blueprint manages capital project requests, their justification, and the capital request approval process. It is critical that tactical capital project decisions made at the divisional level be aligned with corporate strategy and objectives. When a cost-center manager or project owner makes a capital project request, the requested amount may be adjusted either up or down by management or finance, the request may be rejected in its entirety, or the timing of the request may be adjusted either sooner or later in the planning cycle to meet corporate spending guidelines or facilitate cash flow considerations. This Blueprint facilitates capital project expenditures planning over a two-year cycle. The cycle may be adjusted as needed to meet specific forward-looking client needs.

Blueprint Objectives

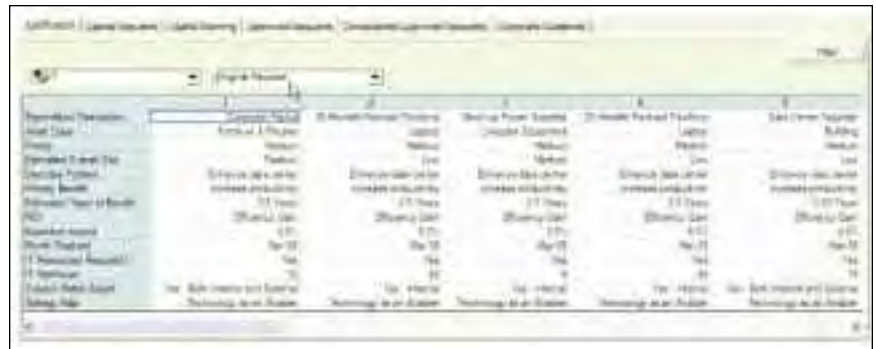
The *Capital Project Planning Blueprint* meets a number of objectives:

- Captures all capital project requests within a single view.
- Consolidates all capital requests to allow for big picture planning.
- Calculates “behind-the-scenes” depreciation for all approved requests using company guidelines.
- Provides management with justification for each capital request.
- Facilitates assessments based on capital request priorities and risk
- Demonstrates the capability to manipulate the timing of capital expenditures

Justification Snapshot

The first Blueprint tab, **Justification**, is where the process of requesting a major capital project or resource begins. After entering a brief description of the expenditure, a user enters information towards justifying the request. There are four points of text data entry and nine drop-down selections including selection of the asset class and month of impact. The four text data entry items are:

- **Describe Problem** A brief description of the need for this expenditure.
- **Primary Benefit** A brief description of the benefits to be realized.
- **Expected Impact** A percentage return on the expenditure.
- **IT Man-hours** The number of estimated IT worker-hours needed.



Visit <http://www.cognos.com/innovationcenter/blueprint.html> for complete information and all Performance Blueprint downloads.

IBM Cognos Discretionary Capital Expenditure Planning Performance Blueprint

Capital spending is often one of the largest expense lines in a company's profit and loss statement. At the corporate level, maximum effort is required to adequately manage and control discretionary capital spending. This Blueprint from Cognos, an IBM company, facilitates planning for capital spending, while adhering to established corporate guidelines. In the Discretionary Capital Expenditure Blueprint, spending limits are established by Asset Class. For example, cost center managers may have a spending limit of \$7500 for items like furniture and fixtures, but for computer equipment or software, the limit increases to \$10,000. Though in this blueprint thresholds are the same for all users, they could be modified so that different users have different limits. By making a few simple choices, spending is controlled and depreciation is calculated within corporate guidelines.

Blueprint Objectives

The *Discretionary Capital Expenditure Blueprint* meets a number of planning objectives:

- Manages discretionary capital spending at the cost center level
- Allows consolidated views of spending across multiple cost centers
- Calculates depreciation for capital spending items within corporate guidelines
- Allows spending within pre-defined parameters

Capital Spending Snapshot

The first tab, **Capital Spending**, is the initial input tab for discretionary capital spending. The first column, "Capital Expenditure Description", is used to describe actual expenditures. A drop-down list provides the "Asset Class" for this purchase.

Capital Expenditure Description	Asset Class	Priority	Cap Ex. Amount	Purchase Month	In Service Month	Warning
Desk & Chair	Furniture and Fixtures	High	1,250	Feb-04	Feb-04	
Hewlett Packard Fax/len	Laptop	High	750	Feb-04	Feb-04	
Refrigerator for breakroom	Furniture and Fixtures	High	2,249	Feb-05	Mar-05	
2 Hewlett Packard Printers	Desktop	High	1,425	Feb-04	Feb-04	
Document shredder	Furniture and Fixtures	High	100	Oct-04	Mar-05	
Breakroom Furniture	Furniture and Fixtures	Low	6,000	Aug-04	Sep-04	
IBM Thinkpad T20	Laptop	High	2,100	Sep-04	Sep-04	

Visit <http://www.cognos.com/innovationcenter/blueprint.html> for complete information and all Performance Blueprint downloads.

IBM Cognos Expense Planning and Control Performance Blueprint

Aside from revenue, expenses are typically the main focus of corporate profit and loss statements. At the corporate level, maximum effort is made to manage expenses and set spending guidelines, while at the divisional level, line managers make expense decisions to optimize efficiency and productivity. Forward-looking collaboration must occur so that divisional decisions are aligned with strategic and tactical corporate goals. This Blueprint, was created using the collective experience and applied best practices of thousands of Cognos customers around the world.

Blueprint Objectives

The following planning, budgeting, and forecasting objectives are achieved using the *Expense Planning and Control Blueprint*:

- Manage expenses based upon drivers and historically reliable rates.
- Allocate expenses equitably based upon historical patterns or drivers such as headcount over a certain number of periods.
- Consolidate expenses enabling seamless expense planning.
- Link salary and headcount projections as drivers for certain expense accounts in the plan.
- Currency planning and conversion capabilities.
- Internal transfer planning capabilities.

Drivers Snapshot Application Brief

On the first tab, Drivers are stored by month, cost center, and version. They are used on the **Expense Detail** tab. The selection on the **Expense Detail** tab causes the appropriate driver to be linked over to **Driver Based Calc** and then properly calculated in real time. The **Drivers** tab is for informational purposes and is used in calculating driver-based expenses; no selections or changes are allowed on this tab.

	Post Forecast	Current Forecast	Budget
Headcount		0	0
Revenue	382,885,318	382,885,318	389,272,052
Square ft	1,023	1,023	1,023
Number of PCs	7	7	7
# of Cell Phones	7	7	7
# of Office Phones (60% of Headcount)	5.20	5.20	5.20
# of Trip Nights	30	30	30
# of Trip Days with Rental Car	21	21	21
Salary	82,837,013	82,837,013	82,837,013

Visit <http://www.cognos.com/innovationcenter/blueprint.html> for complete information and all Performance Blueprint downloads.

**IBM Cognos Initiative
 Planning Performance Blueprint**

Expenses associated with a labor- or capital-intensive initiative or project can form a large part of a company's expense and capital expenditure base. This Blueprint allows project managers to plan from a financial perspective by selecting resources required, determining other project expenses, and forecasting capital expenditures. For example, a project manager in charge of a Corporate Performance Management (CPM) software implementation can select resources from a dropdown list by function, by resource type (for determining the cost and time spent on the project), and by time period. The Blueprint calculates the cost of these resources over the appropriate timeframe. The project manager also determines by year other project costs, which are allocated based on headcount profile. The ability to adjust these costs monthly is provided. Capital expenditures associated with the project can also be input. These in turn feed the *IBM Cognos Capital Project Planning Blueprint* in order to determine depreciation and cash impact. Non-capital expenses such as rentals feed the *IBM Cognos Expense Planning and Control Blueprint*. This Blueprint allows for the inclusion of financial benefits like revenue generation or expense reduction along with the month such benefits start. The Blueprint calculates the project's Net Present Value and Payback Period. Financial benefits feed the IBM Cognos Strategic Long Range Planning Blueprint, enabling executive management to see the impact on revenue and profits over a five-year horizon. The *IBM Cognos Initiative Planning Blueprint* requires very little input from the user, yet returns a great deal of information.

Blueprint Objectives

The *IBM Cognos Initiative Planning Blueprint* achieves the following planning objectives:

- Manage resources by assigning them to projects.
- Allocate expenses and capital expenditure to projects.
- Consolidate projects to provide a total company view.

Required Return on Capital Snapshot

Controlled by the system administrator, this tab allows the project manager to review the corporate return on capital requirements. Best practice is to require a higher return as project risk increases.

Required Return on Capital	
High	14.00%
Medium-High	12.00%
Medium	10.00%
Medium-Low	8.00%
Low	6.00%

Visit <http://www.cognos.com/innovationcenter/blueprint.html> for complete information and all Performance Blueprint downloads.

**IBM Cognos Risk Analysis
 Performance Blueprint**

Whether undertaking an annual operating plan or a rolling forecast process, few companies challenge business managers to assess the risks associated with their assumptions, the consequent bottom-line impact should these assumptions prove inaccurate, and the possible strategies to mitigate the consequences.

The *Risk Analysis Blueprint* enables corporations to challenge business managers to assess the level of risk associated with their business plans and assumptions. Business risk is categorized by risk type such as Financial Risk, Brand Risk, and Customer Risk, which are then further divided by risk type such as Currency Risk under the Financial Risk category—one particular division may have a greater risk to currency fluctuations than another, due to a higher level of overseas earnings.

Blueprint Objectives

The following planning, budgeting, and forecasting objectives are achieved using the *Risk Analysis Blueprint*:

- Analyze risk by division across risk categories.
- Suggest mitigation strategies and the costs associated with those strategies.
- Aggregate risk by sub category at the corporate level.

Hierarchy Snapshot

It is likely that risk analysis would be done at the divisional level, since different divisions have different risk profiles. It is unlikely that risk analysis would be done at the departmental level.



Visit <http://www.cognos.com/innovationcenter/blueprint.html> for complete information and all Performance Blueprint downloads.

IBM Cognos Sales Compensation Planning Performance Blueprint

This Blueprint enables organizations to manage compensation targets and commission payouts, archive historical data and previous projections for reference and analysis, and link sales compensation plans with headcount projections and integrated financials.

Blueprint Objectives

The *Sales Compensation Planning Blueprint* achieves a number of planning objectives:

- Demonstrates automated planning by generating sales compensation projections based on revenue forecasts from the *Sales Planning and Forecasting Blueprint*.
- Provides historical and plan data for variance reporting.
- Produces immediate compensation information by sales representative and by region.
- Provides compensation breakout information including base salary, commissions, bonuses and other sales incentive programs.
- Validates compensation plans against individual targets.
- Provides a “sandbox” area for what-if analysis by sales person.
- Passes sales compensation projections to the *Headcount and Compensation Planning Blueprint*.

Commission Calculation Snapshot

The tab called **Commission Calc** is used to calculate the commission payout amounts for each sales representative, based on revenue projections from the **Revenue Exceptions** tab.

The commission calculation is based on a tiered system, in which achievement of certain targets leads to higher commission percentages.

Revenue Information	2008 Actual	2008 Budget	2009 Actual	2009 Budget	2010 Actual	2010 Budget	2011 Actual	2011 Budget
Revenue	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Commission	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Commission %	10%	10%	10%	10%	10%	10%	10%	10%
Commission Tier 1	0	0	0	0	0	0	0	0
Commission Tier 2	0	0	0	0	0	0	0	0
Commission Tier 3	0	0	0	0	0	0	0	0
Commission Total	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000

Visit <http://www.cognos.com/innovationcenter/blueprint.html> for complete information and all Performance Blueprint downloads.

IBM Cognos Sales Planning and Forecasting Performance Blueprint

This Blueprint enables organizations to manage revenues, archive historical data and previous projections for reference and analysis, and integrate the sales planning process into supply chain forecasts, headcount projections, sales compensation planning, and integrated financials.

Blueprint Objectives

The *IBM Cognos Sales Planning and Forecasting Blueprint* achieves a number of planning objectives:

- Supports five different revenue forecasting models – *Transaction, Opportunity, Subscription, Usage* and *Services*—using IBM Cognos 8 Planning.
- Uses historical data to generate sales forecasts baselines.
- Produces immediate profitability information by customer and by product.
- Provides a more reliable picture of customer demand to supply-chain processes (where applicable).
- Validates sales plans against corporate targets.
- Supports sales compensation planning.
- Supports integrated financials.

