

IBM Big Data & Business Analytics



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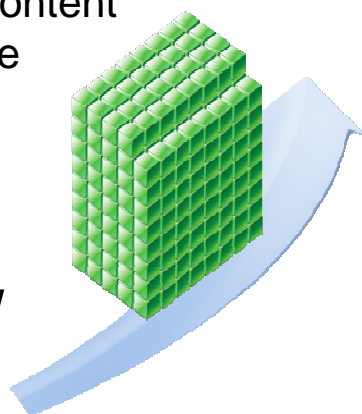
Information is at the Center of a New Wave of Opportunity...

... And Organizations Need Deeper Insights

44x

as much Data and Content Over Coming Decade

2020
35 zettabytes



2009
800,000 petabytes

Volume
Variety
Velocity

80%

Of world's data is unstructured



1 in 3

Business leaders frequently make decisions based on information they don't trust, or don't have

1 in 2

Business leaders say they don't have access to the information they need to do their jobs

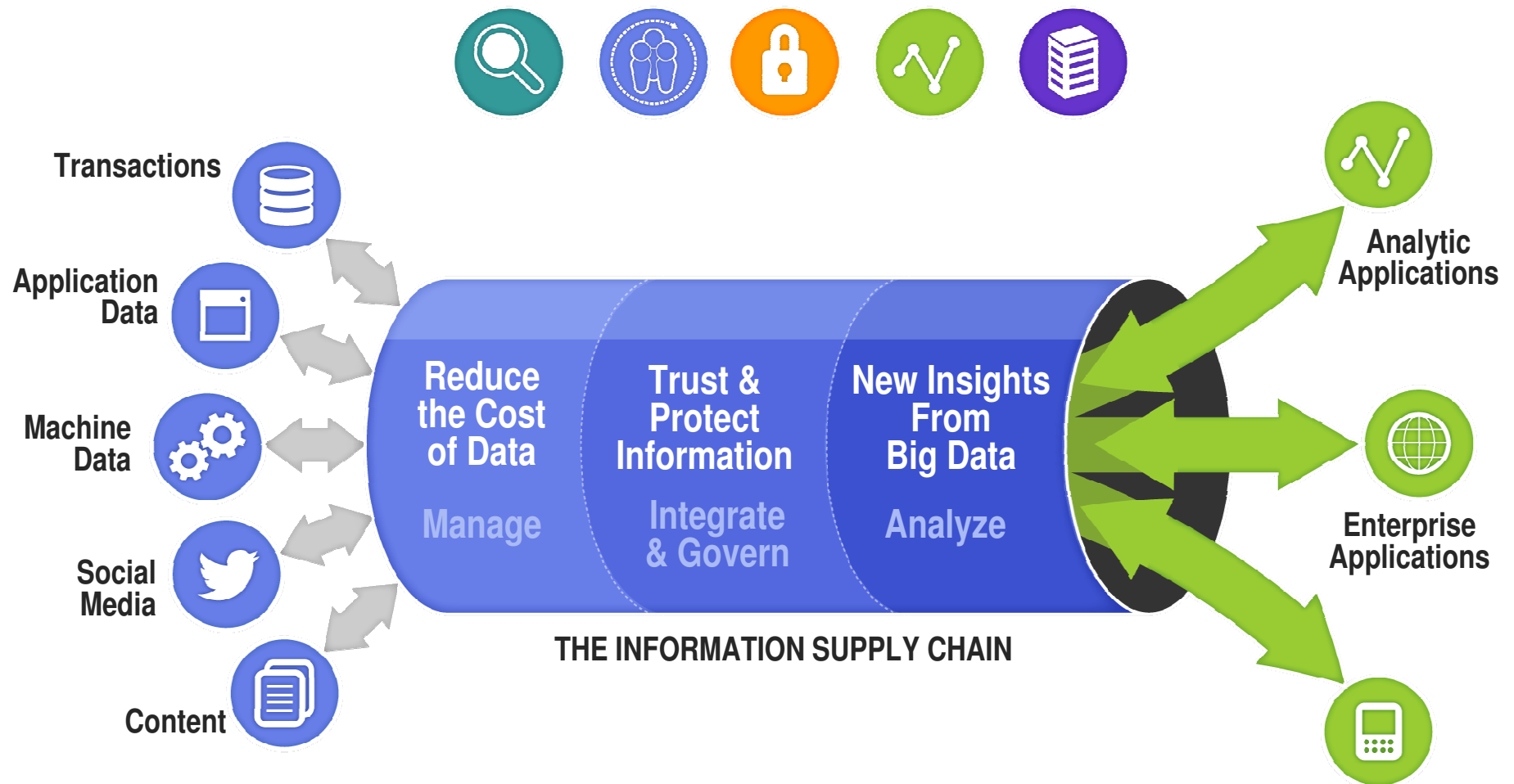
83%

of CIOs cited "Business intelligence and analytics" as part of their visionary plans to enhance competitiveness

60%

of CEOs need to do a better job capturing and understanding information rapidly in order to make swift business decisions

From Natural Resources to Information Supply Chain



Meeting today's challenges means thinking differently about architecture

Reduce complexity

Each system tuned for the different needs of different analytic and transaction processing

Accelerate time to value

Data management expertise is built in each system and ready for immediate use

Improve IT economics

The entire system lifecycle is simplified from acquisition to retirement



The 5 Key Use Cases



Big Data Exploration

Find, visualize, understand all big data to improve decision making



Enhanced 360° View of the Customer

Extend existing customer views by incorporating additional internal and external information sources



Security/Intelligence Extension

Lower risk, detect fraud and monitor cyber security in real-time



Operations Analysis

Analyze a variety of machine data for improved business results



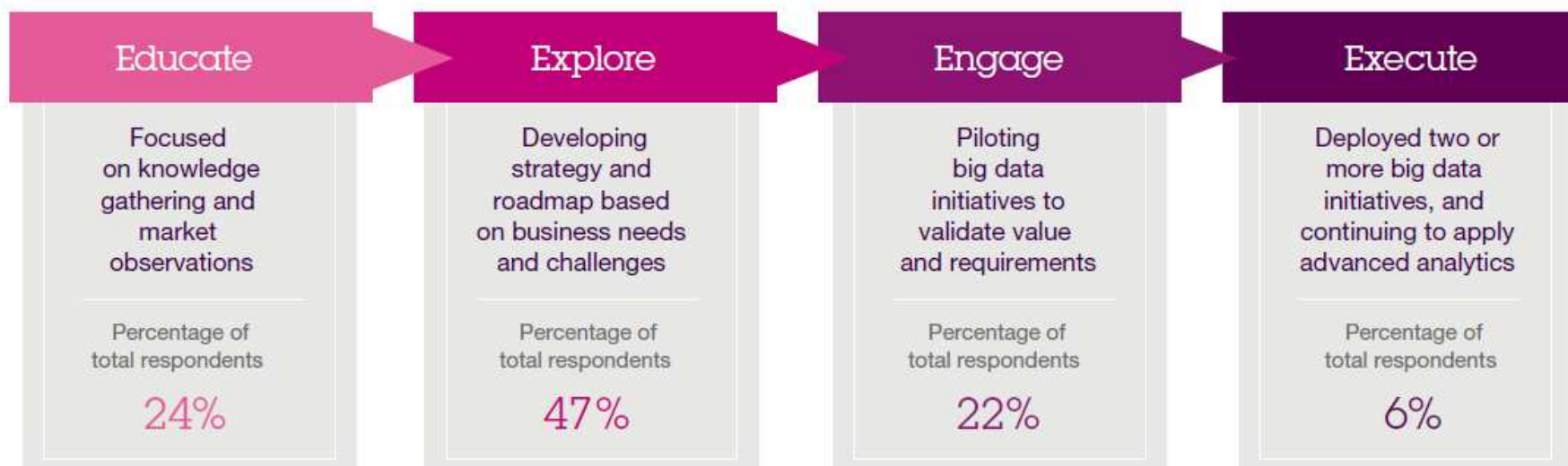
Data Warehouse Augmentation

Integrate big data and data warehouse capabilities to increase operational efficiency



Big Data Use Study

Big data adoption stages



Respondents were asked to identify the current state of big data activities within their organizations. Percentage does not equal 100% due to rounding. Total respondents=1061

