IBM
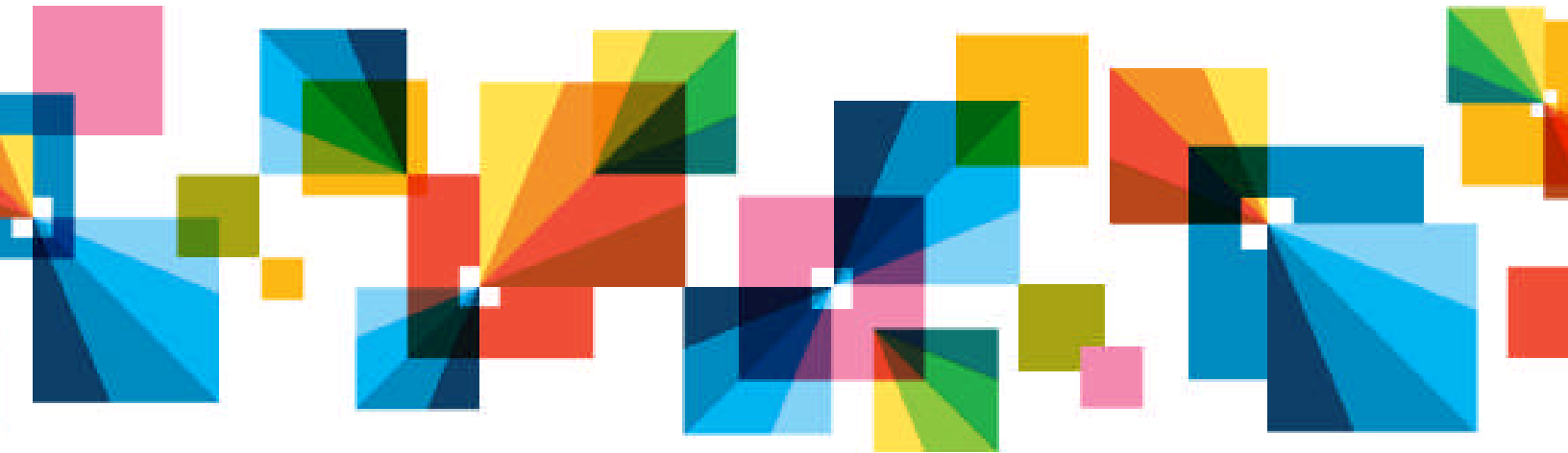
Business Analytics
Capability Authorization

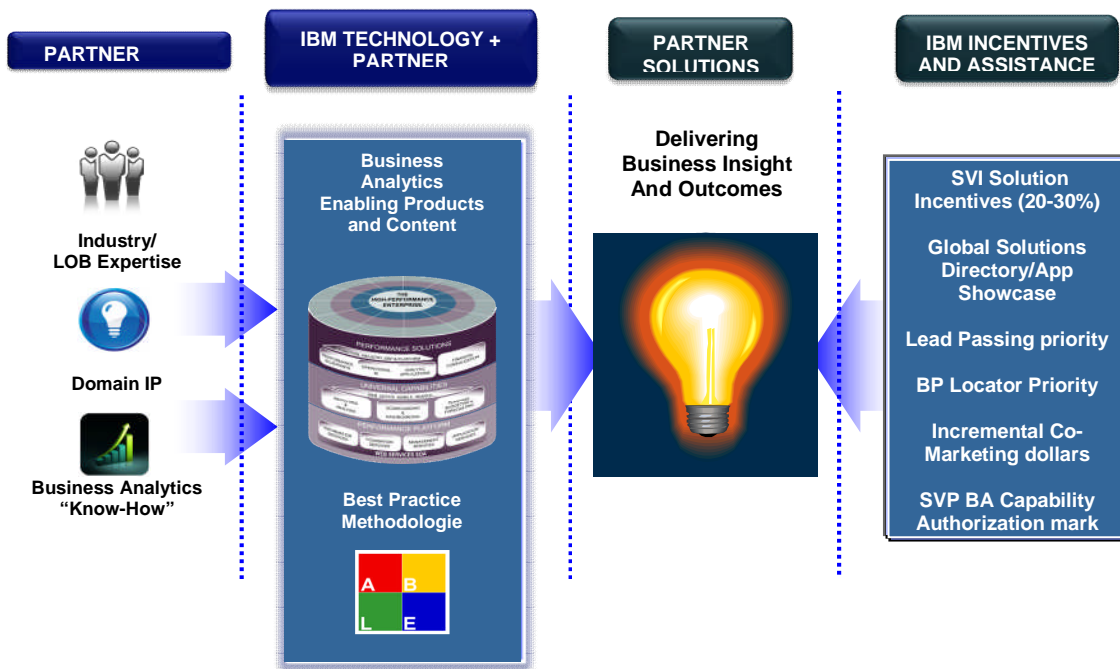## SVP BA Capability Authorization

Increasingly, our customers are asking IBM to demonstrate leadership and innovation in Analytics. As a result, they're asking for **solutions** rather than technology or products.

The SVP BA Capability Authorization is an IBM program that seeks Business Partners who have invested in Business Analytics knowledge and skill and who have applied that knowledge, their implementation experience and methodologies, and vertical or line of business specific content (the intellectual property) to develop and sell a repeatable solution that addresses a specific business problem.

SVP BA Capability Authorized solutions are based on best practices and proven technologies designed to improve Analytics at leading organizations in their industry.

The Capability Authorized Partner business model is not to develop proprietary software, rather it is to sell a repeatable, demonstrable solution built on BA Software with pre-built assets that are LOB or industry specific but can be customized / configured to address a customer's specific business needs.

Examples of pre-built assets are; Scorecard, dashboards, BI reports, OLAP cubes, Framework Manager models Physical data models (conformance dimensions, dimensions and facts), ETL models, etc.

The benefit of working with Business Analytics (BA) Capability Authorized Partners is that their solutions can help you increase and accelerate the applied value and innovative use of Business Analytics software.
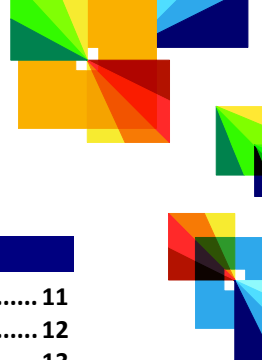
- Reduce the time to value for a customer by providing pre-built content and a clearly defined implementation methodology.