Opportunity Method Snapshot

The *Opportunity* method enables a sales representative to forecast revenue by sales opportunity throughout a phased sales cycle from initial qualification, evaluation, selection, and through to contract negotiation. This sales model is typical in companies with large complex products and service offerings where sales cycles are measured in months rather than days.



Visit <http://www.cognos.com/innovationcenter/blueprint.html> for complete information and all Performance Blueprint downloads.

IBM Cognos Strategic Finance Performance Blueprint

This Blueprint provides a complete performance management framework for strategic financial planning. It supports a systematic, Web-based process for evaluating long-range plans and strategies, analyzing scenarios, supporting executive decision making, and monitoring success. Long-term strategic financial planning helps companies establish performance targets and guide resource allocations for operational plans and budgets across the enterprise.

Blueprint Benefits

This Blueprint is the ideal replacement for unreliable spreadsheet-based approaches to long-term enterprise financial planning. It enables users to evaluate their success in meeting goals over multiple years with reliable, consistent modeling tools. The Blueprint also:

- Facilitates long-range strategic planning over a ten-year period.
- Evaluates the impact of multiple strategies.
- Allows for comparison and analysis of *what-if* growth scenarios.
- Facilitates evaluation of internal or external growth opportunities.
- Enables merger and acquisition (M&A) planning.
- Provides an assessment of the current portfolio – allowing for analysis and impact of divestitures.
- Includes tax and credit rating impacts; Includes set of consolidated financial statements with distinct views for base growth, acquisitions, and divestitures.

IBM Cognos Innovation Center for Performance Management

Strategic Finance Portal

Logging into the Strategic Finance Portal offers users a selection of key metrics, with indicators showing performance against target. Users may select from various what-if scenarios for comparison. In the upper left, a line graph shows the Income Statement outcomes for various scenarios – *Best Case*, *Most Likely*, and *Worst Case*. This graphic is invaluable when making the type of what-if decisions required in most organizations. By selecting the scenario, users can also drill down further to the Income Statement report. The top-right graphic – in the form of a “waterfall chart” – shows the incremental impact of acquisitions and divestitures for the Income Statement.



Visit <http://www.cognos.com/innovationcenter/blueprint.html> for complete information and all Performance Blueprint downloads.

IBM Cognos Integrated Financial Statements Performance Blueprint (formerly Strategic Financial Planning and Forecasting)

This Blueprint aligns financial objectives to synchronize and coordinate operational plans across the enterprise. It updates financial statements, including Income Statement, Balance Sheet and Statement of Cash Flow in real-time as financial and operational drivers are updated.

Throughout the corporation during the planning cycle there will be models supporting different types of planning processes such as sales planning, headcount planning and capital planning. These models are designed to collect data at the micro level. Integrated Financial Statements is the macro level model consolidating and analyzing the results of the micro planning processes. At a corporate level the results of the planning process should be validated against the strategic objectives of the corporation and provide predictability into the long range plan.

Blueprint Objectives

The *Integrated Financial Statement Blueprint* achieves a number of planning objectives:

- Connects operational plans to the financial statements
- Integrates and updates all of the financial statements
- Provides the basis for the strategic long range plan
- Validates bottom up plans against strategic objectives

IBM Cognos Innovation Center for Performance Management

Income Statement Snapshot

The Income Statement is fed by bottom-up plans developed in other blue prints e.g. sales blue print. The Financial Analyst can compare these bottom-up plans to actual data, his current forecast and his previous forecast. By using the client loader extension the Financial Analyst can easily transfer data from the current forecast to the previous forecast and create a new current forecast.

	Jan	Feb	Mar	Q1
Sales	211,712	203,881	208,772	290,323
Cost of sales				
Raw Materials	51,877	38,022	50,071	258,065
Labor	42,900	64,316	60,050	703,548
Total Cost of Sales	146,953	150,338	154,122	451,613
Gross Margin	110,215	112,983	111,559	338,710
Gross Margin %	47.86%	43.86%	42.90%	47.86%
Depreciation and amortization	54,042	54,042	54,042	162,126
Selling expenses	11,475	11,475	11,475	34,425
Administrative expenses	17,213	17,213	17,213	51,639
Total operating expenses	82,730	82,730	82,730	248,190
Profit from operations	26,882	29,576	32,256	88,710
Interest income	8,333	8,333	8,333	25,000
Net Income before taxes	18,549	21,243	23,923	63,710
Provision for income taxes	11,657	11,657	11,657	35,000
Net Income	6,892	9,586	12,266	28,710
Earnings per share				
Basic				\$0.69
Diluted				\$0.65

Visit <http://www.cognos.com/innovationcenter/blueprint.html> for complete information and all Performance Blueprint downloads.

IBM Cognos Strategic Long Range Planning Performance Blueprint

This Blueprint uses projections from the *Integrated Financial Statements Blueprint* (formerly Strategic Financial Planning and Forecasting) and the Initiative Planning Blueprints to assess the impact of market growth factors and strategic initiatives on corporate P/L projections over a five-year period.

Blueprint Objectives

The *IBM Cognos Strategic Long Range Planning Blueprint* achieves a number of planning objectives:

- The consolidation of the impact of strategic initiatives into the income statement.
- Easily projects the impact of other economic variables on the organization's profit outlook, over five (5) years.
- Rapidly assesses alternative scenarios for any combination of internal and external variables impacting the financial position.
- Leverages a driver-based framework for managing financial projections to more realistically represent the true variables of financial performance.

Assumptions Snapshot

This tab allows users to input assumptions for the impact of other internal and external variables such as market growth, market share growth, the percentage increase in fixed and variable expenses, and changes in the estimated cost of sales. These assumptions are in addition to any strategic initiatives that are captured from the *IBM Cognos Initiative Planning Blueprint*.

	2007				2008				2009			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Revenue Market Growth %	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
Revenue Market Share Growth %	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%
Fixed Expense Growth %	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
Variable Expense Growth %	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
Cost of Sales %	23.00%	23.00%	23.00%	23.00%	23.00%	23.00%	23.00%	23.00%	23.00%	23.00%	23.00%	23.00%

Visit <http://www.cognos.com/innovationcenter/blueprint.html> for complete information and all Performance Blueprint downloads.

Initiative Impact Snapshot

By using a system link, this tab brings in summary data from the *IBM Cognos Initiative Planning Blueprint*.

	JAN 05	FEB 05	MAR 05	APR 05	MAY 05	JUN 05	JUL 05	AUG 05	SEP 05	OCT 05	NOV 05
Revenue including Growth											
Expense including Growth											
Project Expense		176,279	176,700	187,237	162,237	129,328	149,779	143,788	128,328	-254,307	154,307
Capital Expense	1,000,000	100,000								24,000,000	8,000,000

IBM Cognos Workforce Planning Performance Blueprint (formerly referred to as Headcount and Compensation Planning)

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This Blueprint provides forward-looking visibility into workforce decisions at both the divisional and company levels. Headcount projections can then be leveraged as drivers in other planning processes.

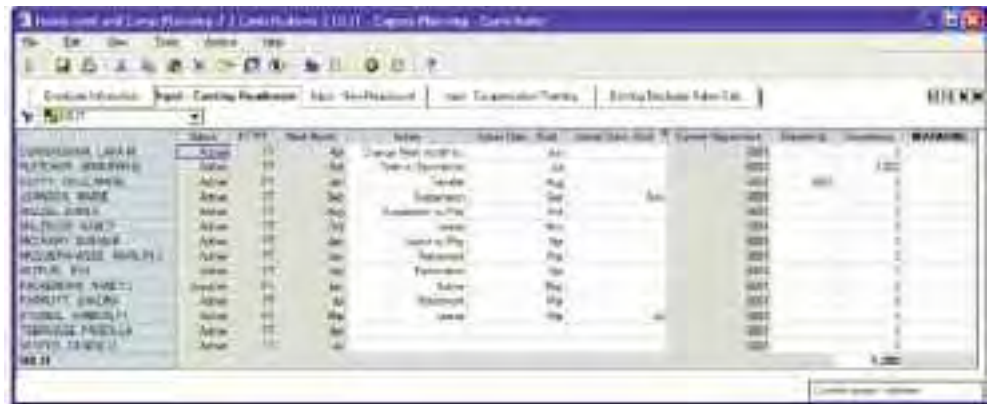
Blueprint Objectives

This Blueprint achieves a number of planning objectives:

- Manages headcount for existing, new, and sales employees.
- Manages salary, merit, and bonus decisions at the employee and/or group level.
- Determines benefit and tax expenses.
- Links salary and headcount projections as drivers for other items on an expense plan.
- Demonstrates variable compensation capabilities.
- Demonstrates internal transfer planning capabilities.

Input – Existing Headcount Snapshot

This tab is used to manage headcount of existing employees. Fields in gray are non-editable and are linked over from the **Employee Information** tab. Fields in white are editable and used to manage existing headcount.



Visit <http://www.cognos.com/innovationcenter/blueprint.html> for complete information and all Performance Blueprint downloads.

IBM Cognos Workforce Resource Management Performance Blueprint

This Blueprint enables front-line managers to align worker staffing and scheduling with business drivers. It is short-term in scope, but highly detailed.

Blueprint Objectives

The *Workforce Resource Management Performance Planning Blueprint*

- Determines headcount requirements by activity, based on highly flexible, best-practice, driver-based methods.
- Enables managers to set staffing effectiveness by activity for each employee.
- Offers managers real-time visibility into the cumulative schedule's variance from ideal driver-based requirements by activity when entering employee shift patterns.
- Gives clear warning should managers attempt to assign an inappropriate activity.
- Streamlines entry of employee shift details to reduce schedule creation time.
- Includes a clear shift-summary output of the staffing schedule.
- Can vary employee pay rates as required.
- Includes additional pay factors (such as for national holidays) by employee by day.
- Automatically generates detailed financial implications of the schedule.

Payroll Snapshot

The **Payroll** tab shows an example of financial outputs available from this Blueprint. Although the prime goal is improving staff scheduling efficiency and effectiveness against driver-based requirements, we can leverage user input in ways impossible without the Blueprint. Additionally, the data from this tab could be used to automatically populate a short-term forecasting model with expected (and highly accurate) staffing expenses.