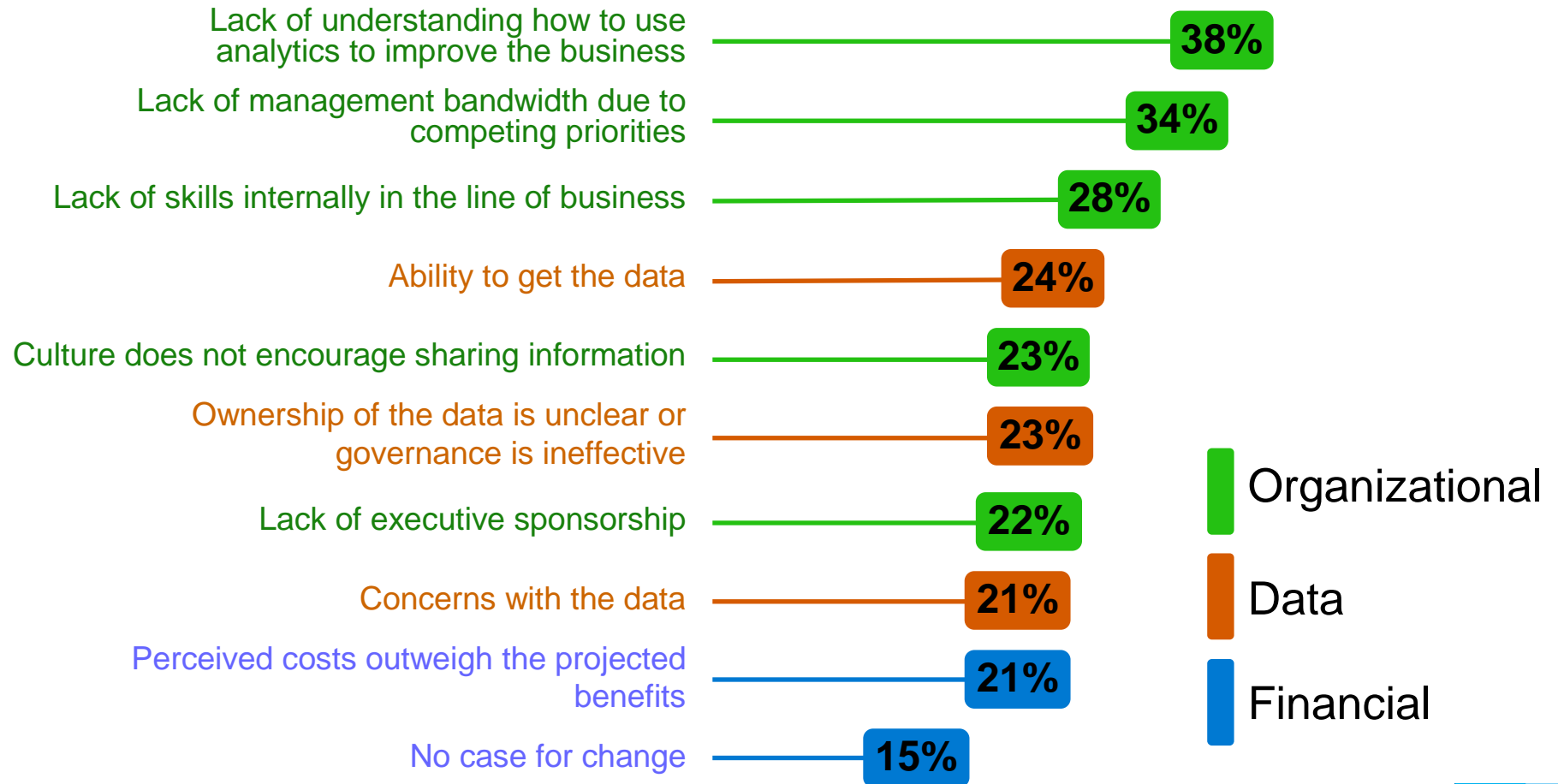


Saïd Business School
UNIVERSITY OF OXFORD

2012 Big Data @ Work Study surveying 1144 business and IT professionals in 95 countries

Organizational, not data or financial concerns, are holding back adoption

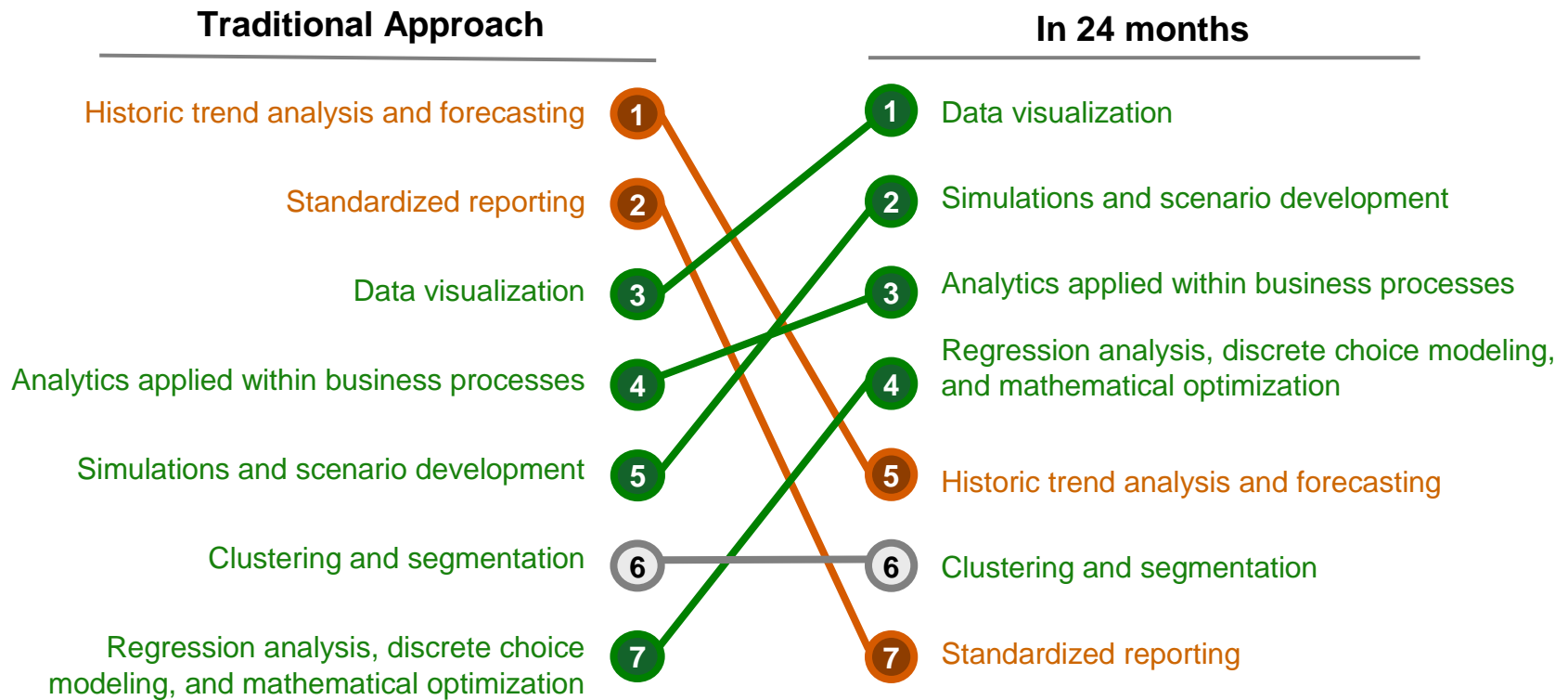
Primary obstacles to widespread analytics adoption



Source: Analytics: The New Path to Value, a joint MIT Sloan Management Review and IBM Institute of Business Value study. © 2010 Massachusetts Institute of Technology.

Organizations want to “see” insights more clearly – and act on them

Analytic techniques that provide the most value



Source: Analytics: The New Path to Value, a joint MIT Sloan Management Review and IBM Institute of Business Value study. © 2010 Massachusetts Institute of Technology.