- Provide unique identity and competitive differentiation by clearly addressing specific market needs.
- Address the insight and analytic outcomes sought by business users and decision makers.
- Demonstrate expertise, leadership, innovation and "Smart" Analytics.

How to Use this Catalogue:

In the following catalogue, you'll find a listing of the BA Capability Authorization solutions and Business Partners. The information in this catalogue highlights the industry and/or functional capability of the solution, the BA products which support the solution, the geographical location of the solution as well as IBM and Business Partner contacts. There are links to each solutions profile in the **Global Solution Directory (GSD)** containing more details on the solution and customer references for the Business Partners.

1) Identify the functional, business or industry analytic need
2) Match the need to the solution outlined below, and review the solution in the **Global Solution Directory** link
3) Connect with the Business Partner to determine if there is a compelling "fit"

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Functional Business Solutions

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Industry Solutions

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Isreal

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Turkey

ASIA PAC

Australia

Quick Start Solutions for Solarsoft iVP by Acumetrics

Industry: **Cross Industry**
Business Function: **Enterprise Reporting**
Cognos Products: **Cognos BI**
Geography: **North America**
Target Customers: **Solarsoft iVP**

Solution Description

Acumetrics has leveraged our extensive experience with Solarsoft iVP, and their knowledge of Cognos to develop pre-configured solutions for business reporting and analysis against Solarsoft iVP data. These Quick Start solutions are designed and built to provide 'out-of-the-box' information for your business.

IBM Contacts: Jim Sherwin, jsherwin@us.ibm.com, 847-269-6765

Partner Contacts: David R. Doucette, david.doucette@mycci.com, 401-727-2400

Hyperlinks: Global Solutions Directory: Acumetrics   TOP: Return to Table of Contents

Predictive Sectoral Applications by AIMS

Industry: **Cross Industry**
Business Function: **Risk Management**
Cognos Products: **SPSS**
Geography: **Turkey**
Target Customers: **Cross Industry**

Solution Description

We have different predictive applications on different sectors. We are calling them as Predictive Applications Sectoral Solutions. We are using SPSS Statistics and/or SPSS Enterprise for developing applications such as aCRM, risk management, security etc. using customer data. http://www.aims.com.tr/eng/solutions.html.

IBM Contacts: Jim Sherwin, jsherwin@us.ibm.com, 847-269-6765

Partner Contacts: Tulin Guzel Ozdemir, Ph.D. Sevda Ece,tguzel@aims.com.tr, +90 216 4573460

Hyperlinks: Global Solutions Directory: AIMS ANALITIK   TOP: Return to Table of Contents

PotentiaMED by Amitech

Industry: **Healthcare**
Business Function: **Performance Management**
Cognos Products: **Cognos 8 Business Intelligence & Cognos Data Manager & SPSS**
Geography: **North America**
Target Customers: **Hospitals, Life Sciences, Payers**

Solution Description

PotentiaMED has pioneered a powerful, easy-to-use business intelligence solution, currently focused on the cardiac service line (hospitals and life sciences), that integrates existing hospital, clinical and financial data silos. This information can be enhanced with PotentiaMED econometric, benchmarking and epidemiologic data sets to enable clients to make better and faster clinical and business decisions. Our PMED intelligence product is powered by IBM Cognos® and extracts data from existing hospital clinical, financial source systems based on multiple matching criteria and enhances it with our proprietary database information. We deliver this actionable information, appropriate for each individual user, in an intuitive, multidimensional graphical display with drill through and drill down capability. PMED intelligence helps hospitals harness and share the critical information needed to drive analytic decisions, provide for operational transparency, and create accountability for action.

IBM Contacts: Jim Sherwin, jsherwin@us.ibm.com, 847-269-6765

Partner Contacts: Robert Palmer, robert.palmer@potentiamed.com, 866.285.7841

Hyperlinks: Global Solutions Directory: PotentiaMED   TOP: Return to Table of Contents

Clinical Trial Expense Forecasting by Applied Analytix

Industry: **BioPharma and Life Sciences**
Business Function: **Clinical Trial and Finance**
Cognos Products: **TM1**
Geography: **North America**
Target Customers: **Small to mid-sized BioPharmas**

Solution Description

Applied Analytix has developed a solution for expense forecasting in the BioPharma industry that is a driver-based model for predicting patient costs by group and by visit. This solution allows BioPharma companies to properly forecast the expenses, and timing of expenses, for complex clinical trials.

IBM Contacts: Jim Sherwin, jsherwin@us.ibm.com, 847-269-6765

Partner Contacts: Larry Stell, larry@applied-analytix.com, 866-434-4649

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Execuvue & Targetvue by ApTech Computer Systems

Industry: **Hospitality**
Business Function: **Enterprise Reporting & Planning**
Cognos Products: **Cognos 8 BI & Planning**
Geography: **North America**
Target Customers: **Hotels & Hotel Management**

Solution Description

Aptech's hospitality software solutions increase profitability for multiple-property management companies, ownership groups, and independent hotels. Execuvue is a web-based hospitality business intelligence application for hotel operators and owners that gathers and coordinates data from a wide variety of hotel systems for enterprise reporting and analysis. Targetvue was designed specifically for the hospitality industry to address our unique budgeting and forecasting challenges.

IBM Contacts: Jim Sherwin, jsherwin@us.ibm.com, 847-269-6765

Partner Contacts: Jill Wilder, vueinfo@aptech-inc.com, 800-245-0720

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CxO Dashboard V1.1 by Barrachd

Industry: **Education**
Business Function: **Performance Management**
Cognos Products: **Cognos BI**
Geography: **UK**
Target Customers: **Educational Institutions**

Solution Description

Designed to show C level executives the key metrics within their business with an underlying suite of analytic applications that will allow the unseen patterns that the data contains to be surfaced into meaningful insight. By providing the CxO with this information they can then drill down into the underlying suite of applications which will provide a more detailed indication of the issue under review. The suite of applications contains the following modules: HR Management - Barrachd's Absence Management solution provides unprecedented visibility into patterns and trends allowing you to analyze even the most complex absences. Student Attrition - Barrachd Education solutions give Further and Higher Education establishments unrivalled analysis, reporting and monitoring capabilities to help understand the issues contributing to student attrition. Only with this understanding can Further Education establishments implement effective measures to minimize attrition and increase retention levels. Procurement -The e- Procurement suite from Barrachd is designed to complement this service by providing meaningful management information to assist managers make decisions on the management of budgets and the procurement of goods and services for their particular area. Budgets and Forecasts - this function allows organizations to pull various operational functions together into an overall operating model producing real insight into the operations costs.