Employee ID	Rate	Hourly Rate	Overtime	Benefits	...
Employee 01	20.00	20.00	4.00	4.00	...
Employee 02	22.00	22.00	4.40	4.40	...
Employee 03	24.00	24.00	4.80	4.80	...
Employee 04	26.00	26.00	5.20	5.20	...
Employee 05	28.00	28.00	5.60	5.60	...
Employee 06	30.00	30.00	6.00	6.00	...
Employee 07	32.00	32.00	6.40	6.40	...
Employee 08	34.00	34.00	6.80	6.80	...
Employee 09	36.00	36.00	7.20	7.20	...
Employee 10	38.00	38.00	7.60	7.60	...
Employee 11	40.00	40.00	8.00	8.00	...
Employee 12	42.00	42.00	8.40	8.40	...
Employee 13	44.00	44.00	8.80	8.80	...
Employee 14	46.00	46.00	9.20	9.20	...
Employee 15	48.00	48.00	9.60	9.60	...
Employee 16	50.00	50.00	10.00	10.00	...
Employee 17	52.00	52.00	10.40	10.40	...
Employee 18	54.00	54.00	10.80	10.80	...
Employee 19	56.00	56.00	11.20	11.20	...
Employee 20	58.00	58.00	11.60	11.60	...
Employee 21	60.00	60.00	12.00	12.00	...
Employee 22	62.00	62.00	12.40	12.40	...
Employee 23	64.00	64.00	12.80	12.80	...
Employee 24	66.00	66.00	13.20	13.20	...
Employee 25	68.00	68.00	13.60	13.60	...
Employee 26	70.00	70.00	14.00	14.00	...
Employee 27	72.00	72.00	14.40	14.40	...
Employee 28	74.00	74.00	14.80	14.80	...
Employee 29	76.00	76.00	15.20	15.20	...
Employee 30	78.00	78.00	15.60	15.60	...
Employee 31	80.00	80.00	16.00	16.00	...
Employee 32	82.00	82.00	16.40	16.40	...
Employee 33	84.00	84.00	16.80	16.80	...
Employee 34	86.00	86.00	17.20	17.20	...
Employee 35	88.00	88.00	17.60	17.60	...
Employee 36	90.00	90.00	18.00	18.00	...
Employee 37	92.00	92.00	18.40	18.40	...
Employee 38	94.00	94.00	18.80	18.80	...
Employee 39	96.00	96.00	19.20	19.20	...
Employee 40	98.00	98.00	19.60	19.60	...
Employee 41	100.00	100.00	20.00	20.00	...
Employee 42	102.00	102.00	20.40	20.40	...
Employee 43	104.00	104.00	20.80	20.80	...
Employee 44	106.00	106.00	21.20	21.20	...
Employee 45	108.00	108.00	21.60	21.60	...
Employee 46	110.00	110.00	22.00	22.00	...
Employee 47	112.00	112.00	22.40	22.40	...
Employee 48	114.00	114.00	22.80	22.80	...
Employee 49	116.00	116.00	23.20	23.20	...
Employee 50	118.00	118.00	23.60	23.60	...
Employee 51	120.00	120.00	24.00	24.00	...
Employee 52	122.00	122.00	24.40	24.40	...
Employee 53	124.00	124.00	24.80	24.80	...
Employee 54	126.00	126.00	25.20	25.20	...
Employee 55	128.00	128.00	25.60	25.60	...
Employee 56	130.00	130.00	26.00	26.00	...
Employee 57	132.00	132.00	26.40	26.40	...
Employee 58	134.00	134.00	26.80	26.80	...
Employee 59	136.00	136.00	27.20	27.20	...
Employee 60	138.00	138.00	27.60	27.60	...
Employee 61	140.00	140.00	28.00	28.00	...
Employee 62	142.00	142.00	28.40	28.40	...
Employee 63	144.00	144.00	28.80	28.80	...
Employee 64	146.00	146.00	29.20	29.20	...
Employee 65	148.00	148.00	29.60	29.60	...
Employee 66	150.00	150.00	30.00	30.00	...
Employee 67	152.00	152.00	30.40	30.40	...
Employee 68	154.00	154.00	30.80	30.80	...
Employee 69	156.00	156.00	31.20	31.20	...
Employee 70	158.00	158.00	31.60	31.60	...
Employee 71	160.00	160.00	32.00	32.00	...
Employee 72	162.00	162.00	32.40	32.40	...
Employee 73	164.00	164.00	32.80	32.80	...
Employee 74	166.00	166.00	33.20	33.20	...
Employee 75	168.00	168.00	33.60	33.60	...
Employee 76	170.00	170.00	34.00	34.00	...
Employee 77	172.00	172.00	34.40	34.40	...
Employee 78	174.00	174.00	34.80	34.80	...
Employee 79	176.00	176.00	35.20	35.20	...
Employee 80	178.00	178.00	35.60	35.60	...
Employee 81	180.00	180.00	36.00	36.00	...
Employee 82	182.00	182.00	36.40	36.40	...
Employee 83	184.00	184.00	36.80	36.80	...
Employee 84	186.00	186.00	37.20	37.20	...
Employee 85	188.00	188.00	37.60	37.60	...
Employee 86	190.00	190.00	38.00	38.00	...
Employee 87	192.00	192.00	38.40	38.40	...
Employee 88	194.00	194.00	38.80	38.80	...
Employee 89	196.00	196.00	39.20	39.20	...
Employee 90	198.00	198.00	39.60	39.60	...
Employee 91	200.00	200.00	40.00	40.00	...
Employee 92	202.00	202.00	40.40	40.40	...
Employee 93	204.00	204.00	40.80	40.80	...
Employee 94	206.00	206.00	41.20	41.20	...
Employee 95	208.00	208.00	41.60	41.60	...
Employee 96	210.00	210.00	42.00	42.00	...
Employee 97	212.00	212.00	42.40	42.40	...
Employee 98	214.00	214.00	42.80	42.80	...
Employee 99	216.00	216.00	43.20	43.20	...
Employee 100	218.00	218.00	43.60	43.60	...
Employee 101	220.00	220.00	44.00	44.00	...
Employee 102	222.00	222.00	44.40	44.40	...
Employee 103	224.00	224.00	44.80	44.80	...
Employee 104	226.00	226.00	45.20	45.20	...
Employee 105	228.00	228.00	45.60	45.60	...
Employee 106	230.00	230.00	46.00	46.00	...
Employee 107	232.00	232.00	46.40	46.40	...
Employee 108	234.00	234.00	46.80	46.80	...
Employee 109	236.00	236.00	47.20	47.20	...
Employee 110	238.00	238.00	47.60	47.60	...
Employee 111	240.00	240.00	48.00	48.00	...
Employee 112	242.00	242.00	48.40	48.40	...
Employee 113	244.00	244.00	48.80	48.80	...
Employee 114	246.00	246.00	49.20	49.20	...
Employee 115	248.00	248.00	49.60	49.60	...
Employee 116	250.00	250.00	50.00	50.00	...
Employee 117	252.00	252.00	50.40	50.40	...
Employee 118	254.00	254.00	50.80	50.80	...
Employee 119	256.00	256.00	51.20	51.20	...
Employee 120	258.00	258.00	51.60	51.60	...
Employee 121	260.00	260.00	52.00	52.00	...
Employee 122	262.00	262.00	52.40	52.40	...
Employee 123	264.00	264.00	52.80	52.80	...
Employee 124	266.00	266.00	53.20	53.20	...
Employee 125	268.00	268.00	53.60	53.60	...
Employee 126	270.00	270.00	54.00	54.00	...
Employee 127	272.00	272.00	54.40	54.40	...
Employee 128	274.00	274.00	54.80	54.80	...
Employee 129	276.00	276.00	55.20	55.20	...
Employee 130	278.00	278.00	55.60	55.60	...
Employee 131	280.00	280.00	56.00	56.00	...
Employee 132	282.00	282.00	56.40	56.40	...
Employee 133	284.00	284.00	56.80	56.80	...
Employee 134	286.00	286.00	57.20	57.20	...
Employee 135	288.00	288.00	57.60	57.60	...
Employee 136	290.00	290.00	58.00	58.00	...
Employee 137	292.00	292.00	58.40	58.40	...
Employee 138	294.00	294.00	58.80	58.80	...
Employee 139	296.00	296.00	59.20	59.20	...
Employee 140	298.00	298.00	59.60	59.60	...
Employee 141	300.00	300.00	60.00	60.00	...
Employee 142	302.00	302.00	60.40	60.40	...
Employee 143	304.00	304.00	60.80	60.80	...
Employee 144	306.00	306.00	61.20	61.20	...
Employee 145	308.00	308.00	61.60	61.60	...
Employee 146	310.00	310.00	62.00	62.00	...
Employee 147	312.00	312.00	62.40	62.40	...
Employee 148	314.00	314.00	62.80	62.80	...
Employee 149	316.00	316.00	63.20	63.20	...
Employee 150	318.00	318.00	63.60	63.60	...
Employee 151	320.00	320.00	64.00	64.00	...
Employee 152	322.00	322.00	64.40	64.40	...
Employee 153	324.00	324.00	64.80	64.80	...
Employee 154	326.00	326.00	65.20	65.20	...
Employee 155	328.00	328.00	65.60	65.60	...
Employee 156	330.00	330.00	66.00	66.00	...
Employee 157	332.00	332.00	66.40	66.40	...
Employee 158	334.00	334.00	66.80	66.80	...
Employee 159	336.00	336.00	67.20	67.20	...
Employee 160	338.00	338.00	67.60	67.60	...
Employee 161	340.00	340.00	68.00	68.00	...
Employee 162	342.00	342.00	68.40	68.40	...
Employee 163	344.00	344.00	68.80	68.80	...
Employee 164	346.00	346.00	69.20	69.20	...
Employee 165	348.00	348.00	69.60	69.60	...
Employee 166	350.00	350.00	70.00	70.00	...
Employee 167	352.00	352.00	70.40	70.40	...
Employee 168	354.00	354.00	70.80	70.80	...
Employee 16					

IBM Cognos Group Consolidation and Corporate Reporting Performance Blueprint

This Blueprint streamlines the close, consolidate, and reporting process. It keeps reporting numbers for European IFRS in one place, in the same format, for faster, more reliable management and regulatory reporting.

The *Group Consolidation and Corporate Reporting Performance Blueprint* adheres to three core Blueprint design principles: First, it incorporates standard best practices for setting up a Cognos Controller application to support European consolidation and reporting. Second, it provides building blocks to enable quick start in deployments. Third, it readily integrates with the Cognos Performance Management System.

Customer Benefits

Best practice examples and templates to deploy Cognos Controller for key requirements; account, currency, minority Understanding solution value and impact on regulatory reporting Blueprint Pre-built structural building blocks for designing and setting up group consolidation structures Standard data entry templates and reconciliation rules for data collection Leverages Cognos Controller application approach for modular development Cognos 8 Controller.

The GCCR blueprint enables customers to quickly deploy Cognos Controller, providing the starting point for key aspects of the consolidation system. The Blueprint delivers standard definitions and processes, which can be deployed as is or modified.

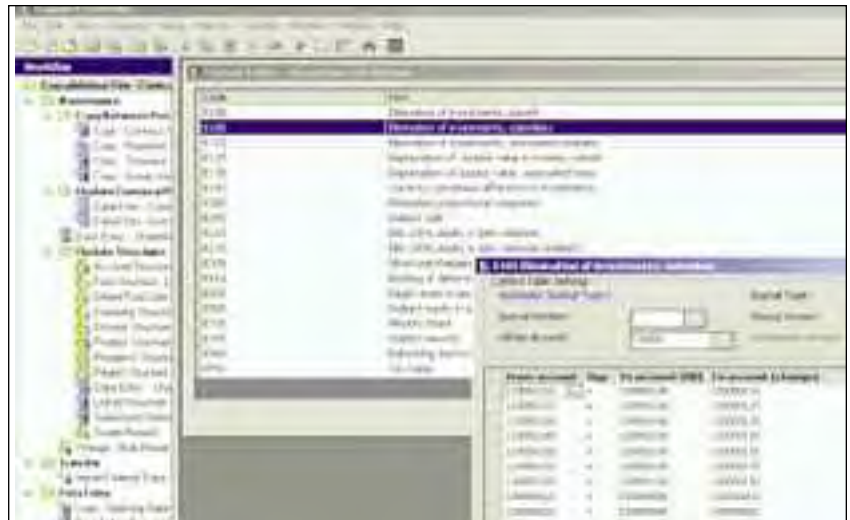
The Blueprint when combined with:

- Customer legal entity and management stroll ups
- Customer data
- Customer modifications

Results in a foundation for a complete financial consolidation system.

Control Tables Snapshot

All control tables are set up to make sure automatic events are working properly. Examples: acquisition calculation and inter-company elimination.



Visit <http://www.cognos.com/innovationcenter/blueprint.html> for complete information and all Performance Blueprint downloads.

IBM Cognos Management and Financial Reporting Performance Blueprint

This Blueprint helps increase efficiency in the financial consolidation process. It provides timely distribution of performance reports to business managers, who are often underserved with the performance information critical for decision-making. And it provides a seamless, integrated approach to leveraging IBM Cognos 8 Business Intelligence with IBM Cognos 8 Controller.