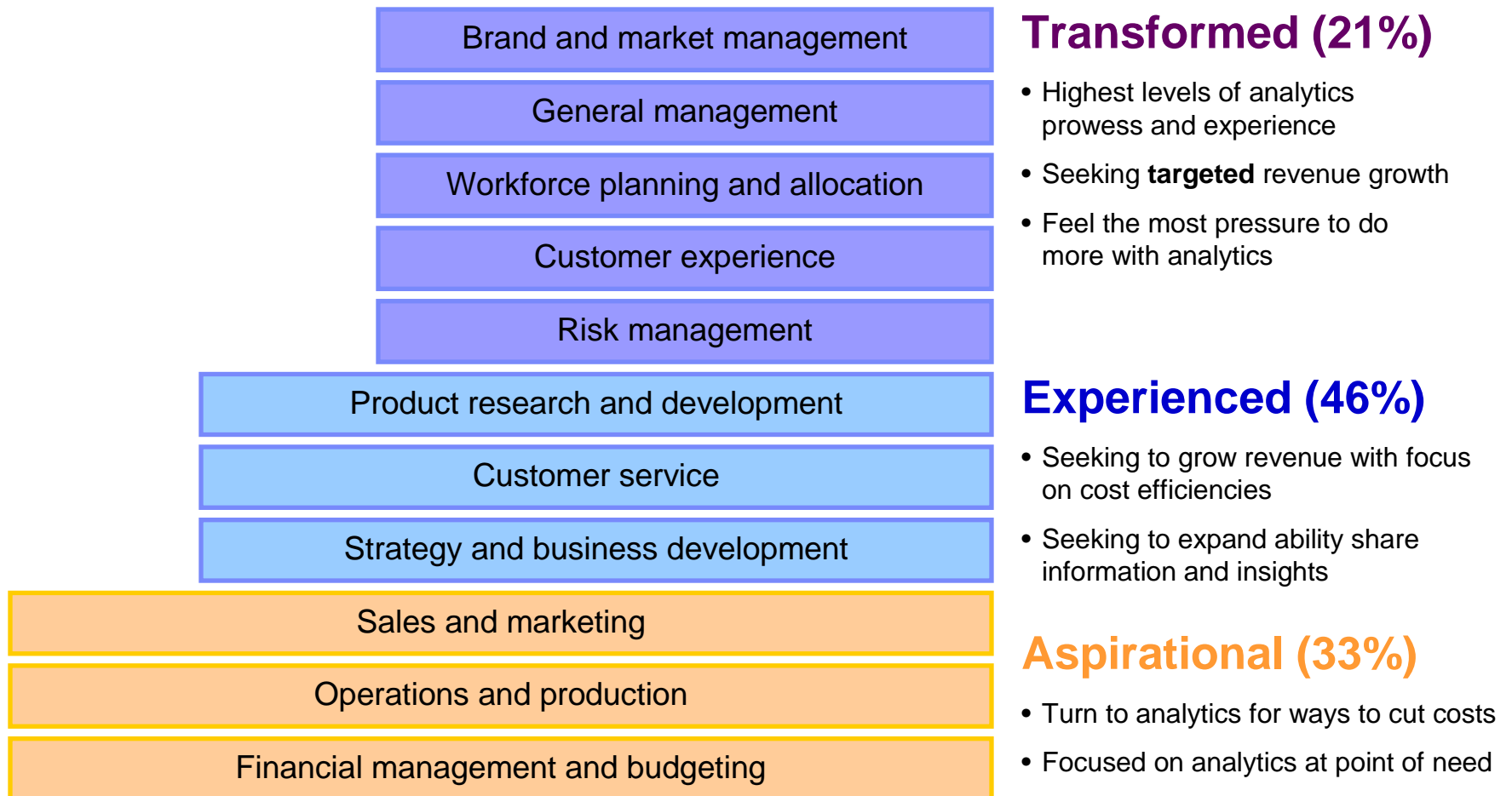
○ Increased or sustained value
○ Decreased in value



Why Analytics Matters

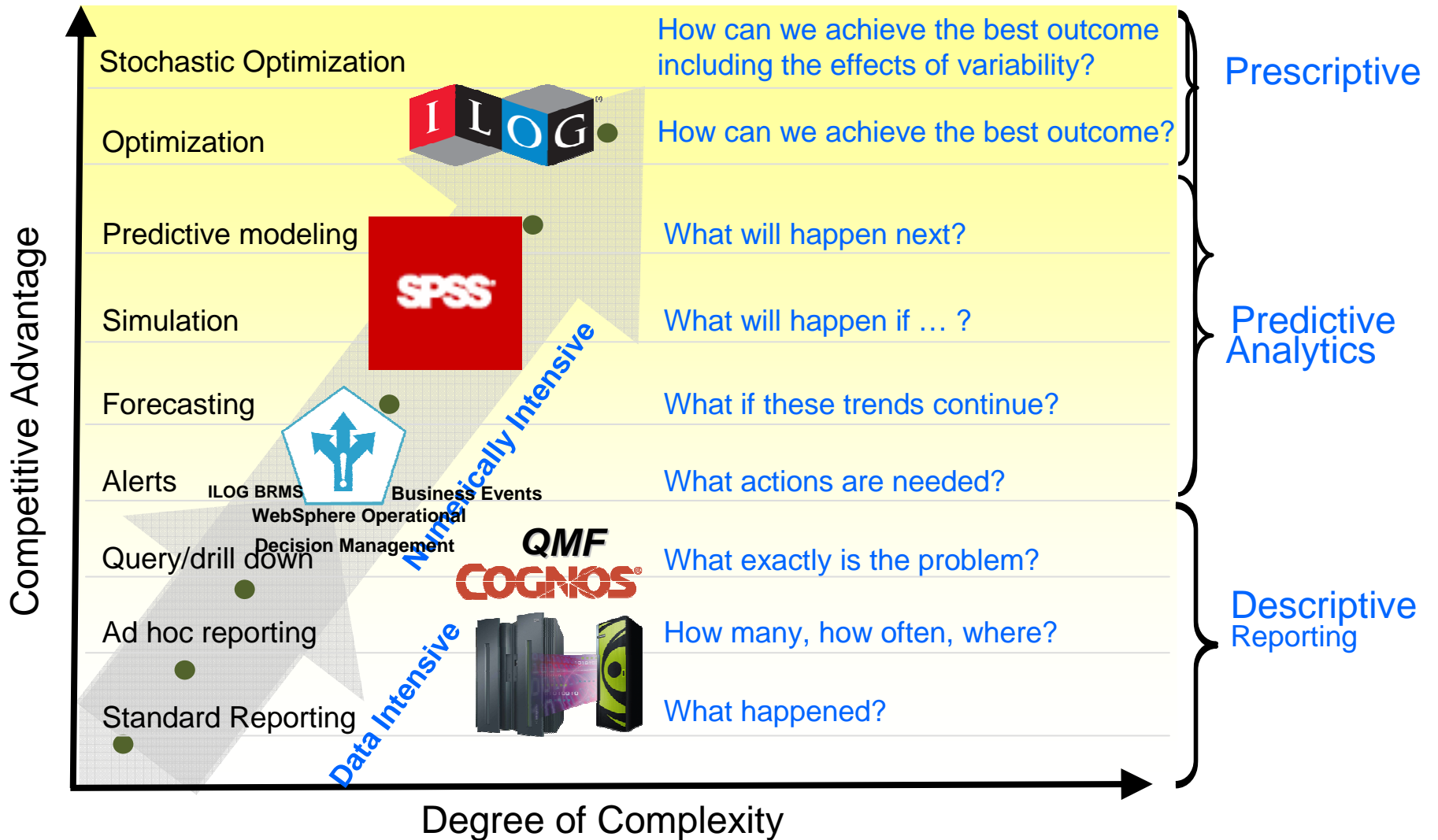


Three segments emerged based on analytics capabilities with clear patterns illustrating common priorities, activities and roadblocks



Commercial HPC > Business Analytics

Mathematical-Analytics Landscape

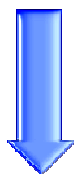


Increasing prevalence of compute and data intensive parallel algorithms in commercial workloads driven by real time decision making requirements and industry wide limitations to increasing thread speed

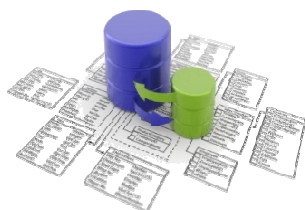
Merging the Traditional and New Data Approaches

Traditional Approach
Structured & Repeatable Analysis

Business Users
 Determine what question to ask



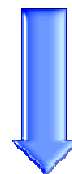
IT
 Structures the data to answer that question