IBM Contacts: Jim Sherwin, jsherwin@us.ibm.com, 847-269-6765

Partner Contacts: Grant Smith, grant.smith@barrachd.com, 07973 472003

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Bidetime's Performing Healthcare Solution by [Bidetime](#)

Industry: **Healthcare**
Business Function: **Performance Management**
Cognos Products: **Cognos 8 BI**
Geography: **UK**
Target Customers: **NHS in UK**

Solution Description

Bidetime's Performing Healthcare Solution is designed for the NHS based in UK to empower staff with the information they need to make informed decisions to deliver better services against tighter targets whilst staying within the increasingly tight budgets of Payment by Results. The solution is powered by Cognos 8 BI to enable Information Department to deliver timely, flexible information to managers. The solution ensures actions are aligned with strategy using scorecards, departmental dashboards, operational reports, event notification and also using easy-to-use deep analysis tools with drill through to detailed patient/transaction level data where required.

IBM Contacts: Jim Sherwin, jsherwin@us.ibm.com, 847-269-6765

Partner Contacts: Ced Bufton, cbufton@bidetime.co.uk, 011441225835200

Hyperlinks: Global Solutions Directory: [Bidetime](#)   TOP: [Return to Table of Contents](#)

Integrated Planning and Reporting for Healthcare
by Blue Line Planning

Industry: **Healthcare**
Business Function: **Performance Management**
Cognos Products: **Cognos 8 BI, TM-1**
Geography: **North America**
Target Customers: **Healthcare Providers, Hospitals**

Solution Description

Today's challenges in managing the financial and operational performance of a Healthcare organization are daunting. Blue Line Planning has teamed with IBM to deliver an integrated solution that will help healthcare providers continuously improve the level of operating and financial performance. It attacks the problem from all levels – revenue forecasting, labor and staff planning, departmental expenses, capital projects and expense; and many more. The result is a 100% holistic view of all the expenses in your organization – and how they tie to all decisions. From your top down planning exercises, to your bottoms up budgeting this solution has allowed dozens of major healthcare organizations to take control of their expenses and gain real-time insight into the performance of their departments, physicians, and other key business drivers.

IBM Contacts: Jim Sherwin, jsherwin@us.ibm.com, 847-269-6765

Partner Contacts: Craig Thier, cthier@bluelineplanning.com, 609-577-0100

Hyperlinks: Global Solutions Directory: Blue Line Planning   TOP: Return to Table of Contents

VenueEdge by Brightstar Solutions

Industry: **Cultural Attractions**
Business Function: **Performance Management**
Cognos Products: **Cognos BI**
Geography: **North America**
Target Customers: **Zoos, Aquariums, Museums**

Solution Description

IBM Business Intelligence designed for Cultural Attractions! Our pre-built analytics, reports and dashboards enable you to quickly deploy business intelligence and begin seeing results immediately. IBM Cognos connects your business together through a single, intuitive, easy to use interface. Get your systems talking to each other and instantly see a 360 degree view of your guest and your business. Unleash the power of Business Intelligence into your Attraction by leveraging technology previously accessible to only large for-profits, and use the insight, efficiency and ROI to fuel your mission. BrightStar Partner's Business Intelligence solution offers unprecedented value, rapid ROI and no impact on existing resources. Our clients are able to realize a return on their investment within one year, and to use the insight gained to drive customer service to new levels by giving you the ability to target market to your guests based on their specific likes and dislikes. Our cloud model provides low start-up costs and affordable monthly charges, allowing you immediate value and return on your investment. We provide a secure cloud environment with robust capability and speed which includes all hardware, software and support needed. This allows your IT department to focus on other tasks, and your leadership free to extract meaningful information directly from the business.

IBM Contacts: Jim Sherwin, jsherwin@us.ibm.com, 847-269-6765

Partner Contacts: Kevin Emanuel, kemanuel@brightstarpartners.com, 404-816-9454

Hyperlinks: Global Solutions Directory: Brightstar Partners   TOP: Return to Table of Contents

Risk Information for Law Enforcement (RIFLE) by Cadow Software

Industry: **Public Safety - Government**
Business Function: **Risk Management** (for Police Officers)
Cognos Products: **Cognos 8 BI**
Geography: **North America**
Target Customers: **Large and medium sized law enforcement agencies.**

Solution Description

The RIFLE Software (RIFLE) application is designed to help law enforcement agencies easily identify officer risk in five major areas: lethal use of force, non-lethal use of force, misconduct, pursuits, and collisions. The application uses risk dashboards to identify patterns at a management level and provides detailed data analysis capability once a potential liability issue is uncovered. This allows an agency to take corrective action through training or discipline before a pattern of conduct manifests itself. In this manner, lawsuits can be avoided or minimized through monitoring.

The RIFLE dashboards use highly visible indicators and automatic alerts to warn management of potential problem areas. The dashboard provides links to allow quick access to incident detail. This capability allows managers to quickly assess their employees and determine where to focus attention regarding employee risk. RIFLE also provides the capability for alerts to be forwarded via email to inform managers when an employee at risk is identified based on the incidents that have occurred during a specified time period. Furthermore, dashboards are available for specialized units such as Internal Affairs and Force Review. The use of these tools serves the purpose of safeguarding the public trust as agencies can show tangible evidence that they are policing their own as well as the street. Employees "at risk" are identified and can be guided to the appropriate training or be disciplined.

IBM Contacts: Jim Sherwin, jsherwin@us.ibm.com, 847-269-6765

Partner Contacts: Ed Cadow, ed.cadow@cadowsw.com, 310-204-2778

Hyperlinks: Global Solutions Directory: Cadow RIFLE   TOP: Return to Table of Contents

Business Intelligence for Restaurants by Change++

Industry: **Hospitality**
Business Function: **Performance Management**
Cognos Products: **Cognos BI. Express**
Geography: **UK**
Target Customers: **Restaurants, Hotels**

Solution Description

change++'s Business Intelligence for Restaurants solution is a complete IBM Cognos BI performance management solution for organizations in the hospitality sector that need to report performance to different levels in the business, from outlet managers to regional managers through to the board.