Model Objectives

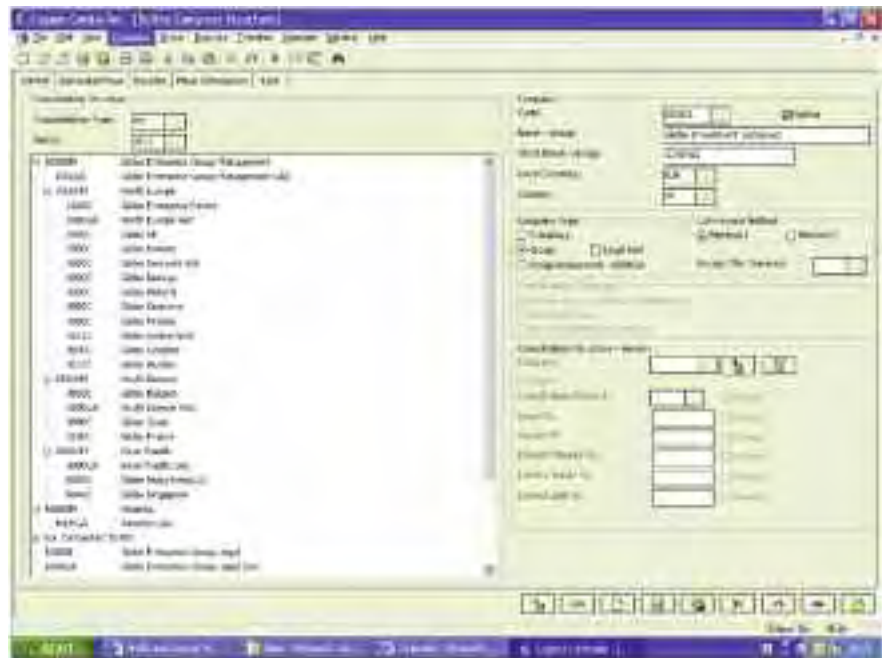
- Integrate processes and systems for management and statutory consolidation and reporting.
- Leverage a platform for enhanced management and corporate reporting and analysis.

Financial and Management Consolidation comprises four steps:

- Maintenance
- Data collection
- Data processing
- Data output

Maintenance Snapshot

Cognos Controller consists of a number of pre-defined structures such as account, actuals, company, and free extended dimensions. A continuous process updates these structures for each reporting period. The **Company** dimension is a pre-defined structure for defining groups, subgroups, companies, and their relationships.



Visit <http://www.cognos.com/innovationcenter/blueprint.html> for complete information and all Performance Blueprint downloads.

Additional Partner Solutions designated Powered by IBM Cognos Software

Additional partner solutions which have received Powered by IBM Cognos Software designation are listed below.

These solutions have been evaluated and have met the membership requirements and criteria set in the program. Due to editorial timeframes, the complete solution details were not yet available for print.

COMPANY	SOLUTION NAME	IBM COGNOS PRODUCTS	INDUSTRY	GEOGRAPHIES
CODA	CODA Financials	IBM Cognos 8 BI	Banking & Financial Services	North America, Australia, Europe, Pacific Rim
Latino BI	LBI Insurance Analytics "SISEG"	IBM Cognos 8 BI, IBM Cognos Planning, ReportNet, Metrics Manager, DecisionStream, PowerHouse Web	Banking & Financial Services - Insurance	Latin America
Atos Origin Ltd	Process-Enabled Business Intelligence - Improving The Quality Of Decision Making	IBM Cognos 8 BI, Metrics Manager	Banking & Financial Services	Europe
Software By Design, Inc.	Reject and Approval Workflow (RAW)	IBM Cognos 8 BI	Banking & Financial Services	North America
Sungard Higher Education and Public Sector Systems	Banner Performance Reporting and Analytics	IBM Cognos 8 BI, Metrics Manager	Public Sector - Higher Education	North America, Australia, Europe, Latin America, Pacific Rim, Worldwide
Jenzabar	Jenzabar CX	IBM Cognos 8 BI, PowerPlay, Decision Stream, Visualizer, BI Series 7, Impromptu	Public Sector - Higher Education	North America, Latin America
BearingPoint	POM & Budget solution	IBM Cognos 8 BI, IBM Cognos 8 Planning	Public Sector - Budget	North America, Australia, Europe, Latin America, Pacific Rim, Worldwide
SunGard Public Sector (Pentamation)	eSchoolPLUS	ReportNet, Impromptu, IBM Cognos TM1	Public Sector - K-12 Schools	North America
John Daniel Associates, Inc.	eTrax Inspection Tracking	IBM Cognos 8 BI	Manufacturing - Fire Extinguisher inspection	North America
Infor	Infor XA, Infor SyteLine ERP, Infor Com, Infor XPPS, Infor Visual	IBM Cognos 8 BI	Manufacturing	Worldwide
John Daniel Associates, Inc.	SteelFacts	IBM Cognos 8 BI, PowerPlay, Decision Stream	Manufacturing - Shipping & Tracking	North America, Europe

...continues

COMPANY	SOLUTION NAME	COGNOS PRODUCTS	TARGET INDUSTRY	REGIONAL AVAILABILITY
nps d.o.o.	BI4Dynamics NAV	IBM Cognos 8 BI	Cross-Industry (Microsoft)	North America, Australia, Europe, Latin America, Pacific Rim, Worldwide
Kinetek Consulting	emPower	IBM Cognos 8 BI	Cross-industry (government regulations)	North America
Accenture	Enterprise Metric Manager (EMM)	IBM Cognos 8 BI	Cross-industry	Worldwide
Varicent Software Incorporated	Varicent Sales Performance Management	IBM Cognos TM1	Cross-industry (corporate growth)	North America, Australia, Europe
Bullhorn, Inc.	Bullhorn 360	IBM Cognos 8 BI	Other Staffing and Recruiting	North America, Australia, Europe, Pacific Rim
Motio Inc. (Formerly Focus Technologies LLC)	MotioCAP	IBM Cognos 8 BI, IBM Cognos Performance Applications, ReportNet	LOB – IT	Worldwide
Motio Inc (Formerly Focus Technologies LLC)	MotioCI	IBM Cognos 8 BI, IBM Cognos Performance Applications, ReportNet	LOB – IT (Application development)	Worldwide
newScale, Inc.	newScale RequestCenter	ReportNet, PowerPlay	LOB – IT (IT management)	North America, Australia, Europe, Latin America

Powered By IBM Cognos Software Solutions Map

Please note the following designations (type) for each solution:

PICS Powered by IBM Cognos Software Partner Solution

PS Partner Solution

ICB Innovation Center Performance Blueprint

ICS IBM Cognos Solution

COMPANY	SOLUTION	TYPE	DESCRIPTION	GEOGRAPHIES	INDUSTRY	PG #
3C Pharma, Inc.	Clintelligence	PbyICS	Clintelligence is a business intelligence portal for pharmaceutical clinical development.	North America	Life Sciences - Pharmaceuticals	53
Accenture	Accenture Pre-Contract Analytics	PbyICS	Pre-Contract Analytics offers companies the foresight to shape contracts, optimize revenue and ROI, and offer the right discounts to customers before anything gets signed. The capability offers a closed loop solution for identifying opportunities, evaluating customer performance, forecasting proposed performance, garnering internal approvals, and negotiating and finalizing the deal. The solution combines the appropriate people, processes, and technology, including the power of IBM Cognos Planning and IBM Cognos 8 BI, to create a collaborative model for better contract performance.	North America, Europe	Life Sciences - Healthcare	51
Accenture	Enterprise Metric Manager (EMM)	PbyICS	NEW Powered by IBM Cognos Software Solution – For details please see online solutions catalog at www.cognos.com	Worldwide	Cross-industry	186
Acorn Systems, Inc.	Enterprise Performance Suite	PbyICS	The Enterprise Performance Suite is an enterprise performance management application for financial services, retail, distribution and manufacturing industries. Acorn's EPS focuses on profit improvement through actionable insight into costs, revenues, profitability, and capacity.	North America	Financial Services	13
Acumetrics Business Intelligence Inc.	Cognos CMS Head Start Solution	PbyICS	Acumetrics has built Head Start solutions for clients using CMS Software's i5 ERP Solution. Leveraging years of experience on the CMS ERP solution, and a strategic partnership with CMS Software, Acumetrics is able to deliver "out-of-the-box" business intelligence	North America	Manufacturing	77
Alliance Consulting	Life Sciences Sales and Marketing Information Framework	PbyICS	Alliance's framework offers mid-tier pharmaceutical and biotechnology companies comprehensive reporting and analysis capabilities that increase brand adoption process through optimized targeting and call planning. Alliance approach consists of proprietary technology assets and services for pharmaceutical sales and marketing data warehousing and customer master data management that are specifically designed to meet the needs of evolving mid-tier pharmaceutical and biotechnology companies. Alliance's solution provides rapid time to benefit while establishing a solid architectural foundation that is readily scalable and flexible to support long-term business expansion and growth.	North America	Life Sciences - Healthcare	57

COMPANY	SOLUTION	TYPE	DESCRIPTION	GEOGRAPHIES	INDUSTRY	PG #
Annata HF	Annata Analytics	PbyICS	Annata Analytics is a pre-built performance management solution for all industries.	Worldwide	Cross-Industry	93
Appluent Technology	Appluent Product Suite	PbyICS	Provides comprehensive BI/ Data Warehousing workload analysis and correlated insight into user activity, applications, and database usage, without disrupting production systems.	North America, Europe	IT	118
ARCS Solutions	BPM Office	PbyICS	ARCS Solutions provides applications that allow your company's decision-makers to align their business decisions with their strategies, or refine their strategies based on real-time data, enabling you to maximize profitability.	North America	Cross-Industry - Profitability management	95
Atos Origin	Atos Origin Cognos Documentation Service	PbyICS	Atos Origin provides a service, called the Atos Origin Cognos Document Service, to deliver a set of documents that reflect the Cognos environment at the customer's site. These documents will contain all the information that is needed to rebuild, redesign or audit each individual report, cube, framework etc, and can be used for maintenance purposes or to educate new employees.	Worldwide	IT - Application Documentation	119
Atos Origin Ltd	Process-Enabled Business Intelligence - Improving The Quality Of Decision Making	PbyICS	NEW Powered by IBM Cognos Software Solution - For details please see online solutions catalog at www.cognos.com	Europe	Financial Services	185
Aviana Global Technologies	MBBI (Mortgage Banking Business Intelligence)	PbyICS	Mortgage Banking Business Intelligence is a business intelligence solution that enhances the reporting capabilities of Loan Origination System (LOS) software used by mortgage lenders.	Worldwide	Financial Services - Mortgage	19
BearingPoint	Government Performance Management (GPM)	PbyICS	Government Performance Management is a performance management solution for civilian and defense government agencies.	Worldwide	Public Sector - Civilian and Defense	67
BearingPoint	POM & Budget solution	PbyICS	NEW Powered by IBM Cognos Software Solution - For details please see online solutions catalog at www.cognos.com	North America, Australia, Europe, Latin America, Pacific Rim, Worldwide	Public Sector - Budget	185
Bidetime Limited	Bidetime Healthcare Performance Pack	PbyICS	Bidetime Healthcare Performance Pack is performance management software for the healthcare industry.	UK	Life Sciences - Healthcare	52

COMPANY	SOLUTION	TYPE	DESCRIPTION	GEOGRAPHIES	INDUSTRY	PG #
BMB Fuel	Aviation Fuel Decision Support (AFDS)	PbyICS	AFDS is a complete fuel decision support solution that provides tailored, flexible information to anyone in the airline industry. Solution users include flight operations, dispatch, pilots, fleet management, station management, fuel management, performance engineering, procurement, and finance.	Worldwide	Other - Transportation - Aviation	111
Breakway Technologies	Business Process Service's Archive Toolkit for TM1	PbyICS	The Archive Toolkit for TM1 allows for backup and restoration of complete single or multiple-cube applications. Archive files can be restored to the same TM1 instance or a different one.	North America	IT - Application Archive	121
Breakway Technologies	Business Process Services Usage Monitoring for Cognos TM1	PbyICS	Breakaway Technologies' Usage Monitoring for Cognos TM1 provides Administrators clear visibility of who is using the tool and when it's being used most often. Usage Monitoring captures user access to TM1 and stores the history of usage through core TM1 objects and a series of Excel reports. Usage activity can then be trended over various grains of time (hours, days, or months).	North America	IT - Usage Monitoring	122
BrightStar Partners, Inc.	CF Expansion Pack	PbyICS	The CF Expansion Pack simplifies many of the complexities associated with creating, editing, and maintaining financial reports. It reads and writes to the Cognos Finance system by leveraging the Cognos Finance Excel Add-In.	North America	Cross-Industry - Excel Expansion	96
BrightStar Partners, Inc.	MetaManager	PbyICS	As an extension of Framework Manager and IBM Cognos ReportNet or Cognos 8, MetaManager allows administrators to simplify many of the complexities associated with metadata, security, and data management, both at the modeling and user level.	Worldwide	IT - Metadata Management	126
Bullhorn, Inc.	Bullhorn 360	PbyICS	NEW Powered by IBM Cognos Software Solution – For details please see online solutions catalog at www.cognos.com	North America, Australia, Europe, Pacific Rim	Other - Staffing and Recruiting	113
change++ Ltd	BI Solution for the Hospitality Industry	PbyICS	The change++ BI Hospitality solution provides a typical hospitality organization with the information they need to manage their business effectively. It combines provision of key information to outlet and operations teams, with full analysis and reporting capability for central finance, product/pricing teams, marketing and auditors.	Europe	Retail - Hospitality	34
Clarabridge, Inc.	Clarabridge Content Mining Platform	PbyICS	Clarabridge's text mining software transforms text into actionable insight to improve market research, customer care, product development, quality assurance and risk management. Our CMP product enables unstructured information to be analyzed alongside structured information using Cognos 8 BI tools. CMP can be delivered as either an on-site application or as a hosted "Software as a Service" solution.	Worldwide	Cross-Industry - Text Mining	97