Monthly sales reports
 Profitability analysis
 Customer surveys

Big Data Approach
Iterative & Exploratory Analysis

IT
 Delivers a platform to enable creative discovery

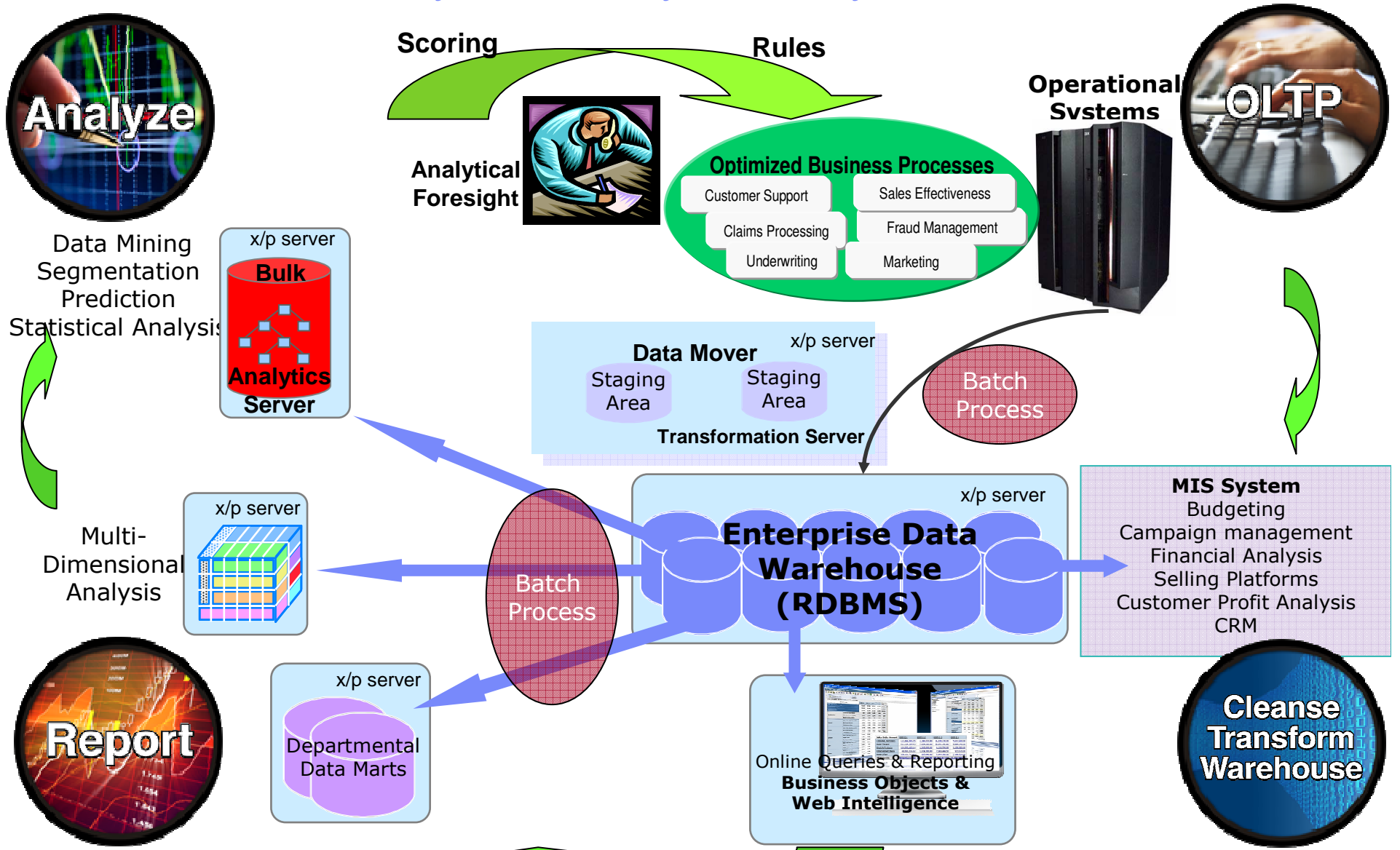


Business
 Explores what questions could be asked



Brand sentiment
 Product strategy
 Maximum asset utilization

Business Analytics Life Cycle – Async and Distributed



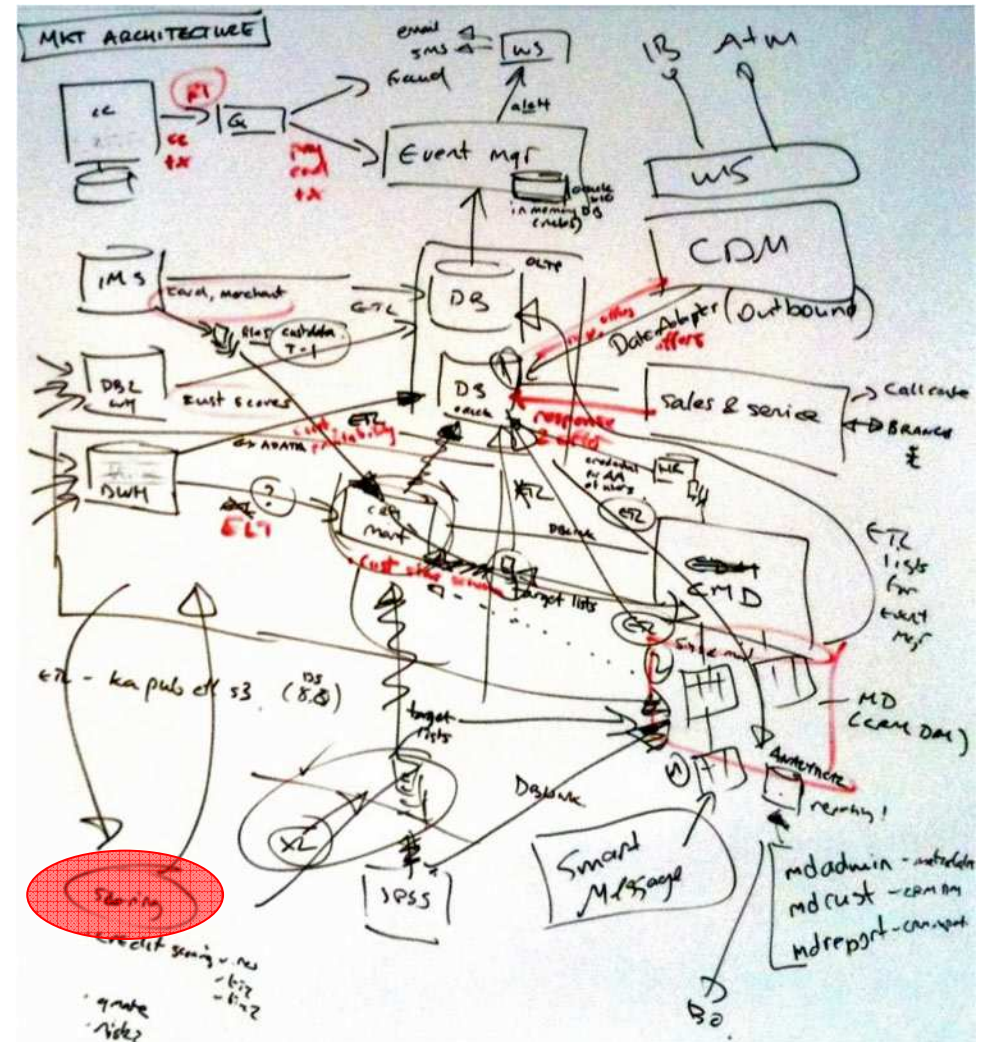
What usually happens when all views of data are **not** co-located

➤ Client key concerns:

- Cannot deliver real-time analytics
- Inadequate performance
- Governance model
- Data latency
- Data completeness
 - Not all in one source
 - Lack access to fine-grained data
 - Lack “customer intent” e.g. cancelled transactions