For functional teams, from central finance through to marketing, operations and sales, who may need analysis capabilities to investigate trends and patterns or the success of promotional activity, the BI Solution offers the opportunity to tailor queries using powercubes. Powercubes allow analysis and reporting on the following:

Sales: EPOS Daily Sales, EPOS Sales Trend, Sales Promotions
Stock: Weekly Stocks
Finance: P&L, Balance Sheet
Labour: Sales and Labour, Labour Scheduling

A major benefit of the Business Intelligence for Restaurants solution is that multiple data sources can be combined easily so data is accessed "in place" where appropriate. Other data is collected in a simple reporting database accelerating data consolidation and information delivery.

A phased implementation approach ensures that a robust and proven solution can be delivered rapidly to key users.

IBM Contacts: Jim Sherwin, jsherwin@us.ibm.com, 847-269-6765

Partner Contacts: Della Payne, Della.payne@chanepp.co.uk, 0118 984 3223

Hyperlinks: Global Solutions Directory: Novabase   TOP: Return to Table of Contents

MARS (Manufacturing Analysis and Reporting Solutions)
for Solarsoft iVP by **Creative Computing**

Industry:	**Manufacturing**
Business Function:	**Enterprise Reporting**
Cognos Products:	**Cognos BI, Express**
Geography:	**North America**
Target Customers:	**Solarsoft iVP**

Solution Description

MARS products are designed and built to provide 'out-of-the-box' pre-configured solutions for business analysis and reporting against Solarsoft iVP data. The framework can be customized to join Solarsoft data to any other data sources, including time & attendance, payroll, HRIS, quality, and forecasting applications. The framework connects to the Solarsoft iVP data including; Account Receivables, Finance, Inventory, Production, and Sales. The MARS Framework is the gateway for all of business information in the Solarsoft iVP system.

IBM Contacts: Jim Sherwin, jsherwin@us.ibm.com, 847-269-6765

Partner Contacts: Ken Gustin, ken.gustin@mycci.com, 401-727-2400

Hyperlinks: Global Solutions Directory: Creative Computing   TOP: Return to Table of Contents

TM1 Documenter by Cubewise

Industry: **Cross Industry**
Business Function: **Performance Management**
Cognos Products: **Cognos TM-1**
Geography: **Australia**
Target Customers: **Cross Industry**

Solution Description

Cubewise TM1 Documenter – Understand your TM1 model Reduce the project risk associated with your TM1 implementation and get information "out of people's heads" and into a properly controlled knowledge management system specific to your TM1 model. Due to small support footprints, rapid development cycles and specialized skill sets, many organizations'' TM1 implementations are especially exposed to key man risk. Historically, TM1 model documentation has been neglected or placed in the "too hard" basket, and when working with a database that can change rapidly to meet new or altered business requirements, more often than not documentation can't keep up and rapidly becomes obsolete. A lack of documentation can raise real audit compliance risks. These are common fears and concerns that Cubewise has heard often from TM1 users. Cubewise TM1 Documenter offers a one stop shop solution to these problems. The Documenter is built using TM1 and is embedded within your TM1 installation - a TM1 Best Practice solution for a living knowledge management system that automatically updates as your TM1 model changes and grows, providing a framework that is always current and up to date. The Cubewise Documenter reduces by an order of magnitude the time and effort required to properly document a TM1 model.

IBM Contacts: Jim Sherwin, jsherwin@us.ibm.com, 847-269-6765

Partner Contacts: Ben Heinl, bheini@cubewise.com, +61 2 9437 1100

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DashInsight by DataClarity

Industry: **Cross industry**
Business Function: **Enterprise Reporting**
Cognos Products: **Cognos BI**
Geography: **North America**
Target Customers: **Cross Industry**

Solution Description

Now more than ever organizations are under pressure to increase revenues, reduce costs, and gain the most value from their investments in business intelligence and performance management. Capitalizing on a successful and cost-effective strategy to deploy highly functional Cognos performance dashboards to users that provide meaningful, accurate and timely information is the best vehicle for creating awareness, value, and user adoption. If you are looking for a low cost approach to quickly get up and running with best-in class Cognos dashboards in your environment, DashInsight is the answer.

DashInsight is a high value cost-effective customizable solution for rapidly developing and deploying Cognos dashboards using best practices. DashInsight is packaged with DataClarity's Dashboard Framework software at no additional cost. DashInsight is a reporting framework that facilitates report viewing and exploration in a standard Cognos Consumer license role. It features pre-built content that expedites and streamlines development of best-in-class dashboards utilizing customizable layout and report templates that work with both relational and dimensional data. It also features a built-in navigation/menu system that dramatically enhances dashboard functionality, usability, visual appeal and adoption, and is 100% compatible with all Cognos Report Studio standards. The Framework can also be easily customized with your company style, colors and logo.

IBM Contacts: Jim Sherwin, jsherwin@us.ibm.com, 847-269-6765

Partner Contacts: Steven M. Johnson, s.johnson@dataclaritycorp.com, 1-877-454-4898

Hyperlinks: Global Solutions Directory: DataClarity   TOP: Return to Table of Contents

XJ1 Performance Management for K-12 by Decision Ed

Industry: **Education (K-12)**
Business Function: **Performance Management**
Cognos Products: **Cognos 8 BI**
Geography: **North America**
Target Customers: **K-12 Educational Systems (Districts / States)**

Solution Description

Connecting disparate data sources from within a K12 School District, the DecisionEd Group XJ1 data warehouse product provides an integrated view of student performance and the factors that impact achievement. Pulling data from the Student Information System, Finance, Human Resources and Assessments stakeholders across the district are able to track the success of programs and educational activities.

With over 240 prebuilt reports, districts are able to achieve immediate value. Dashboards for common roles are included along with security roles to protect sensitive information. The solution includes full deployment within the district, ensuring timely loading information from district data sources.