COMPANY	SOLUTION	TYPE	DESCRIPTION	GEOGRAPHIES	INDUSTRY	PG #
Claraview Inc.	Claraview Retail Data Warehouse (RDW)	PbyICS	Claraview Retail Performance Management is an out-of-the-box, end-to-end retail performance management system.	North America	Retail	35
COA Intelligence (formerly Strata Systems)	HR Analyser	PbyICS	HR Analyzer is a human resource analytics application.	Worldwide	HR - Human Resource Analytics	141
CODA	CODA Financials	PbyICS	NEW Powered by IBM Cognos Software Solution – For details please see online solutions catalog at www.cognos.com	North America, Australia, Europe, Pacific Rim	Financial Services	185
Cognos, an IBM Company	Balanced Warehouse with IBM Cognos 8 BI	ICS	Cognos 8 BI will now be included in the C-Class Balanced Warehouse offerings, which provide pre-tested, scalable and fully-integrated system components of IBM data warehouse software, server and storage technologies. The C-Class Balanced Warehouses offer small and medium-sized businesses an unprecedented, simplified and complete solution for integrating and maintaining multiple data and information resources in a scalable and versatile data warehouse.	Worldwide	Data - Balanced Warehouse	154
Cognos, an IBM Company	BI-Powered BPM	ICS	Sample templates for leveraging IBM Cognos 8 BI content to support user decisions or automate processes in IBM FileNet P8 BPM and WebSphere Process Server (WPS); Events engine to initiate processes in IBM FileNet P8 BPM or WPS based on IBM Cognos 8 scorecard thresholds, including predicted violations.	Worldwide	Data - FileNet & WPS	155
Cognos, an IBM Company	Data Integration & Quality for Cognos 8 BI	ICS	IBM Information Server data quality, ETL and metadata pre-integrated with IBM Cognos 8 BI and Data Manager; Metadata integration provides lineage from report to data source; IBM Cognos 8 Data Manager continues to be available stand alone for basic data mart loading. Data integration and quality offerings from other vendors will continue to be supported.	Worldwide	Data - Information Server	156
Cognos, an IBM Company	Data Mobility Services	ICS	IBM Data Mobility (Softek) services help clients establish an effective data mobility infrastructure and strategy, while providing a simple and unified approach to moving data on-line – over any distance, regardless of server platform or storage array vendor. These services mitigate operational risk without impacting application performance and SLAs to satisfy business continuity plans. As a result, customers can manage growth more effectively, migrate data on-line and reduce the need for migration windows.	Worldwide	Data - Data Mobility	157

COMPANY	SOLUTION	TYPE	DESCRIPTION	GEOGRAPHIES	INDUSTRY	PG #
Cognos, an IBM Company	IBM Cognos 8 BI Analysis for Microsoft Excel	ICS	IBM Cognos 8 BI Analysis for Microsoft Excel provides a way to explore and analyze trusted, secure, multidimensional information from IBM Cognos 8 BI and other data sources in a familiar Microsoft Excel workspace.	Worldwide	Data - Microsoft	163
Cognos, an IBM Company	IBM Cognos 8 Report Pack for mySAP FI/CO	ICS	The IBM Cognos 8 Report Pack for mySAP FI/CO lets you combine historic data from SAP BW with current data in mySAP in one report or dashboard, without additional coding. More than 60 of the most common business reports come pre-defined, providing you with rapid access to mySAP data. Now, you can deliver the most complete view of your enterprise performance and eliminate the effort and costs required to build a separate operational reporting system.	Worldwide	Data - mySAP	165
Cognos, an IBM Company	IBM Cognos 8 Report Pack for Siebel CRM	ICS	Extend the value of your current enterprise investments by providing business users with the ability to combine in one report or dashboard, historic data from the data warehouse with current data in Siebel CRM without additional coding.	Worldwide	Data - Siebel	166
Cognos, an IBM Company	IBM Cognos Data Adapter for Salesforce	ICS	Looking for a fast, easy way to conduct reporting, analysis, scorecarding, dashboards, and business event management with your Salesforce data? IBM Cognos 8 BI, featuring the IBM Cognos Data Adapter for Salesforce gives your organization the ability to combine this data – along with all your other data housed in your ERP, databases, HR systems, and more – into one true picture of profitability.	Worldwide	Data - Salesforce	164
Cognos, an IBM Company	IBM FileNet Compliance Warehouse	ICS	The Compliance Warehouse brings together a secure content repository, records management, content and e-mail archiving, and classification capabilities, combined with Tivoli governance software and IBM storage hardware to provide a pre-configured solution for reducing information risk and optimizing compliance and legal processes. This offering will also leverage Cognos technology for monitoring, reporting and analysis of compliance related content and processes.	Worldwide	Data - Compliance Warehouse	158
Cognos, an IBM Company	IOD Infrastructure Acceleration Services	ICS	This GTS service is helping clients design and implement high performance and scalable middle-ware infrastructure that support IOD solutions. These services leverage IBM's asset-based best practices and methodologies to quickly and cost-effectively deploy a highly available, reliable dynamic data warehouse solution that includes services, software and hardware. Allowing clients to make better informed decision making more quickly, with less risk providing a faster path to a return on their investment.	Worldwide	Data - Information on Demand	159

COMPANY	SOLUTION	TYPE	DESCRIPTION	GEOGRAPHIES	INDUSTRY	PG #
Cognos, an IBM Company	Portal-based Actionable Dashboards	ICS	The WebSphere Portal Dashboard Accelerator extends value of IBM Cognos 8 by allowing BI data to combine seamlessly with other transactional, collaborative or operational content; A new Cognos "builder" enables IBM Cognos BI data to be easily embedded into a WebSphere Portal application at a fraction of the development cost; IBM Cognos 8 "starter pack" will be bundled with WebSphere Portal Dashboard Accelerator; WebSphere Portal Dashboard Accelerator "starter pack" will be bundled with IBM Cognos 8 BI.	Worldwide	Data - WebSphere Portal	160
Cognos, an IBM Company	Reporting and Dashboards for InfoSphere Warehouse	ICS	Bundling IBM Cognos 8 "starter pack" with IBM InfoSphere Warehouse; includes limited license of IBM InfoSphere Warehouse with IBM Cognos 8; provides increased optimization and integration between IBM InfoSphere Warehouse and IBM Cognos 8.	Worldwide	Data - InfoSphere Warehouse	161
Cognos, an IBM Company	Storage Optimization Services	ICS	These services enable the design, implementation and operation of a highly efficient storage and data infrastructure. These services have been specifically designed to help better integrate existing storage environments and optimize asset utilization and management efficiencies. This includes methodologies and software to enable organizations to better understand their storage environments through an enterprise-wide assessment with reporting on storage utilization, costs, and legal and IT compliance to help customers achieve operational efficiency.	Worldwide	Data - Storage	162
Concur Technologies	Concur Travel and Expense	PbyICS	Concur Travel and Expense automates the travel procurement and expense reporting process. We also offer add on services like Cognos for reporting, Concur Audit Service and Concur Vendor Payment.	Worldwide	Cross-Industry - Travel & Expense	98
Cortell	ValuMax	PbyICS	ValuMax is a fast processing costing engine that can be deployed in almost any industry. It is a multi-company, multi-branch solution and has can cost Resources, Activities and a multitude of Costs. It has a multi-level Bill-of-material as well as a Product Recipe component and provides views on fixed and variable costs as well as an unlimited number of cost attributes. It provides results to the COGNOS TM1 multidimensional database where information can be sliced and diced across periods, activities, products, channels, etc.	Worldwide	Cross-Industry - Activity Based Costing	106
CPM Solution	Consumer Goods Planning	PbyICS	Consumer Goods Planning is a pre-built Corporate Performance Management (CPM) solution for the consumer goods industry.	Europe	Manufacturing - Consumer Goods	78

COMPANY	SOLUTION	TYPE	DESCRIPTION	GEOGRAPHIES	INDUSTRY	PG #
Data41 Systems LLC	Data41 Headcount & Compensation Planning	PbyICS	The Data41 Headcount & Compensation Planning model is a framework of common components used in a TM1 deployment focused on this aspect of a budgeting and planning cycle. The framework provides the basic foundation for an organization conducting headcount and compensation planning as part of their budget cycle to rapidly deploy TM1 to assist in the analysis of employee compensation, benefits, hiring plans, 401K, etc. The framework was developed using the TM1 platform.	North America	HR - Headcount & Compensation Planning	140
Decimal Technologies Inc	Decimal Suite	PbyICS	DECIMAL offers a unique blend of technological solutions and advisory services that help enhance organization's financial performance. Our software solution relies on powerful costing capabilities, therefore allows our client to better manage strategic cost management orientations, budget management and profitability optimization.	North America	Cross-Industry - Activity Based Costing	99
Deloitte	DeloitteAdvantage Close, Consolidate, Report Performance Blueprint	PbyICS	The Deloitte Close, Consolidate and Report Performance Blueprint allows companies to quickly address gaps and weaknesses in the financial close process, make focused investments and optimize the use of technology. The Blueprint was co-developed with Deloitte. In order for customers to access the blueprint, they must work with Deloitte and the blueprint will be available as part of the overall services component.	Worldwide	Finance - OOF Blueprint	147
Deloitte & Touche LLP	Application Management Services (AMS)	PbyICS	Cognos Application Management Services provides tailored solutions to help companies efficiently manage and operate their Cognos planning and business intelligence solutions.	Worldwide	Cross-Industry	94
Deloitte Inc.	Supply Chain Performance Accelerator	PbyICS	Supply Chain Performance Accelerator is a supply chain management application for all industries.	Worldwide	Manufacturing - Supply Chain	85
Deltek	Deltek Business Performance Management (BPM)	PbyICS	Deltek delivers concise, accurate and timely information by enabling the three major areas of Business Performance Management (BPM) – planning, monitoring and reporting. By creating a 'single version of the truth,' information is standardized making performance management obtainable.	North America	Cross-Industry - Supply Chain	100
DSS de Mexico	3Pfinanciero (Planeación, presupuestos y pronósticos)	PbyICS	The Solution help companies to determine cash flow needed in support of operations in order to reach operational and financial goals based on sales, costs, expenses and human resources.	Latin America	Manufacturing	75