➤ Multi-day workshop captured the complexity of the current architecture

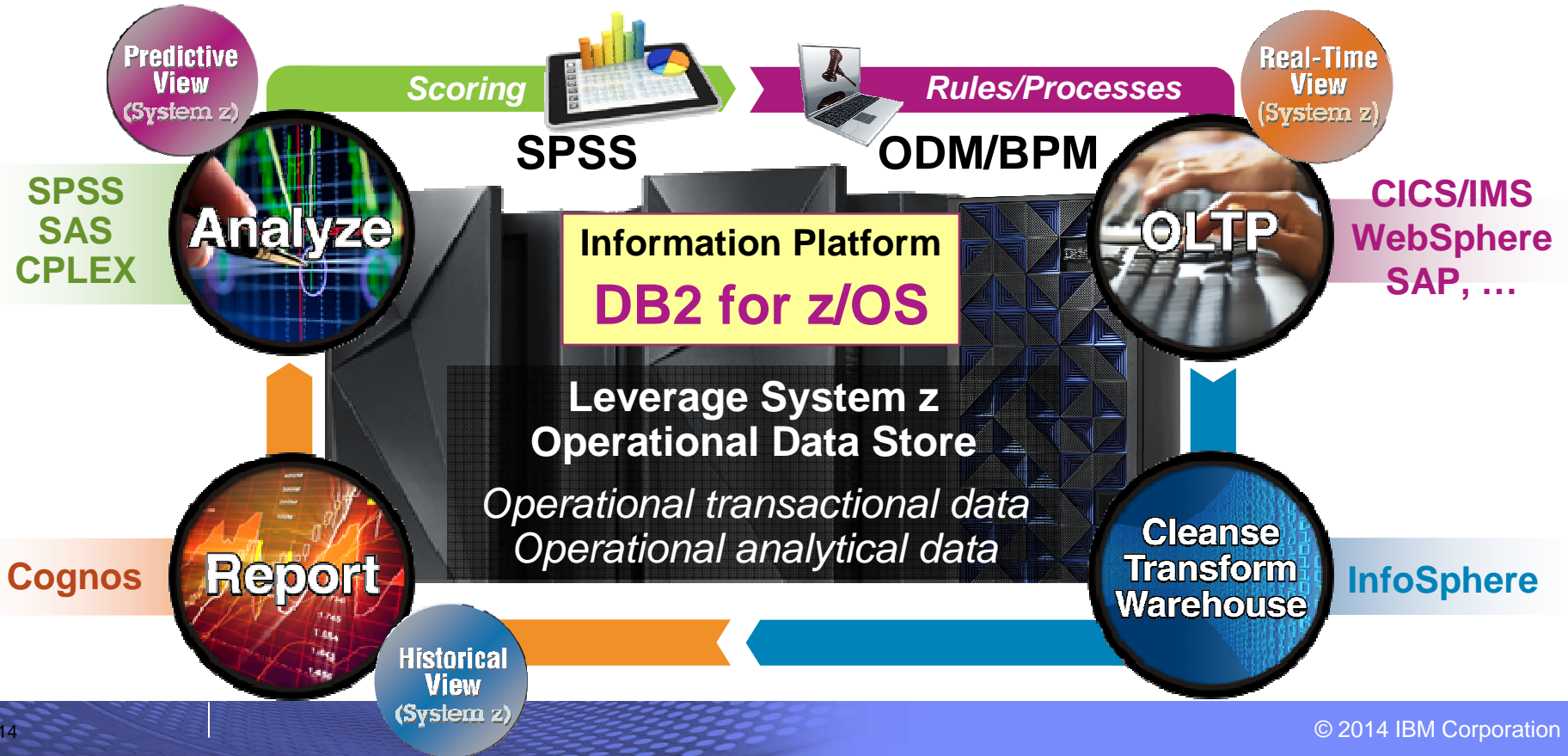
➤ The picture does not show all the steps before the data gets to the off-platform warehouse



The System z strategy integrates transactions and business critical analytics into one streamlined, end-to-end data lifecycle

Differentiate DB2 for z/OS and System z to integrate analytics with real time OLTP
 Superior end/end analytics lifecycle integration

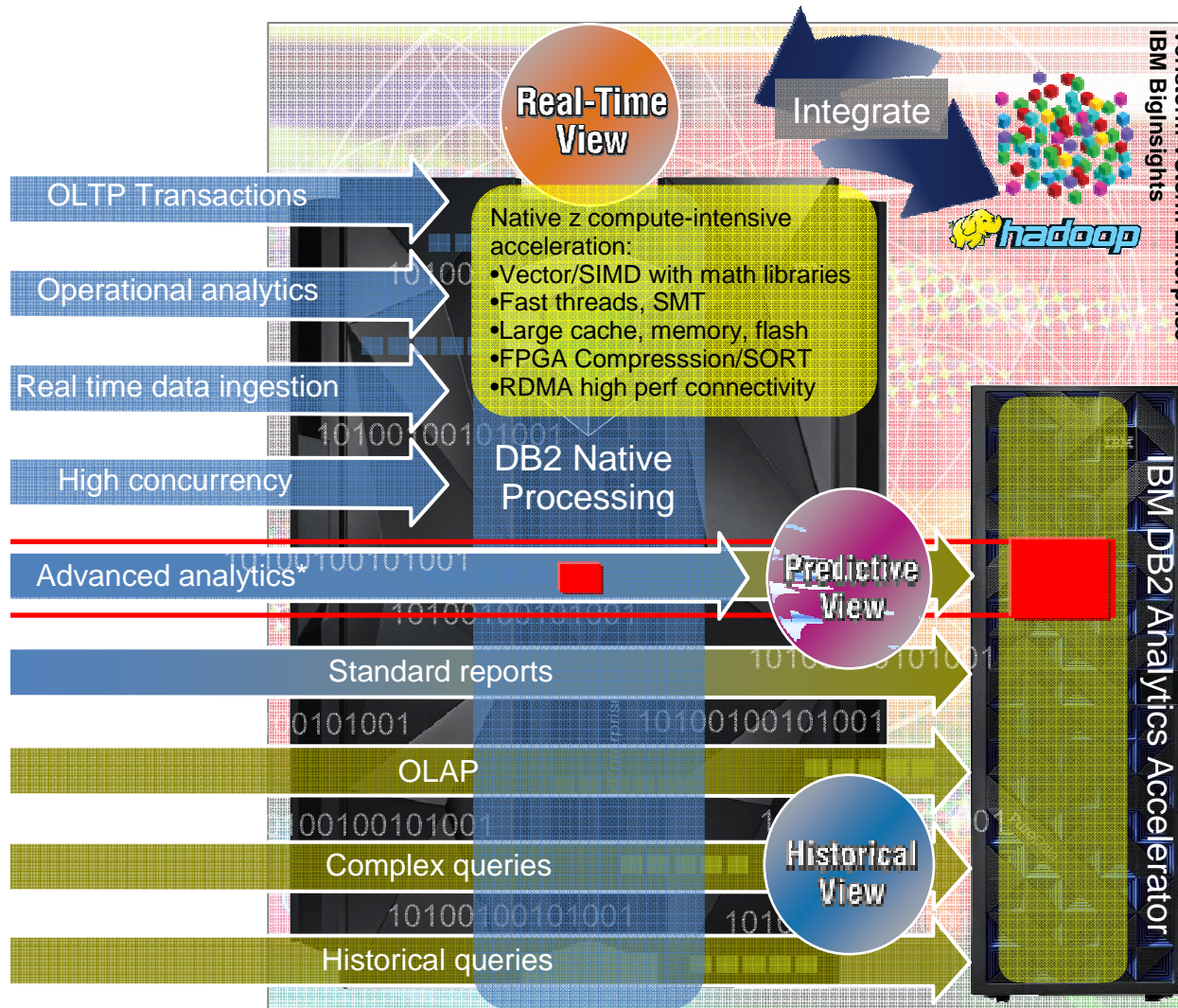
*Better business response,
 Reduced data movement, reduced complexity, reduced configuration resources,
 More accurate, more secure, more available*



System z: A Hybrid Transaction and Analytics Processing platform

A single workload-optimized system for accelerating decisions to the speed of business

Everything is online – analytics in the right place



More timely insights from data

- High-speed analytics easily integrated into operational applications
- Historical views are quickly analyzed for more train-of-thought analysis
- Decision makers can perform business analysis they never dared in the past
- Secured environment for highly sensitive data
- Speeds batch reporting cycle to meet stricter service level agreements

Operational benefits

- Configuration simplification
- Single point of entry
- Reduced data movement
- High fidelity data
- Dynamic routing for most efficient fit for purpose execution architecture
- Single environment for security, logging, back-up, and recovery
- Competitive price/performance

Real-time, data-oriented solutions transform these questions into actionable insights



How do I target and retain my best customers?

- ex.: churn management

Work from a single, current view of the customer

Next Best Action solutions



How do I reduce fraud?

- ex.: real-time fraud identification/prevention

Drive insights directly into payment systems

Anti-Fraud solutions



How do I manage risk?

- ex.: operational and financial risk visibility

Develop a real-time enterprise view of risk-related data

Governance, Risk and Compliance solutions



How do I focus limited resources where they will be most effective?

- ex.: supply-chain optimization

Know where everything and everyone is right now

Resource Optimization solutions

IBM Big Data Technology



A Big Data Platform Manifesto

CONSUMABLE

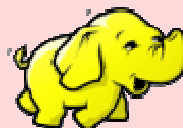
“I’m a scientist that just wants to run my applications faster...”