IBM Contacts: Jim Sherwin, jsherwin@us.ibm.com, 847-269-6765

Partner Contacts: Mark Mason, mark.mason@decisionedgroup.com, 214-789-4586

Hyperlinks: Global Solutions Directory: DecisionEd   TOP: Return to Table of Contents

ENTECH Sales Planning Module by Entech

Industry: **Cross Industry**
Business Function: **Sales Planning, Performance Management**
Cognos Products: **Cognos Planning, BI, TM-1,**
Geography: **Switzerland**
Target Customers: **Cross Industry**

Solution Description

ENTECH Sales Planning Module – simply uncompromisingly An easy to use web-based solution for all companies they would like to make its Planning phases more transparent and make planning facilities available over the web for subsidiaries all over the world. The standard ENTECH Sales Planning module can be adapted to your specific challenges, no matter how complex they are. Included are: Planning by products, customers or projects, bottom-up at current prices, weights or dimensions, with an aggregated global view in there standard currency. Inter-company eliminations for global customers or productions. No matter if the currency changes or you add a new brand or company or material costs goes up – results are shown online.

IBM Contacts: Jim Sherwin, jsherwin@us.ibm.com, 847-269-6765

Partner Contacts: Tina Fingerle, fingerle@entech.ch, 0041 44 715 64 64

Hyperlinks: Global Solutions Directory: Entech   TOP: Return to Table of Contents

Predictive Operational Analytics by Genius Systems Ltd

Industry: **Cross Industry**
Business Function: **Performance Management**
Cognos Products: **SPSS**
Geography: **Israel**
Target Customers: **Manufacturing**

Solution Description

Faults, malfunctions or problems in complex and sophisticated machinery used in manufacturing or production line are very critical and causes: Big production losses due to downtime of production line / machinery Difficult, costly repairs of complex machine / modules Predictive Operational Analytics solution addresses in a manufacturing / production environment the following problems: • Root Cause Analysis: post-mortem analysis of failures, identification of the root causes of problems or events and identify what behaviors, actions, in-actions, or conditions need to be changed to prevent recurrence of similar harmful outcomes. • Fault and Anomaly Detection: predict when the next failure could occur before it occurs, identify which parameter/module causes the problem and then enabling to take the right action to prevent the failure. • Proactive Maintenance taking into account historical and environmental data • Real Time Monitoring & Statistical Process Control to visualize the behavior of critical KPI's using powerful algorithms based on IBM SPSS predictive technology. The benefits and ROI due to the analysis and prediction of failures is very high and easy to measure. Investing in Predictive Operational Analytics prevents losses due to reduction in production and expenses due to costly repairs.

IBM Contacts: Jim Sherwin, jsherwin@us.ibm.com, 847-269-6765

Partner Contacts: Mr. Hezi Heber, hezi@genius.co.il,   +972 3 9222204

Hyperlinks: Global Solutions Directory: Genius Systems   TOP: Return to Table of Contents

Middle-term planning for energy and utilities sectors by GMCS

Industry: **Energy & Utilities**
Business Function: **Planning and Reporting**
Cognos Products: **Cognos Planning, BI, TM1**
Geography: **Russia**
Target Customers: **Energy & Utilities Companies**

Solution Description

The solution "Middle-term planning for energy and utilities sectors" developed by GMCS Company is intended to solve a wide range of tasks faced by the companies in the energy and utilities sectors.

At present, the internal and external environment of companies is dynamically changing and, therefore, to be successful and competitive, each company has to be dynamic and flexible. The strategic objectives of a company are reviewed on a regular basis, which leads to a change in the activities of an organization at its all levels. The process of middle-term planning is the key process for the transition from strategic objectives to the organization's operational level. The middle-term planning results in specific plans for organizational units agreed upon for the purpose of achieving the strategic objectives of the organization. In such conditions the process of middle-term planning in the company (for 1 to 5 years) becomes a key strategic business processes of the company.

Increasing the efficiency of the planning process due to the following:

- Reduced time of collecting and correcting the plan.

- Improved efficiency of control over and fulfillment of the plan through a multi sided analysis of plan/actual indices.

- Increased accuracy of planning and the validity of data.

- Reduced time of preparation and transformation into IFRS.

- Possibility of forecasts ("what-if" analysis and factor analysis)

IBM Contacts: Jim Sherwin, jsherwin@us.ibm.com, 847-269-6765

Partner Contacts: Petr Sibirtcev,   psibirtcev@gmcs.ru,   +7(495) 737-99-91

Hyperlinks: Global Solutions Directory: GMCS   TOP: Return to Table of Contents

ICit Profitability Solution by ICit business intelligence Ltd

Industry: **Cross Industry**
Business Function: **Performance Management**
Cognos Products: **Cognos TM-1**
Geography: **UK**
Target Customers: **Cross Industry**

Solution Description

Without detailed Product and Customer profitability analysis, Enterprises are potentially undermining business performance and making poor investment decisions.

The benefit of ICit's profitability solution is that the financial information underpinning the analysis is based on trusted financial data source, allowing reconciliation to the management accounts. The solution uses IBM Cognos TM1 to allocate revenue and costs against products and customers based on business rules. The solution is highly scalable and flexible and can be configured to map to any business.

IBM Contacts: Jim Sherwin, jsherwin@us.ibm.com, 847-269-6765

Partner Contacts: Mark Bodger, mark_bodger@icitbi.com, 07931 686874

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ARC (Accelerated Reporting & Consolidation) by InfoHub

Industry: **Cross Industry**
Business Function: **Performance Management**
Cognos Products: **Controller**
Geography: **Singapore**
Target Customers: **Cross Industry**

Solution Description

InfoHub, an IBM partner, was awarded "2010 Top Performer Software Group – Information Management Valued Partner" and "2010 Top Performer Software Group - Mid Market" from IBM. This is an acknowledgement by IBM for InfoHub's contribution as the best business partner for IBM's Business Analytics solutions which cover Financial Consolidation, Planning & Budgeting as well as Business Intelligence. We pride ourselves as the specialist in financial consolidation. ARC leverages on IBM-Cognos Controller as the consolidation engine and encompasses the following: • Incorporates InfoHub's proven implementation methodology which covers best practice in implementation of financial consolidation system ; • Provides pre-built 'Quick Start' to build various dimension structures in the system. This makes a 3 to 5 months implementation possible; • Offers standard report templates, such as Balance Sheet, Profit & Loss and Cash Flow Statement to accelerate reporting process; • Covers end to end process from project implementation, end –user training as well as post-implementation application support; • Joint implementation by a team of certified public accountants who understand statutory and management reporting requirements and bring with them a wealth of implementation experience for large listed companies in diversified industries.