COMPANY	SOLUTION	TYPE	DESCRIPTION	GEOGRAPHIES	INDUSTRY	PG #
Envisn	NetVisn	PbyICS	NetVisn handles a number of Administrative functions for Cognos 8 and ReportNet including documentation, security, metadata management, impact analysis, change management and auditing and usage analysis.	North America, Australia, Europe	IT - Application Administration	129
FAST Technologies Inc.	NetUp® Retail War Room Solution	PbyICS	FAST Tech. NetUp® Retail War Room solution delivers the value to Retail industry, offer the "Carryover Replenish Stock Analysis Model" to replace the frequently marketing forecast and reforecast daily operation, and further more the new operation model	APAC	Retail	36
Fidelity Information Services, Inc.	Horizon 360 (formerly FIS Intelligence)	PbyICS	Horizon 360 is a turnkey reporting, analytics and scorecarding solution for the banking industry.	Worldwide	Financial Services - Banking	15
FirstQuarter, Inc.	ProTools Security Builder	PbyICS	ProTools Security Builder is a security configuration application for all industries.	Worldwide	IT - Application Security	132
Genware Computer Systems Inc.	Genware Audit Processor™	PbyICS	Genware Audit Processor is an administration and auditing processor that brings application usage information to Cognos solutions.	North America	IT - Usage Auditor	124
IBM	Banking Customer Care and Insight	ICS	The IBM Customer Care and Insight Framework for FSS to drive revenue growth and operational efficiency in banking through optimizing marketing, sales, service and compliance processes and leveraging enterprise information across channels and lines of business. IBM enables staff to maximize the value of customers through better marketing, sales, service and compliance effectiveness, and provide timely customer insight to improve performance and profitability.	Worldwide	Financial Services - Banking	30
IBM	Crime Management and Insight	ICS	IBM's Crime Information Warehouse solution helps unlock data from operational systems that capture and report crime-based information. Included in the solution are DB2 - Dynamic Warehouse Edition, IBM Cognos ReportNet / IBM Cognos BI 8, OmniFind Analytics Edition, (ISV) ESRI - arcIMS GIS, along with Consulting Services, Entity Analytics.	Worldwide	Public Sector - Crime	71
IBM	Financial Planning	ICS	In today's challenging environment, Finance organizations aspire to simultaneously deliver insight into growth, performance and risk. This Solution enables Finance and the business to focus on and deliver the right information and plans to run the business in a personalized manner, and then to use this information to provide insight and develop value. The enhanced Solution blends Cognos industry-leading Planning software and Planning Blueprints with IBM GBS's industry and best-practices accelerators for Financial Planning and Analysis.	Worldwide	Finance - Financial Planning	151

COMPANY	SOLUTION	TYPE	DESCRIPTION	GEOGRAPHIES	INDUSTRY	PG #
IBM	Financial Risk Insight for Banking	ICS	The Financial Risk Insight for Banking is risk management solution for banking that leverages the power of the Cognos IBM Risk Management Cockpit. The risk cockpit is based on industry best practices and the proven technology of the IBM Banking Data Warehouse and Cognos 8 BI, and has been deployed at a number of the world's leading financial institutions.	Worldwide	Financial Services - Banking	30
IBM	Health Analytics	ICS	This solution enhances IBM Health Analytics solutions with world-class enterprise planning and Business Intelligence software and services to help healthcare organizations plan, understand, and manage financial and operational performance. Actionable, trusted, real time data at the right time and place helps decision makers in healthcare organizations realize important insights from existing clinical and business systems, and new opportunities for growth.	Worldwide	Life Sciences - Healthcare	63
IBM	Life Sciences Promotional Spending and Compliance	ICS	This solution enables Life Sciences companies to take advantage of a combination of services and tools from Cognos and IBM to accelerate not only their ability to meet changing complex State and Federal regulations for promotional spending, but more importantly to move beyond compliance into leveraging key integrated customer, promotional spending, drug sales, and clinical information for improved business decision-making and planning capabilities.	Worldwide	Life Sciences - Promotional Spending and Compliance	64
IBM	Manufacturing Sales and Operations Planning	ICS	IBM will combine the strong Sales and Operations Planning performance management capabilities of Cognos with extensive manufacturing industry expertise to deliver solutions that allow manufacturers to meet customer demand, maintain appropriate inventory levels, balance production with a focus on schedule achievement, and achieve financial goals.	Worldwide	Manufacturing	89
IBM	Municipal Performance Management Scorecard	ICS	Choose from an integrated software stack in the Cognos Performance Management System Cognos BI 8 featuring reporting and analysis, planning, measuring and monitoring—for any area of the state, local, regional organization. Also, take advantage of the Cognos Innovation Center, a forum and resource center for Cognos customers and partners focused on performance management.	Worldwide	Public Sector - Municipal	72

COMPANY	SOLUTION	TYPE	DESCRIPTION	GEOGRAPHIES	INDUSTRY	PG #
IBM	Risk Adjusted Profitability for Banking	ICS	The Risk-adjusted Profitability for Banking solution makes integrated risk management and financial planning a reality using the IBM-Cognos Risk-Adjusted Profitability Blueprint. Using the blueprint allows planning and forecast at the product level, ensures unmatched accuracy with activity-based cost information, and incorporates risk calculations. This allows banks to boost profitability through more precise planning and leverage existing technology investments, boosting technology ROI and overall bank ROE/ROA.	Worldwide	Financial Services - Banking	31
IBM	Store Operations & Planning for Retail Integration Framework	ICS	This IBM Cognos blueprint is focused on performance management for Store Operations, including Store P&L, Store Development, Dashboards, Scorecards, Reporting, Analysis, Planning, Budgeting and Forecasting designed to help retailers accelerate the implementation of new customer-focused strategies and builds on IBM's best practices Retail Integration Framework	Worldwide	Retail - Store Operations	47
IBM	Workforce Analytics	ICS	IBM has partnered with Cognos to create workforce analytics solutions that provide visibility into HR and Learning data with a focus on standard metrics to enable business decisions based on the most reliable and timely information. Drawing upon HCM leading practices from a variety of client engagements, IBM has created a set of pre-defined analytics, metrics, scorecards and reports to enrich the Cognos WFP product with a range of innovative service delivery alternatives.	Worldwide	HR - Workforce Performance	143
IBM Cognos	IBM Cognos 8 Workforce Performance	ICS	IBM Cognos 8 Workforce Performance is an analytical application that offers over 100 measures and 1,000 workforce-related attributes to support cross-organization reporting and analysis. IBM Cognos 8 Workforce Performance is a configurable application that snaps into your existing technology environment, simplifying the delivery of relevant and reliable information on HR issues. It transforms operational data from your Human Resource Management System (HRMS) into actionable information. As the application transforms the data, it adds business value by calculating additional business information (for example, end dates) and key performance indicators that don't exist natively in your HRMS.	Worldwide	HR - Workforce Performance	144
IBM Cognos	IBM Cognos Performance Applications	ICS	Ready-built reports, analysis, and metrics for key business functions and rapid ROI. There are three IBM Cognos Performance Applications (Customer Analytics, Financial Analytics and Supply Chain Analytics) and seven modules (Sales, Accounts Receivable, General Ledger, Accounts Payable, Inventory, Procurement, Production)	Worldwide	Cross-Industry - Performance Applications	109

COMPANY	SOLUTION	TYPE	DESCRIPTION	GEOGRAPHIES	INDUSTRY	PG #
IBS	IBS Enterprise 6.0	PbyICS	IBS Enterprise 6.0 is a business intelligence solution for supply chain management.	Worldwide	Manufacturing - Supply Chain Management	80
i-COsoft	BI IT Performance Management Suite	PbyICS	i-COsoft BI IT Performance Management Suite is an IT performance management solution for CIOs of large organizations.	Europe	IT	120
iLatina Business Services	LABS Business Process Management Tool	PbyICS	The LABS Business Process Management Tool is an eApplications suite integrating supplier, customer, contractor and remote user processes via the Web.	Latin America	Financial Services	18
Infor	Infor XA, Infor SyteLine ERP, Infor Com, Infor XPPS, Infor Visual	PbyICS	NEW Powered by IBM Cognos Software Solution – For details please see online solutions catalog at www.cognos.com	Worldwide	Manufacturing	185
Infor (formerly SSA Global)	SSA Business Intelligence	PbyICS	SSA Business Intelligence is a business intelligence solution for manufacturing, distribution and service organizations.	Worldwide	Manufacturing	83
Infor (formerly SSA Global)	SSA Enterprise Analytics	PbyICS	SSA Enterprise Analytics provides business-oriented data marts to support the decision-making and analysis needs of manufacturing, distribution and service organizations.	Worldwide	Manufacturing	84
Information Technology, Inc.	Premier Viewpoint	PbyICS	Premier Viewpoint is a browser-based business intelligence solution for financial institutions.	North America	Financial Services	22
Innovation Center	Allocations Planning Performance Blueprint	ICB	Allows cost-center managers to allocate all or part of their expenses to the appropriate profit centers. Profit-center managers collaborate with cost-center managers to either accept or reject the proposed allocations.	Worldwide	Enterprise Planning - Functional Performance Blueprint	170
Innovation Center	Branch Performance Blueprint	ICB	This Blueprint was developed to help retail banks perform detailed top-down and branch-up revenue and expense planning to ensure organization-wide alignment with strategic objectives.	Worldwide	Financial Services - Retail Banks	25
Innovation Center	Capital Project Planning Performance Blueprint	ICB	Manages capital project requests, their justification, and the capital request approval process.	Worldwide	Enterprise Planning - Functional Performance Blueprint	171
Innovation Center	Clinical Trial Enrollment Forecasting Performance Blueprint	ICB	This Blueprint offers analytics to help ensure adequate patient participation and facilitate collaboration between managers, analysts, and individual investigator sites. It links enrollment data to financial data to show the dollar effect of differing enrollment projections.	Worldwide	Life Sciences - Clinical Trials	59

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Innovation Center	Clinical Trials Performance Blueprint	ICB	This Blueprint helps pharmaceutical companies better anticipate clinical trial resource requirements and accompanying expenses in order to comply with FDA filing requirements.	Worldwide	Life Sciences - Clinical Trials	60
Innovation Center	Corporate Banking Customer Segment Performance Blueprint	ICB	This blueprint enables commercial, corporate and investment banks to create profit and loss statements for customer segments or for large, individual corporate customers. It allows managers to report on and analyze profitability and plan initiatives to improve segment results.	Worldwide	Financial Services - Commercial, Corporate & Investment Banks	26
Innovation Center	Discretionary Capital Expenditure Planning Performance Blueprint	ICB	Facilitates planning for capital spending, while ensuring that projects adhere to established corporate guidelines.	Worldwide	Enterprise Planning - Functional Performance Blueprint	172
Innovation Center	Enrollment and Tuition Planning for Higher Education Performance Blueprint	ICB	Colleges and universities can use this Blueprint to align forecasts for student enrollment and tuition revenue with faculty, staff, and resource requirements, and plans for future growth.	Worldwide	Public Sector - Enrollment Planning	68
Innovation Center	Expense Planning and Control Performance Blueprint	ICB	Uses projections from planning systems or other Blueprints, as well as actual history, to drive budgeting and expense planning processes.	Worldwide	Enterprise Planning - Functional Performance Blueprint	173
Innovation Center	Financial Workbench and Scorecard Performance Blueprint	ICB	This Blueprint provides tools for integrated company-wide planning and analysis. Integrated operational plans and standardized metrics allow retailers to meet growth and profitability objectives – while providing the best shopping experience for customers.	Worldwide	Retail	42
Innovation Center	Group Consolidation and Corporate Reporting Performance Blueprint	ICB	Streamlines the close, consolidate, and reporting process. It keeps reporting numbers for European IFRS in one place, in the same format, for faster, more reliable management and regulatory reporting.	Worldwide	Financial Management and Control - Functional Performance Blueprint	183
Innovation Center	Initiative Planning Performance Blueprint	ICB	Uses projections from other Blueprints or planning systems as well as actual history to drive labor or capital expense planning for new initiatives.	Worldwide	Enterprise Planning - Functional Performance Blueprint	174