Understand and Navigate Federated Big Data Sources



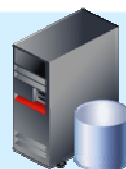
Federated Discovery and Navigation

Manage and Store Huge Volume of any Data



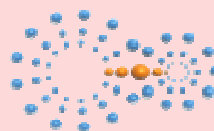
Hadoop File System
MapReduce

Structure and Control Data



In-Memory Analytics
Data Warehousing

Manage Streaming Data



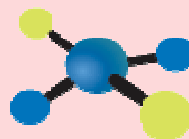
Stream Computing

Analyze Unstructured Data



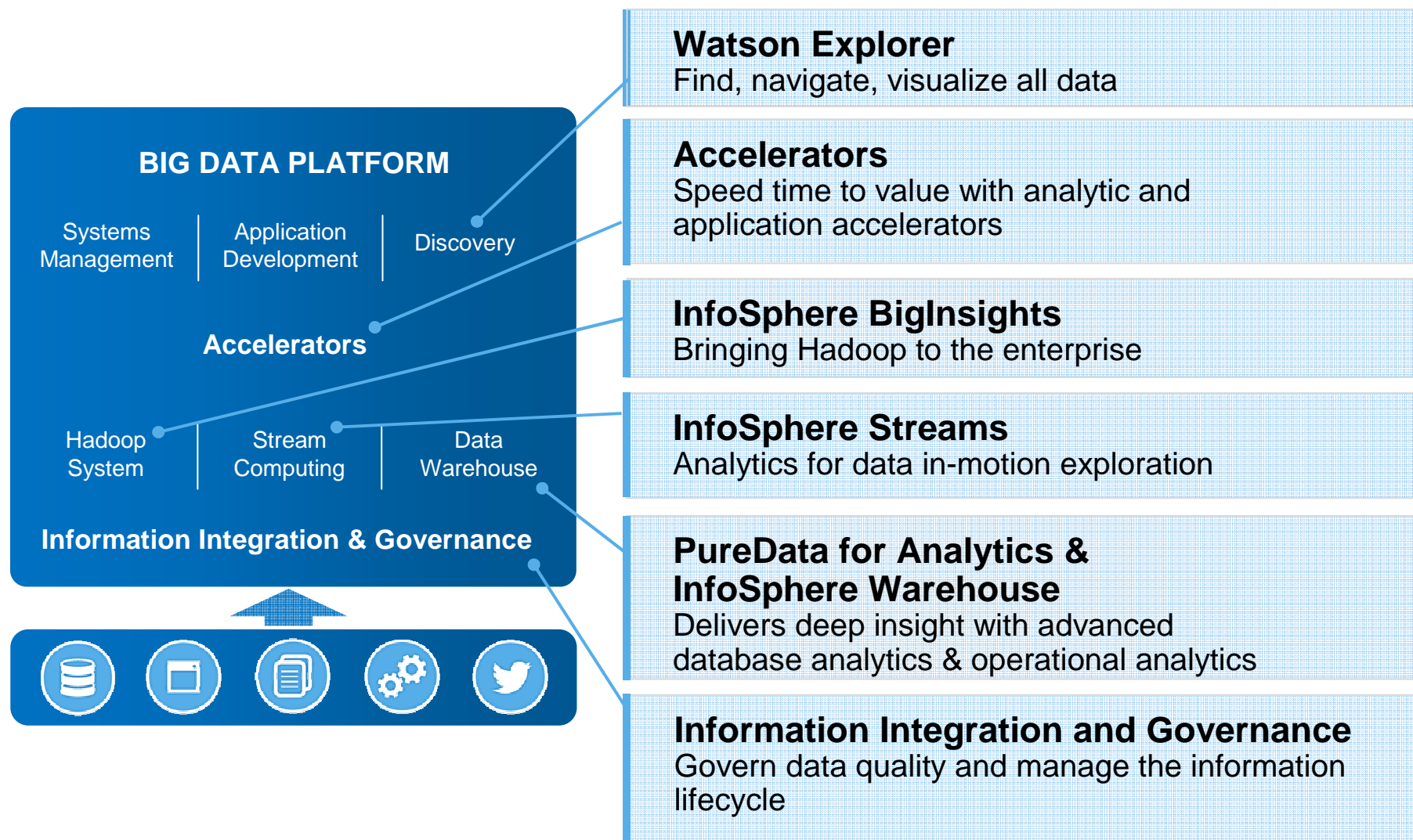
Text Analytics Engine

Integrate and Govern all Data Sources

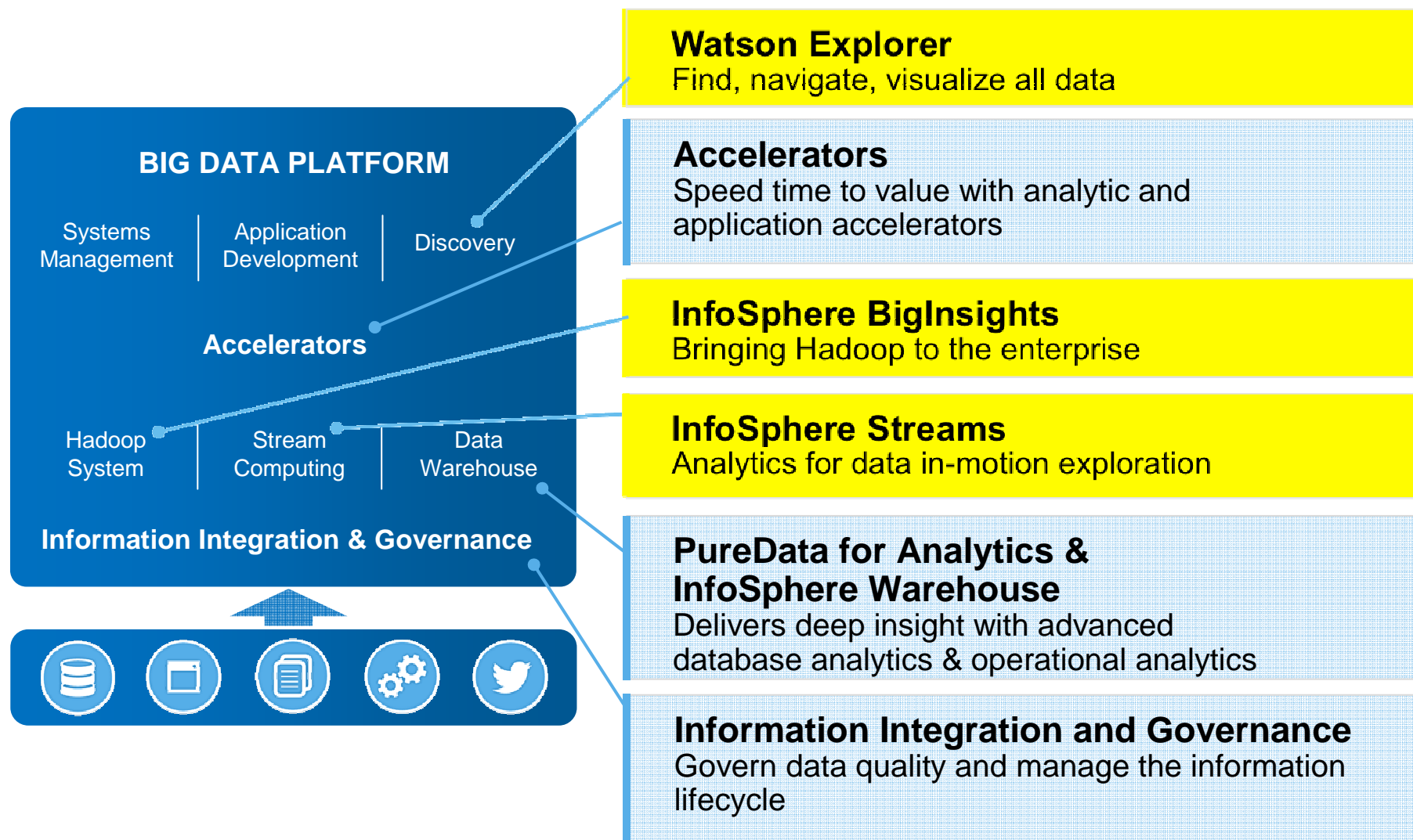


Integration, Data Quality,
Security, ILM, MDM

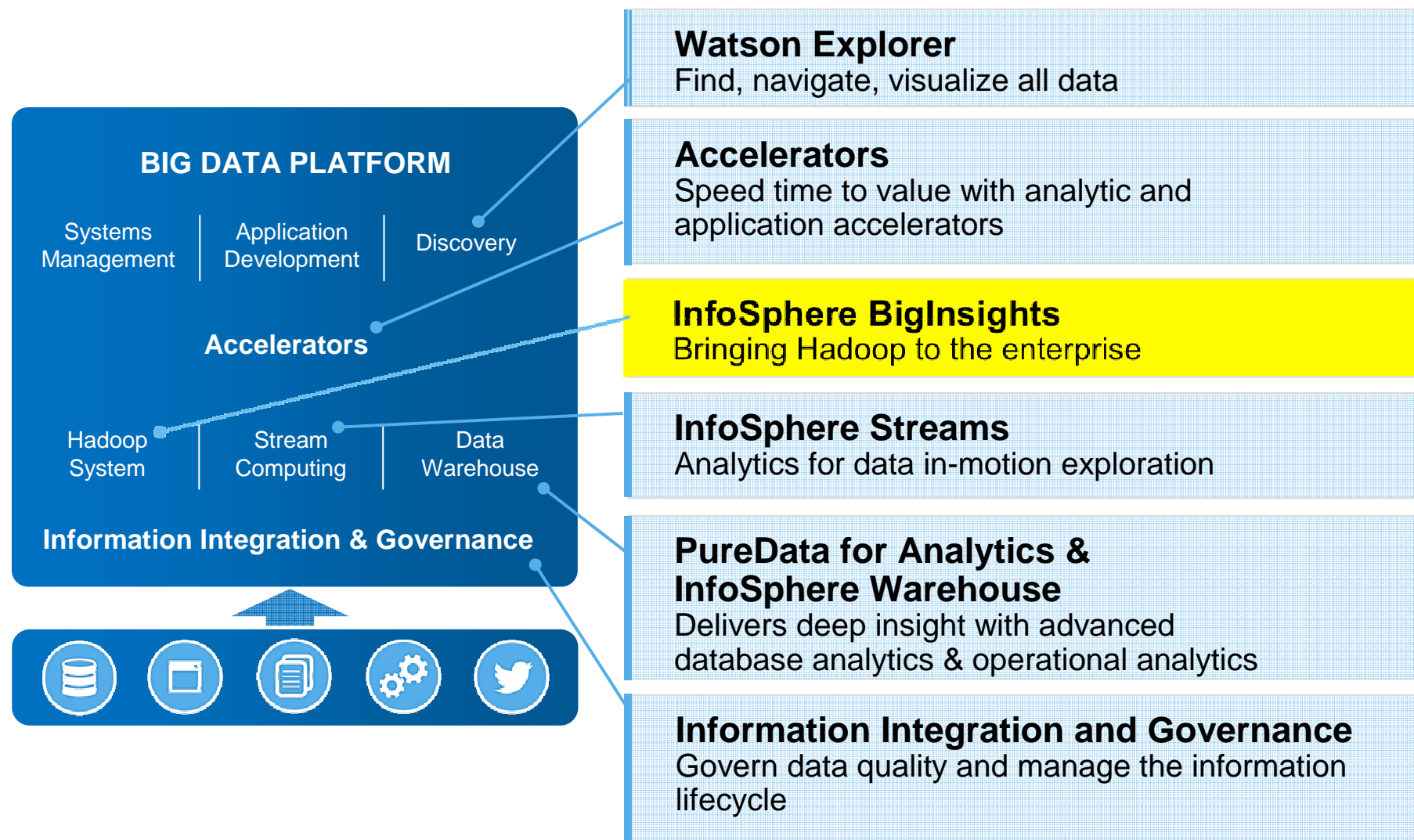
IBM's Key Platform Capabilities



IBM's Key Platform Capabilities



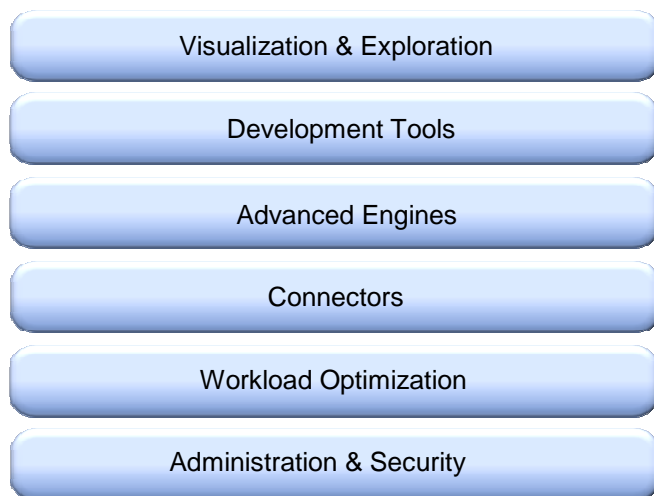
IBM's Key Platform Capabilities



BigInsights: Value Beyond Open Source



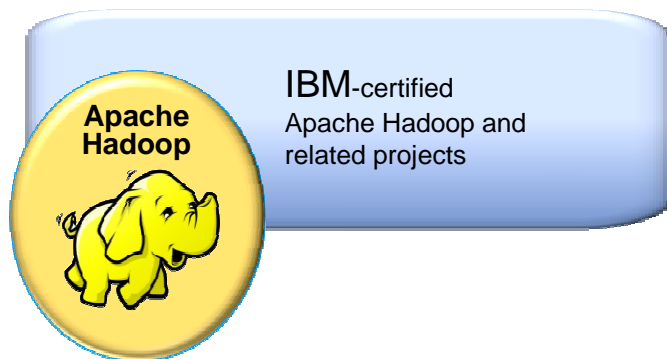
Enterprise Capabilities



Key differentiators

- Built-in text analytics
- Enterprise software integration
- SQL support
- Spreadsheet-style analysis
- Integrated installation of supported open source and other components
- Web Console for admin and application access
- Platform enrichment: additional security, performance features, GPFS (alternative file system), . . .
- World-class support
- Full open source compatibility

Open source components



Business benefits

- Quicker time-to-value due to IBM technology and support
- Reduced operational risk
- Enhanced business knowledge with flexible analytical platform
- Leverages and complements existing software

BigInsights Enterprise Edition

Open Source

IBM

Optional IBM and partner offerings

Analytics and discovery

Text processing engine and library

Accelerator for social data analysis

BigSheets

Accelerator for machine data analysis

Big R

“Apps”

DB export

Web Crawler

DB import

Boardreader

Ad hoc query

Distrib file copy

Machine learning

...

Data processing

Administrative and development tools

Web console

- Monitor cluster health, jobs, etc.
- Add / remove nodes
- Start / stop services
- Inspect job status
- Inspect workflow status
- Deploy applications
- Launch apps / jobs
- Work with distrib file system
- Work with spreadsheet interface
- Support REST-based API
- Create / view alerts
- ...

Eclipse tools

- Text analytics
- MapReduce programming
- Jaql, Hive, Pig development