IBM Contacts: Jim Sherwin, jsherwin@us.ibm.com, 847-269-6765

Partner Contacts: Tneh Kooi Joo, kj.tneh@infohub.sg, 65 62106320

Hyperlinks: Global Solutions Directory: InfoHub   TOP: Return to Table of Contents

Adoption and Foster Care Analysis and Reporting System (AFCARS)
by Infolink

Industry: **Public Sector (Government)**
Business Function: **Human Service**
Cognos Products: **Cognos 8 BI**
Geography: **North America**
Target Customers: **State and local human services agencies, departments of child welfare.**

Solution Description

The Infolink AFCARS solution helps State agencies better serve the youth of their State and fulfill their mission of assisting youth requiring adoption and foster care services by providing timely, accurate and meaningful information specific to their services. The solution allows State agencies to reduce risk and avoid costly penalties for CFSR non-compliance while requiring minimal resources from the State's IT staff. The Infolink AFCARS solution allows State agencies to better manage their department by meeting federally mandated compliance standards, proactively identifying potential compliance issues and allow for proactive improvements prior to submission to Administration for Children & Families (ACF).

IBM Contacts: Jim Sherwin, jsherwin@us.ibm.com, 847-269-6765

Partner Contacts: Bob Tinglestad, bob.tinglestad@infolinkconsulting.com, 720-980-9615

Hyperlinks: Global Solutions Directory: Infolink   TOP: Return to Table of Contents

Chronic Disease Analytic by LPA

Industry: **Healthcare**
Business Function: **Performance Management**
Cognos Products: **Cognos BI. TM-1**
Geography: **NA**
Target Customers: **Healthcare Providers**

Solution Description

The LPA Chronic Disease Analytic provides a way for a health practice to better manage their patient populations. With this solution, provider groups, practices and individual physicians have visibility to the key metrics that impact the status of their chronically ill patients. The LPA solution tracks historical as well as current information about patients with Diabetes, Hypertension, Hyperlipidemia and Coronary Artery Disease enabling physicians to see how effective they are managing their patient populations and to identify gaps and at risk patient groups.

The solution leverages LPA's experience along with state of the art technology from IBM and integration with the Provider's EMR to answer some of the most critical questions about chronic disease care.

With prebuilt dashboards and actionable reports the LPA Chronic Disease Analytic provides a wide range of capabilities to analyze key metrics in the management of patient populations in these key high risk areas.

For provider group and practice management, comparisons of individual physicians are possible so that good behavior and results can be rewarded while unsatisfactory performance can be addressed through education to raise the overall level of care given by the organization. This is enhanced by the ability to have goals set at the group and practice level so that all users know exactly how they compare to these benchmarks at a glance.

IBM Contacts: Jim Sherwin, jsherwin@us.ibm.com, 847-269-6765

Partner Contacts: David Meintel, David.Meintel@lpa.com, 585-419-3905

Hyperlinks: Global Solutions Directory: LPA   TOP: Return to Table of Contents

SmartPredict Higher Education by NEC

Industry: **Higher Education**
Business Function: **Performance Management**
Cognos Products: **Cognos BI, Cognos TM1**
Geography: **North America**
Target Customers: **Colleges and Universities**

Solution Description

NEC's SmartPredict - Higher Education Advancement solution is designed to help you manage your alumni and constituent relationships and ensure that you have complete insight into your Alumni and other constituents. Highly interactive dashboards let you visualize and interact with alumni, campaign management, event management and alumni giving data that is integrated from various sources.. NEC's SmartPredict solution helps you build a stronger relationship with your Alumni by tracking them through their lifecycle- from enrollment to graduation and further. You can track alumni by geography, see their involvement with the institution, track their activity and giving levels and then create specific programs to improve Alumni involvement and giving.

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Partner Contacts: Michael Clark, Michael.Clark@necam.com, (609) 538-7407

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Performance Models for Government Contractors by [Neosystems](#)

Industry: **Government Contractors**
Business Function: **Performance Management**
Cognos Products: **Cognos TM1**
Geography: **North America**
Target Customers: **Aerospace & Defense**

Solution Description

Our solution is a comprehensive model package for Cognos TM1 that meets the specific financial performance needs of government contractors. These companies, unlike their commercial counterparts, have unique requirements, such as the need to develop provisional rates, create forward pricing proposals, and segregate costs into allowable and unallowable classifications to ensure proper compliance with government standards. NeoSystems' solution delivers blueprint models within the Cognos TM1 environment, keeping government contractors compliant with DCAA by following the Cost Accounting Standards (CAS) and Federal Acquisition Regulation (FAR). This package includes all of the financial models a government contractor requires in the audit process, including provisional rate plans, forward pricing proposals, and both corporate (indirect) and project (direct) rate plans. In addition to the government contracting –specific models, our solution includes project-based budgeting, resource planning, and cost-tracking. These models give insight into actual performance against stated work on government funded projects before the bottom line is affected. NeoSystems also assists government contractors with integrating Cognos TM1 into their accounting solutions, including Deltek Costpoint and other best-in-class applications. Our solution creates a smooth flow of data throughout the ETL process that minimizes headaches and maximizes financial performance management.

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Partner Contacts: Richard Kirby, rkirby@neosystemscorp.com, 888-676-6367

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Workforce Planning by Newcomp

Industry: **Cross Industry**
Business Function: **Personnel Management**
Cognos Products: **Cognos TM1**
Geography: **North America**
Target Customers: **Cross Industry**

Solution Description

Here is your one stop solution for forecasting headcount, workforce planning and forecasting salaries and benefits expenses. Enter annual salary grades, salary drivers and benefits limits and rates that will be used along with your workforce planning entries to complete the Salaries and Benefits portion of your budgets, forecasts and other planning scenarios. Other drivers can be created / entered to automatically calculate Mobile Phone, Travel, Meals & Entertainment and other expenses based on the employee type and/or other factors.