COMPANY	SOLUTION	TYPE	DESCRIPTION	GEOGRAPHIES	INDUSTRY	PG #
Innovation Center	Insurance Product Profitability Performance Blueprint	ICB	Insurance Product Profitability Performance Blueprint lets insurers create business segment profit-and-loss statements and balance sheets by product line, product, and brand. The Blueprint allows business analysts, product managers, and finance executives to report on and analyze profitability, to create P&Ls and balance sheets, and to plan initiatives to improve business segment results.	Worldwide	Financial Services - Insurance	27
Innovation Center	Integrated Financial Statements Performance Blueprint (formerly Strategic Financial Planning and Forecasting)	ICB	Aligns financial objectives to synchronize and coordinate operational plans across the enterprise. It updates financial statements; including Income Statement, Balance Sheet and Statement of Cash Flow in real-time as financial and operational drivers are updated.	Worldwide	Enterprise Planning - Functional Performance Blueprint	179
Innovation Center	Management and Financial Reporting Performance Blueprint	ICB	Helps increase efficiency in the financial consolidation process. It provides timely distribution of performance reports to business managers, who are often underserved with the performance information critical for decision-making. And it provides a seamless, integrated approach to leveraging IBM Cognos 8 Business Intelligence with IBM Cognos 8 Controller.	Worldwide	Financial Management and Control - Functional Performance Blueprint	184
Innovation Center	Program Objective Memorandum (POM) Performance Blueprint	ICB	This Blueprint allows U.S. government agencies to make better resource allocations and shorten the Program Objective Memorandum (POM) submission cycle by months.	Worldwide	Public Sector - Program Objective Memorandum	69
Innovation Center	Relationship Pricing for Commercial Banking Performance Blueprint	ICB	This Blueprint helps commercial banks bring discipline and consistency to pricing both credit and non-credit deals. It features centralized administration, intuitive customer reporting, and a pricing model that includes both deal and relationship profitability.	Worldwide	Financial Services - Commercial Banks	28
Innovation Center	Retail Banking Customer Segment Performance Blueprint	ICB	This blueprint enables retail banks to create profit and loss statements at the customer segment level and report on and analyze profitability. It also helps managers plan sales and marketing initiatives to improve segment results.	Worldwide	Financial Services - Retail Banks	29
Innovation Center	Risk Adjusted Profitability Performance Blueprint	ICB	This Blueprint enables financial institutions to incorporate risk calculations into an enterprise-wide, distributed profitability management process.	Worldwide	Financial Services	24

COMPANY	SOLUTION	TYPE	DESCRIPTION	GEOGRAPHIES	INDUSTRY	PG #
Innovation Center	Risk Analysis Performance Blueprint	ICB	Enables a corporation to analyze and assess risks associated with future performance, and quantify risk mitigation strategies.	Worldwide	Enterprise Planning - Functional Performance Blueprint	175
Innovation Center	Salary Planning and Position Control for Higher Education Performance Blueprint	ICB	This Blueprint provides a performance management framework –including planning, metrics, and reporting – that helps colleges and universities analyze current salaries and benefits, and forecast future needs.	Worldwide	Public Sector - Salary Planning	70
Innovation Center	Sales and Operations Planning (S&OP) Executive Review Workbench Performance Blueprints	ICB	This Blueprint facilitates periodic executive review of performance against plans. It links sales, marketing, supply chain, manufacturing, and finance, so that executives can easily see the financial impact of evolving plans, spot variances, and balance critical resources to reach performance goals.	Worldwide	Manufacturing - Sales and Operational Executive review	86
Innovation Center	Sales and Operations Planning Performance Blueprints	ICB	This Blueprint allows management to reconcile sales and demand forecasts with supply plans using a single, integrated performance management framework that ensures enterprise-wide alignment.	Worldwide	Manufacturing - Sales Forecasting	87
Innovation Center	Sales Compensation Planning Performance Blueprint	ICB	Enables organizations to manage compensation targets and commission payouts, archive historical data and previous projections for reference and analysis, and link sales compensation plans with headcount projections and integrated financials.	Worldwide	Enterprise Planning - Functional Performance Blueprint	176
Innovation Center	Sales Planning and Forecasting Performance Blueprint	ICB	Enables organizations to manage revenues, archive historical data and previous projections for reference and analysis, and integrate the sales planning process into supply chain forecasts, headcount projections, sales compensation planning, and integrated financials.	Worldwide	Enterprise Planning - Functional Performance Blueprint	177
Innovation Center	Sales Quota Allocation Performance Blueprint	ICB	This Blueprint leverages IBM Cognos 8 Planning and IBM Cognos 8 BI to enable incentive compensation analysts and sales managers to determine the proper sales quota for each territory, addressing changing market conditions while meeting corporate revenue objectives.	Worldwide	Life Sciences - Sales Quota	61
Innovation Center	Sample Optimization Performance Blueprint	ICB	This Blueprint enables pharmaceutical executives to develop and implement sample allocation plans that are in line with corporate revenue objectives.	Worldwide	Life Sciences - Sample Allocation Plans	62

COMPANY	SOLUTION	TYPE	DESCRIPTION	GEOGRAPHIES	INDUSTRY	PG #
Innovation Center	Store Development Performance Blueprint	ICB	This Blueprint offers integrated financial planning capabilities that let retailers easily understand which store development plans deliver the highest business benefits, best returns and greatest support for corporate objectives.	Worldwide	Retail - Store Development	43
Innovation Center	Store Operations (P&L) Planning Performance Blueprint	ICB	This Blueprint helps retailers perform collaborative store-level revenue and expense planning to ensure that individual store plans are in line with corporate targets.	Worldwide	Retail - Store Operations	44
Innovation Center	Strategic Finance Performance Blueprint	ICB	Provides a complete performance management framework for strategic financial planning. It supports a systematic, Web-based process for evaluating long-range plans and strategies, analyzing scenarios, supporting decision making, and monitoring success. Long-term strategic financial planning helps companies establish performance targets and guide resource allocations for operational plans and budgets across the enterprise.	Worldwide	Enterprise Planning - Functional Performance Blueprint	178
Innovation Center	Strategic Long Range Planning Performance Blueprint	ICB	Uses projections from the Integrated Financial Statements Blueprint (formerly Strategic Financial Planning and Forecasting) and the Initiative Planning Blueprints to assess the impact of market growth factors and strategic initiatives on corporate P/L projections over a five-year period.	Worldwide	Enterprise Planning - Functional Performance Blueprint	180
Innovation Center	Strategic Merchandise Planning Performance Blueprint	ICB	This Blueprint enables retail chains to plan sales, margins, gross profit, and stock by division, channel, department or category. It incorporates best practices learned in over 325 retail chains around the globe.	Worldwide	Retail - Merchandise Planning	45
Innovation Center	Strategic Promotion & Marketing Planning Performance Blueprint	ICB	This Blueprint enables retail managers to model multiple promotional scenarios, measure costs and sales, monitor vendor funds and compliance, and analyze campaign effectiveness.	Worldwide	Retail - Promotion & marketing Planning	46
Innovation Center	Trade Promotion Management Performance Blueprints	ICB	This Blueprint enables brand and category managers as well as sales executives to evaluate multiple trade promotion scenarios, helping to effectively plan promotional activities that will lead to the greatest increases in sales and margins.	Worldwide	Manufacturing - Trade Promotion	88
Innovation Center	Upstream Oil and Gas Performance Blueprint	ICB	This Blueprint provides a performance management framework – including planning, metrics, and reporting – that allows the upstream oil and gas sector to plan production, revenue, expenses, and capital expenditures at the well, field, or area level.	Worldwide	Other - Oil and Gas	114

COMPANY	SOLUTION	TYPE	DESCRIPTION	GEOGRAPHIES	INDUSTRY	PG #
Innovation Center	Workforce Planning Performance Blueprint (formerly referred to as Headcount and Compensation Planning)	ICB	Provides forward-looking visibility into workforce decisions at both the divisional and company levels. Headcount projections can then be leveraged as drivers in other planning processes.	Worldwide	Enterprise Planning - Functional Performance Blueprint	181
Innovation Center	Workforce Resource Management Performance Blueprint	ICB	Enables front-line managers to align worker staffing and scheduling with business drivers. It is short-term in scope, but highly detailed.	Worldwide	Enterprise Planning - Functional Performance Blueprint	182
iPartners	Insurance Scorecard	PbyICS	Insurance scorecard is leading the P&C industry in "on-demand" management information and analytics	North America	Financial Services - Insurance - Underwriting	16
Jack Henry	Cognos 8 BI for Jack Henry	PbyICS	The Jack Henry Cognos Group has developed Catalogs and Models for use with each Core Product within the Jack Henry and Symitar offerings. This includes Silverlake, CIF 20/20, Cruise, Episys, and Core Director. In addition to the Core Products, we also offer access to several of JHA's Complementary Solutions including Passport (ATM), Vertex (Teller System), Netteller (Home Banking), Synapsys (CRM) and others. We offer customized training and consultation to our customers to assist with their ad-hoc reporting, as well as customized installation of IBM Cognos 8.	North America	Financial Services	12
Jaros Technologies Corporation	Jaros Analytics for Oracle's E-Business Suite	PbyICS	Jaros is a comprehensive bi solution that enables business reporting for users of Oracle's E-Business Suite. Jaros Analytics unlocks Oracle E-Business Suite data and makes it available to the business. The unique hybrid solution makes operational data available in near real time and facilitates strategic decision making and analysis.	North America, Europe	Manufacturing - Oracle ERP	81
JCB Partners	Retail Pathways	PbyICS	Retail Pathways is an out-of-the-box performance management (dashboards & analytics) solution for retail customers.	North America	Retail	41
Jenzabar	Jenzabar CX	PbyICS	NEW Powered by IBM Cognos Software Solution - For details please see online solutions catalog at www.cognos.com	North America, Latin America	Public Sector - Higher Education	185

COMPANY	SOLUTION	TYPE	DESCRIPTION	GEOGRAPHIES	INDUSTRY	PG #
John Daniel Associates, Inc.	eTrax Inspection Tracking	PbyICS	NEW Powered by IBM Cognos Software Solution – For details please see online solutions catalog at www.cognos.com	North America	Manufacturing - Fire Extinguisher inspection	185
John Daniel Associates, Inc.	SteelFacts	PbyICS	NEW Powered by IBM Cognos Software Solution – For details please see online solutions catalog at www.cognos.com	North America, Europe	Manufacturing – Shipping & Tracking	185
JSC Global Solutions	Interactive Risk Management Analysis & Reporting/Prime (iRMAR/p)	PbyICS	Interactive Risk Management Analysis and Reporting supports the in-depth analytic demands of organizations that need to manage high volumes of claims-related data such as insurance carriers, brokerage firms, consulting firms, and large employers. It provides the reports and analytics to support the decision-making process.	Worldwide	Financial Services	17
Kinetek Consulting	emPower	PbyICS	NEW Powered by IBM Cognos Software Solution – For details please see online solutions catalog at www.cognos.com	North America	Cross-industry - Government regulations	186
Lantares	PowerSecure Single SignOn	PbyICS	PowerSecure SSO is a Single SignOn solution that integrates the login for all Cognos applications as well as for other apps (SAP, Lotus Notes, IBM Personal Communications ...). At the same time we synchronize Cognos LDAP Namespace (Series 7) with Active Directory	Europe, Worldwide	IT - Application Security	130
Lantares	PowerStress	PbyICS	powerStress is a stress-testing application for business intelligence environments across all industries.	Europe	IT - Stress Testing	131
Latino BI	LBI Insurance Analytics “SISEG”	PbyICS	NEW Powered by IBM Cognos Software Solution – For details please see online solutions catalog at www.cognos.com	Latin America	Financial Services - Insurance	185
Morgan Benjamin	MB Context	PbyICS	MB Context enables Cognos users to share knowledge through inputting comments to Cognos reports online and in real-time. Required actions can be requested, completed actions flagged, and hierarchical data groups relevant to each individual user created. This additional, user-defined, interactive information is stored in the database to form a critical element of the business intelligence cycle	Worldwide	Cross-Industry - Report Sharing and Annotating	102
Motio Inc (Formerly Focus Technologies LLC)	MotioADF	PbyICS	The Motio Application Development Framework (MotioADF) is targeted at Cognos customers who want to extend, customize or embed the Cognos 8 or ReportNet line of products.	Worldwide	IT - Application Development	128