- BigSheets plug-in development
- Oozie workflow generation

Infrastructure

Integrated installer

Enhanced security

Big SQL

Jaql

Pig

Oozie

HBase

Hive

Text compression

Indexing

Lucene

ZooKeeper

MapReduce

Adaptive MapReduce

Flexible scheduler

GPFS -FPO

HCatalog

HDFS

Connectivity and Integration

JDBC

Sqoop

DB2

Netezza

Streams

Flume

Data Explorer

Guardium

DataStage

Cognos BI

Integrated Web Console

- **Manage BigInsights**
 - Inspect /monitor system health
 - Add / drop nodes
 - Start / stop services
 - Run / monitor jobs (applications)
 - Explore / modify file system
 - Create custom dashboards
 - ...

- **Launch applications**
 - Spreadsheet-like analysis tool
 - Pre-built applications (IBM supplied or user developed)

- **Publish applications**

- **Monitor cluster, applications, data, etc. Create / view event alerts.**

The screenshot displays the IBM InfoSphere BigInsights Integrated Web Console interface. At the top, there is a navigation bar with tabs for Welcome, Dashboard, Cluster Status, Files, Applications, Application Status, and BigSheets. The main content area is divided into several sections:

- Understand IBM's Big Data Tools:** A section with a heading "Learn about biginsights" and a "Tasks" list including "Create a dashboard", "Explore and update data using sheets", and "Run an application".
- Quick Links:** A list of links such as "Download client library and development software", "Enable your Eclipse development environment for BigInsights application development", "Access secure cluster servers", and "Manage Adaptive MapReduce".
- IBM InfoSphere BigInsights:** A central panel showing application management. It includes a search bar, a list of applications (BoardReader, BoardReader, BoardReader, Brand Management Finance), and a detailed view for the "BoardReader" application. This view shows execution details, parameters (Results path, Maximum matches), and an "Application History" table.
- Application Status:** A table showing the status of various applications. The table has columns for Status, Name, ID, Progress, Created, Last Modified, Start Time, and End Time.
- Alert Management:** A section for configuring alerts, including "Alert Faced Limit", "SMTP Configuration", and "Maintenance Window". It also shows a list of alerts with details like "Monitoring stopped" and "db-import-ub failed".