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Partner Contacts: Christina DiLallo, cdilallo@newcomp.com, 416-895-3504

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Customer Insight by Novabase

Industry: **Cross Industry**
Business Function: **Performance Management**
Cognos Products: **Cognos TM1**
Geography: **Spain**
Target Customers: **Cross Industry**

Solution Description

The solution is modular and the most common pieces are the industry specific data warehouse models, the ETL framework, market share analysis, profitability and revenue analysis, segmentation, churn analysis, opportunity analysis, sales analysis, campaign management, and real time decision. These key functional areas have out-of-the-Box Business Information Reports based on Cognos. These components work as integrated platforms which measure the key business indicators of the company. It allows customization of reports online with users' needs and solution's scalability. Pre-built data Models can be implemented for each area and this guarantees a short time-to-market implementation and high scalability. Easy parameterization guarantees low maintenance costs. Customer Knowledge Models like Churn and Segmentation allow a deep insight on customer behavior and market basket analysis. The Profitability model focuses on customer value management, in order to achieve appropriate differentiation. SPSS software is key for the segmentation and modeling. Cognos SW is key for reporting, analysis and what if analysis to predict possible outcomes and impacts on business results.

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Retail Pathways by [Perficient](#)

Industry: **Retail**
Business Function: **Performance Management**
Cognos Products: **Cognos AAF Solution**
Geography: **North America**
Target Customers: **Retail Enterprise including apparel, specialty, grocery, general merchandise and e-commerce.**

Solution Description

Retail Pathways is a three-time award winning retail solution, a pre-packaged data mart, reporting, and analytics model that helps retailers implement processes, KPIs, and technical framework around the key components. Adaptive Analytical Framework (AAF) takes this one step further by dynamically updating the ETL framework as your retail environment evolves. Through structured design sessions, the technology infrastructure is customized to focus on the specialty nature of your business and your company's unique drivers.

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PM2 Plan by PMSquare

Industry: **Cross Industry**
Business Function: **Enterprise Reporting & Planning**
Cognos Products: **Cognos BI, TM1 & Planning**
Geography: **Asia Pac**
Target Customers: **General Business Mid Market**

Solution Description

PM2Plan is a fully integrated performance management solution for companies including financial, sales and operational capabilities such as Sales planning, Opex planning, Capex planning, Headcount planning, sales dashboards and financial analytics. There is a challenge for customers to rollout PM solutions throughout the ASEAN region i.e. with 8 different countries, different languages and, typically, a shared services structure. PM2PLan integrates the requirements of sales, finance, operations and other departments but with a unique modular approach that can be leveraged across international borders.

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BI4Leasing and BI4Reports v1.0 by Poslovna Inteligencija

Industry: **Financial Services**
Business Function: **Financial Management, Performance Management**
Cognos Products: **Cognos BI**
Geography: **Croatia**
Target Customers: **Leasing Companies**

Solution Description

BI4Leasing and BI4Reports is a solution of Poslovna Inteligencija for leasing companies. The solution contains the analytical data model, SQL Server Integration Services procedures to load data into data warehouse, and a set of standard reports for leasing. The solution can be extended with data from other systems, and with BI4Reports. BI4Reports part of solution is used for defining the structure of the financial reports. It defines the structure of the financial reports with chart of accounts as the basis and other (eg. statutory) reports where the chart of accounts is not the basis but they do require a fixed position structure. The created structures of reports can easily create a finished report on any BI platform. The solution includes predefined reports and analysis in major business areas of leasing operations: Sales, Risk , Accounting, and Controlling. BI4Leasing solution is organized into the following architecture: - Data Source, - The primary data source for the solution is the ERP / Core application of Globus Marine International (GMI) company, - In addition to the primary source, all other available data can be used as the data source, including relational databases and Excel files, Access databases, text files, etc.

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SCOPE by QueBIT

Industry: **Cross Industry**
Business Function: **Performance Management**
Cognos Products: **Cognos 8 BI, TM1, Express**
Geography: **North America**
Target Customers: **Mid Market**

Solution Description

SCOPE complements IBM Cognos Express by providing a framework of controlled financial and statutory reporting, in addition to the standard planning, modeling, business intelligence and analytical visualization capabilities of IBM Cognos Express. The end result is a complete end-to-end Performance Management Solution that is specifically tailored to the demands of mid-size customers. SCOPE extends the standard reporting and analytical capabilities of IBM Cognos Express Xcelerator through wizards, enabling users to easily generate financial reports that embody financial intelligence.

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Partner Contacts: Gary Quirke, gquirke@quebit.com, 914-713-0029

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BPM Suite by Revelwood

Industry: **Cross Industry**
Business Function: **Enterprise Reporting & Planning**
Cognos Products: **Cognos TM1**
Geography: **North America**
Target Customers: **Mid Market**

Solution Description

Revelwood's BPM Suite is an out-of-the-box solution for enterprise financial planning and reporting running on the IBM Cognos TM1 platform. It allows TM1 customers to get up and running quickly and easily with a business performance management (BPM) solution. 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. At its core, the BPM Suite allows for complete planning and reporting for P&L, balance sheet, cash flow and other non-financial metrics. It includes modules that support currency translation, expense planning, line item detail, staff planning, capital planning, allocations 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.

IBM Contacts: Jim Sherwin, jsherwin@us.ibm.com, 847-269-6765

Partner Contacts: Ken Wolf or Lisa Minneci, info@revelwood.com, 866-825-4201

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PPRS by SemFin

Industry: **Government Contractors**
Business Function: **Enterprise Reporting & Planning**
Cognos Products: **Cognos TM1, BI and EP**
Geography: **North America**
Target Customers: **Federal Government Contractors**

Solution Description

SemFin's PPRS targets project based businesses, especially federal government contractors working with DoD, DoE, CMS, NASA, and other agencies. PPRS is a financial reporting, budgeting and forecasting application that also merges portions of financial, accounting, operational and HR functions into an integrated solution enabling the clients to more accurately forecast future business. The PPRS delivers financial budgeting, operating revenue and profit forecasting, proposal pricing, indirect forward rates, and resource planning among other benefits.