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Motio Inc (Formerly Focus Technologies LLC	MotioCAP	PbyICS	NEW Powered by IBM Cognos Software Solution – For details please see online solutions catalog at www.cognos.com	Worldwide	IT	186
Motio Inc (Formerly Focus Technologies LLC	MotioCI	PbyICS	NEW Powered by IBM Cognos Software Solution – For details please see online solutions catalog at www.cognos.com	Worldwide	IT - Application development)	186
Netpartners Consultoria e Sistemas Ltda	Distributor Relationship Management - DI-RM	PbyICS	DI-RM provides performance management solution that combine Cognos technology with Netpartners deep domain expertise on distribution Channels. DI- RM is designed to identify processes and values that are critical to your business process	Latin America	Manufacturing	79
NewComp Solutions Inc	Concurrent User Stress Simulator for Cognos 8	PbyICS	A Java application with graphical interface which simulates usage of Cognos 8 environment. It creates multiple parallel processes on a single Windows machine - each independently connecting to Cognos 8 potentially with its own credentials. It then executes a specified list of tasks by each of the parallel process in random order. It also produces detailed log files and executed tasks outputs	North America	IT - Stress Testing	123
newScale, Inc.	newScale RequestCenter	PbyICS	NEW Powered by IBM Cognos Software Solution – For details please see online solutions catalog at www.cognos.com	North America, Australia, Europe, Latin America	IT - IT management	186
Noetix Corporation	Noetix Generator for Cognos	PbyICS	The combination of NoetixViews for Oracle E-Business Suite and Noetix Generator for Cognos tightly links Cognos reporting tools with the operational information found within the Oracle E-Business Suite. NoetixViews quickly bridges the information gap between the technical complexities of an Oracle database and the ease-of-use requirements for Cognos users. With Noetix Generator for Cognos BI, Noetix automatically sets up and populates the Cognos BI environment, providing Cognos administrators with the ideal solution to eliminate the effort and maintenance required for delivering true "user friendly" Oracle reporting to Cognos users.	North America, Australia, Europe, Latin America	Cross-Industry - Data-Oracle	103
nps d.o.o.	BI4Dynamics NAV	PbyICS	NEW Powered by IBM Cognos Software Solution – For details please see online solutions catalog at www.cognos.com	North America, Australia, Europe, Latin America, Pacific Rim, Worldwide	Cross-Industry	186
Ntuitive Software & Systems Inc.	NVision Enterprise Feedback Management	PbyICS	NVision Enterprise Feedback Management is an end-to-end enterprise feedback management platform for travel and hospitality, retail, healthcare, and financial services.	Canada	Retail	37

COMPANY	SOLUTION	TYPE	DESCRIPTION	GEOGRAPHIES	INDUSTRY	PG #
Onyx Software	Onyx Analytics 3.0	PbyICS	Onyx Analytics 3.0 is a performance management and business intelligence offering for large and medium-sized enterprises.	Worldwide	Cross-Industry	104
OpenPages, Inc.	OpenPages Governance Suite	PbyICS	The OpenPages Governance Suite is an enterprise business governance platform for financial controls management, operational risk management, IT governance and strategic performance management.	North America	Financial Services	21
Palladium Group, Inc.	Integrated Brand Management Blueprint	PbyICS	The Integrated Brand Management Blueprint addresses the complexity of managing a global pharmaceutical brand from strategic, operational, and financial perspectives by combining industry-tested performance management frameworks with proven enterprise performance management tools. The blueprint leveraging IBM Cognos 8 Business Intelligence (BI) and IBM Cognos Enterprise Planning to provide access to meaningful information through strategy maps, corporate and divisional scorecards, and operational dashboards.	North America	Life Sciences - Pharmaceuticals	56
Paradigm Shift Technology Group, Inc.	Achievement Plus (A+)	PbyICS	A+ is a business intelligence solution for the education market. Based on a dimensional data warehouse, and providing more than 50 readymade reports. A+ gives school boards a powerful enterprise wide achievement analysis solution, allowing school boards to focus on improving student achievement instead of worrying about their data infrastructure.	North America	Public Sector - Education	66
Parametric Technologies Corporation (PTC)	Windchill	PbyICS	Windchill is a sophisticated, Internet-based content management system that specializes in the management of complex data and relationships, processes and publications.	Worldwide	Cross-Industry - Content Management	108
Parson Consulting (formerly CBH Consultants, Inc.)	FSPM (Financial Services Performance Management)	PbyICS	Parson Consulting FSPM forecasting model provides a powerful way for companies to predict business outcome and adjust quickly to market dynamics. Finance professionals will have the ability to run multiple industry related what-if scenarios.	North America	Financial Services	14
Parson Consulting (formerly CBH Consultants, Inc.)	Healthcare Performance Management Solution (HPM)	PbyICS	The Healthcare Performance Management (HPM) solution is a complete performance management solution for the healthcare industry.	North America	Life Sciences - Healthcare	54
Parson Consulting (formerly CBH Consultants, Inc.)	Mortgage Performance Xllerator	PbyICS	The Parson Consulting Mortgage Blueprint solution leverages performance management products from Cognos. The Blueprint allows mortgages lenders to create an income and balance sheet incorporating all major inputs in the mortgage business	North America	Financial Services - Mortgage	20

COMPANY	SOLUTION	TYPE	DESCRIPTION	GEOGRAPHIES	INDUSTRY	PG #
PCMS DataFit	VISION InSight	PbyICS	VISION InSight is an analytics module for retail and hospitality organizations.	North America	Retail	41
Phase Forward	InForm ITM version 4.5	PbyICS	The InForm ITM platform delivers the most robust and all-encompassing EDC solution in the market today. Its scalable architecture and user-friendly design accommodate the needs of smaller organizations looking for solutions today that will expand to future needs	Worldwide	Life Sciences - Medical Electronic Data Capture	55
QSP Asia Pacific	QSP Financials Manager	PbyICS	QSP Financials Manager is a financial management information system for large organizations including government agencies and financial services providers.	APAC	Finance - Financial Management Information	148
QueryVision Technology Inc.	QueryVision Application Developer	PbyICS	Application Developer is a customizable application builder for creating integrated, customized or extended applications with Cognos solutions	North America	IT - Application Development	133
QueryVision Technology Inc.	QueryVision Custom Authentication Provider	PbyICS	Custom Authentication Provider is a toolkit for authentication integration.	North America	IT - Authentication	134
QueryVision Technology Inc.	QueryVision Portlet Deployment Manager	PbyICS	Portlet Deployment Manager is a customizable business intelligence solution for the creation and maintenance of portlet and custom pages within Cognos Connection.	North America	IT - Portlet Management	135
QueryVision Technology Inc.	QueryVision Sharepoint Integration WebParts	PbyICS	SharePoint Integration Web Parts is a SharePoint portal solution that directly integrates Cognos ReportNet and Cognos 8 Business Intelligence software with Microsoft's SharePoint Portal or Windows SharePoint Services.	North America	IT - Application Integration	136
Redwood Analytics	Redwood Budgeting	PbyICS	Redwood Budgeting is a budgeting application for CFOs.	North America	Finance - Budgeting	149
Redwood Analytics	Redwood Business Intelligence	PbyICS	Redwood Business Intelligence is pre-populated, configurable business intelligence (BI) solution for managers and finance staff.	North America	Cross-Industry	105
Retail Anywhere	Retail Anywhere Analytics	PbyICS	Retail Anywhere Analytics will further extend Retail Anywhere's solution offering to small and midsize retailers. Bringing together all the important data from Retail Anywhere's POS, inventory, merchandising, CRM and other retail management applications, Retail Anywhere Analytics will provide the insight and business intelligence you need to make decisions that deliver greater productivity and operational effectiveness to your business.	North America, Australia, Latin America	Retail	38

COMPANY	SOLUTION	TYPE	DESCRIPTION	GEOGRAPHIES	INDUSTRY	PG #
Revelwood	Dynamo! Application Reporting Toolkit	PbyICS	Revelwood's Dynamo! Application Reporting Toolkit is an add-in for the Cognos TM1/Excel environment that lets TM1 application managers develop rich, dynamic reports and data entry templates for their end users without requiring extensive customization and VBA coding. It also allows end users to easily create and run sophisticated TM1 reports that offer dynamic expansion, zero suppression, drill-down, intelligent formatting and many other capabilities through a comprehensive, easy-to-use point and click interface.	North America	Cross-Industry - Application Add-on	101
Revelwood Inc	Revelwood's BPM Suite	PbyICS	Revelwood's BPM Suite is an out-of-the-box solution for enterprise financial planning and reporting running entirely on the Cognos TM1 platform. It allows TM1 customers to get up and running with a BPM solution for finance that leverages the best of TM1's real-time OLAP functionality, along with best practices developed from Revelwood's years of experience developing such solutions for its Fortune 1000 and mid-market client base.	North America	Finance - Financial Planning	23
Revelwood Inc	Revelwood's BPM Suite for Real Estate	PbyICS	Revelwood BPM Suite for Real Estate is an out-of-the-box financial planning and reporting solution for Real Estate Investment Trusts (REITs) and Property Management firms. Revelwood BPM Suite for Real Estate is an extension of Revelwood standard BPM Suite running entirely on the IBM Cognos TM1 platform.	North America	Financial Services - Real Estate	150
Saba, Inc.	Saba Analytics	PbyICS	Saba Analytics is a business intelligence solution for enterprise Human Capital Management (HCM) reporting, analysis, and information distribution.	Worldwide	HR - Human Capital management	142
SALT Solutions GmbH	Retail Controlling	PbyICS	Key figure systems, which are adjusted to retail, and pre-defined reports, help to control store chains centrally. Stock, sales quantity, turnover and acquisitions of the consolidated companies can be analyzed, as well as advertisement success and point-of-sale terminals monitored.	Europe	Retail	39
SNCL Software & Services, Inc	Metadata Manager	PbyICS	Metadata Manager parses Impromptu reports into its metadata components. It provides full impact analysis on changes to underlying reporting objects, Metadata standardization, Impromptu report inventorying, and report documentation. Batch Report registering	North America	IT - Metadata management and documentation	125

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Softscape	APEX	PbyICS	Softscape Apex [®] is the industry's most comprehensive people management platform providing an award winning and fully integrated approach to managing your workforce. Softscape Apex measures the people and practices that constitute an organization's competitive advantage in a single end-to-end Human Capital Management solution to manage the performance, development, learning, and recruiting of your organizations greatest assets.	North America, Australia, Europe, Latin America, Pacific Rim, Worldwide	HR - Human Capital management	139
Software By Design, Inc.	Reject and Approval Workflow (RAW)	PbyICS	NEW Powered by IBM Cognos Software Solution – For details please see online solutions catalog at www.cognos.com	North America	Financial Services	185
Sungard Higher Education and Public Sector Systems	Banner Performance Reporting and Analytics	PbyICS	NEW Powered by IBM Cognos Software Solution – For details please see online solutions catalog at www.cognos.com	North America, Australia, Europe, Latin America, Pacific Rim, Worldwide	Public Sector – Higher Education	185
SunGard Public Sector (Pentamation)	eSchoolPLUS	PbyICS	NEW Powered by IBM Cognos Software Solution – For details please see online solutions catalog at www.cognos.com	North America	Public Sector – K-12 Schools	185
Tata Consultancy Services	Manufacturing Analytics	PbyICS	Manufacturing Analytics (mBIDS) is a BI solution for discrete manufacturers. mBIDS provide an end-to-end decision support system that is simplified, quick, and cost effective. Management is provided insight through industry standard KPIs (SCOR), utilized to make informed strategic decisions and achieve business objectives	Worldwide	Manufacturing - Discrete Manufacturing	82
Tech Results Inc.	WAGER	PbyICS	WAGER™ helps you take all the information you have about your business – often stored in half a dozen systems or more – and delivers it in useful, powerful ways that your management can use to improve revenues and performance across your enterprise.	North America	Other - Gaming	112
Troux Technologies	Metis6	PbyICS	Metis 6 is an enterprise architecture platform	Worldwide	IT - Enterprise Architecture	127
VantagePoint Systems Inc.	Business VantagePoint	PbyICS	Business VantagePoint is a core business software system for corrugated packaging manufacturers.	Worldwide	Manufacturing - Corrugated Packaging Manufacturers	76
Varicent Software Incorporated	Varicent Sales Performance Management	PbyICS	NEW Powered by IBM Cognos Software Solution – For details please see online solutions catalog at www.cognos.com	North America, Australia, Europe	Cross-industry - Corporate Growth	186

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Vaultus Mobile Technologies	Vaultus Mobile Application Platform	PbyICS	The Vaultus Mobile Application Platform is a mobile middleware solution that lets users receive and navigate Cognos dashboards, forecasts, and reports remotely using a hand-held device.	Worldwide	Cross-Industry - Mobile	107
Visual ilo	Visual ilo Advanced Visualization Solutions Powered by IBM Cognos Software	PbyICS	Powered by IBM Cognos Software, Visual ilo's Advanced Visualization Solutions provide new, visual perspectives of data to accelerate decision-making and problem-solving. Visual ilo visualizations combine data from disparate sources to eliminate many of the manual processes required for complex management reports.	Worldwide	Life Sciences	58