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SNC Control by Sievers Group

Industry: **Cross Industry**
Business Function: **Finance, Sales, Logistics, Purchasing, Accounts Receivables**
Cognos Products: **Cognos 8 Business Intelligence & Cognos Express**
Geography: **Germany / EMEA**
Target Customers: **SMB Companies in Germany / EMEA**

Solution Description

Siever's SNC CONTROL is a business intelligence solution for mid market companies that have implemented Microsoft Dynamics NAV as their ERP system. The solution addresses the functional business areas of finance, sales, logistics, purchasing, and account receivables. SNC Control is the business intelligence layer that is implemented to compliment the MS Dynamics NAV transaction system. The solution consists of all the components required to extract the data from the NAV system, stage the data for the business intelligence layer and present the users with predefined content from dashboards to reports. The system is extensible and allows customers to develop their implementations beyond the solution that Sievers-Group offers. SNC Control is a highly repeatable solution that has been successfully implemented at over 20 companies throughout Germany.

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Business Ready Solution for Manufacturing by Sky Solutions

Industry: **Industrial Sector**
Business Function: **Performance Management and Optimization(PMOs)**
Cognos Products: **Cognos BI**
Geography: **North America**
Target Customers: **Manufacturing and Distribution for Industrial and CPG**

Solution Description

The Sky Solutions Business-Ready Performance Management Solution provides pre-packaged Performance Management/Business Intelligence for Manufacturers and Wholesale Distributors. The solution will provide business users in Manufacturers and Wholesale Distribution Organizations with the capability to monitor and measure the performance of their business. When implemented, the business will be able to focus on taking actions based on measurements of Key Performance Indicators (KPI's) that align with their company goals and strategies. The solution consists of an implementation methodology, a pre-populated KPI repository for over 600 KPI's, and Performance Management content consisting of Scorecards, Dashboards, a Reporting Framework and Analytical Capabilities.

The solution is modular and can be implemented by Performance Management Optimization (PMO) areas which include:

       Sales Performance
       Brand and Product Building
       Supplier Performance
       Inventory Optimization
       Production Performance
       Planning and Forecast efficiencies
       Financial Reporting Module

The solution can be installed in phases and can start with any PMO area.

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SBD Client Servicing by [Software by Design](#)

Industry: **Cross Industry**
Business Function: **Performance Management**
Cognos Products: **Cognos BI**
Geography: **NA**
Target Customers: **Cross Industry**

Solution Description

SBD Client Servicing gives the person closest to the client, the client manager, full ability to generate, review, and send pixel perfect statements; enrich statements with commentary; and create pixel perfect presentations by leveraging IBM Cognos Business Intelligence content.

SBD Client Servicing leverages your IBM Cognos investment by allowing the account manager to pick and choose re-usable content and comments, which ensures that data is accurate and timely.

SBD Client Servicing separates you from your competition by providing a powerful solution for client/account managers, wealth managers, insurance companies, investment bankers, retail bankers, and anyone who needs to generate and enrich professional client statements and power point presentations.

The Client Servicing Solution provides the following modules:

SBD Client Statement Generator
SBD Annotate
SBD PowerPoint Automation

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STAS Control by STAS GmbH, Fritz & Maczoil

Industry: **Cross Industry**
Business Function: **Financial & Sales Management**
Cognos Products: **Cognos BI, Planning & Controller**
Geography: **EMEA**
Target Customers: **SMB Companies in EMEA**

Solution Description

STAS Control provides turnkey software solutions for planning, analysis, and control of medium-sized companies. STAS Control merges all relevant data in the company to one view. With the reports, analyses, and operating figures from STAS Control everyone in the company – employees, executives, and management – can react faster and make confident decisions.

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EposMart by Tahola

Industry: **Retail and Hospitality**
Business Function: **Financial & Sales Management**
Cognos Products: **Cognos BI & TM-1**
Geography: **UK**
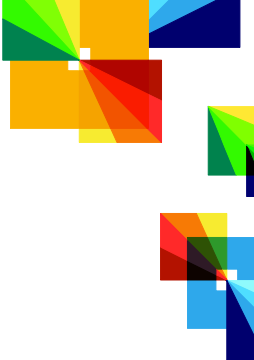Target Customers: **SMB Companies in EMEA**

Solution Description

Tahola are specialists in Business Intelligence for companies in the retail and hospitality industry. EposMart is our performance management solution which allows companies to: Interrogate epos, stock and audit data, deliver information automatically to users, present a bird's eye view of the business using Key Performance Indicators, drill into detailed information down to SKU and transaction level. The benefits include: Understanding performance right across the business, whether you are interested in products, stores, areas, brands, staff or suppliers, etc. Timely information that allows you to react quicker by being able to spot irregularities and correcting them quickly Giving you greater visibility across all stores to help you secure new customers and increase revenue streams Knowing where demand for products is changing helps to ensure that stores are stocked with the right products when customers want to buy them Understand your customers and the most profitable markets by having information about sales, stock, margins, products, stores and possible fraud at your fingertips. The typical ROI is under 18 months. EposMart is a proven solution winning a European Retail Solution award in 2001. Tahola's domain expertise in retail and hospitality, and all aspects of information management mean a quick understanding of your requirements, fast solution delivery and ongoing assistance to help you see the maximum return.

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Verago S&OP+ by Verago Oy

Industry: **Cross Industry**
Business Function: **Sales & Operations Planning**
Cognos Products: **Cognos Planning, BI**
Geography: **Finland**
Target Customers: **Cross Industry**

Solution Description

Sales & Operation planning solution cluster whereby organization key indicator is to concentrate internal and external demand and supply balancing. Offers fully integrated strategy simulation, target setting, tactical planning and reporting environment via dashboard functionalities.

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BA Capability Authorization Resources

IBM SVP Business Analytics Capability Authorization Showcase

The IBM Software Value Plus (SVP) Capability Authorization showcase connects you with skills and solutions built on IBM software from resellers and system integrators. Find solutions within specific capabilities such as Security, Cloud Computing, and more from Business Partners that have proven breadth and depth skills in the supported technology disciplines.

http://www-304.ibm.com/partnerworld/gsd/showsrchp.do?cd=BPAS&name=Business%20Analytics

BA Capability Authorization Contacts:

- Program Lead: Brad Jeffers
- Solutions Review Board: Jim Sherwin,
- Marketing Development: Frank Lopresti

Business Partners who apply for this program have participated in a solution review process to assess their viability and acceptance into the program.

For Business Partners seeking additional information see the Business Analytics Capability Authorization Website on IBM PartnerWorld.