Big SQL

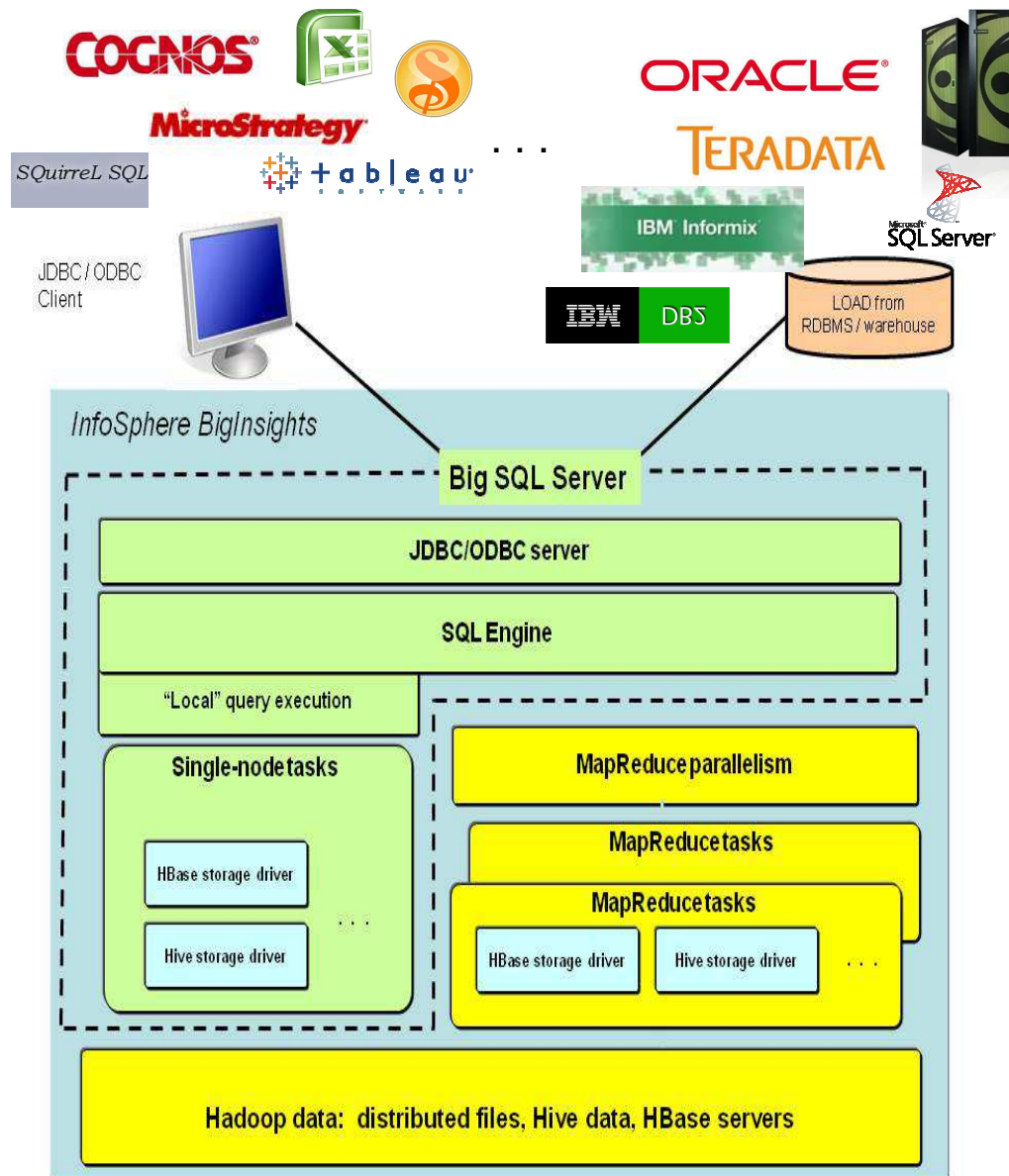
- **Standard SQL syntax and data types**
 - Joins, unions, aggregates . . .
 - VARCHAR, decimal, TIMESTAMP, . . .

- **JDBC/ODBC drivers**
 - Prepared statements
 - Cancel support
 - Database metadata API support
 - Secure socket connections (SSL)

- **Optimization**
 - MapReduce parallelism or...
 - “Local” access for low-latency queries

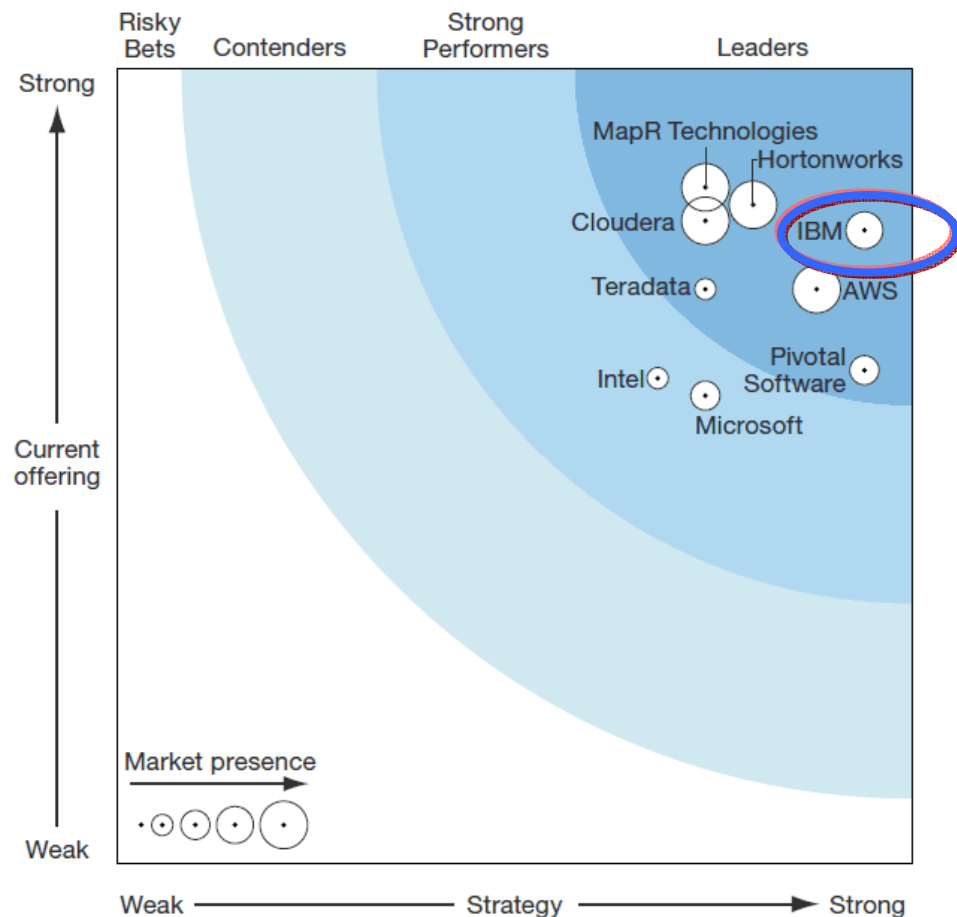
- **Varied storage mechanisms appropriate for Hadoop ecosystem**

- **Integration**
 - Eclipse tools
 - DB2, Netezza, Teradata, etc. (via LOAD)
 - Cognos Business Intelligence
 - , , ,



IBM is named a leader in The Forrester Wave™: Big Data Hadoop Solutions, Q1 2014

Figure 2 Forrester Wave™: Big Data Hadoop Solutions, Q1 '14



FORRESTER®

“IBM has offerings in grid computing, databases, and many other data management technologies that it can bring to a comprehensive Hadoop solution.”

“IBM has advanced analytics tools, a global presence, and implementation services, so it can offer a complete big data solution that will be attractive to many customers.”

“IBM has more than 100 Hadoop deployments, some of which are fairly large and run to petabytes of data.”

Source: Forrester Research, Inc. The Forrester Wave is copyrighted by Forrester Research, Inc. Forrester and Forrester Wave are trademarks of Forrester Research, Inc. The Forrester Wave is a graphical representation of Forrester’s call on a market and is plotted using a detailed spreadsheet with exposed scores, weightings, and comments. Forrester does not endorse any vendor, product, or service depicted in the Forrester Wave. Information is based on best available resources. Opinions reflect judgment at the time and are subject to change.

IBM InfoSphere BigInsights For Hadoop

4x performance gain on average over open source Hadoop¹

Audited STAC Report™
Securities Technology Analysis Center

IBM InfoSphere BigInsights for Hadoop

Powered by
IBM Platform
Computing

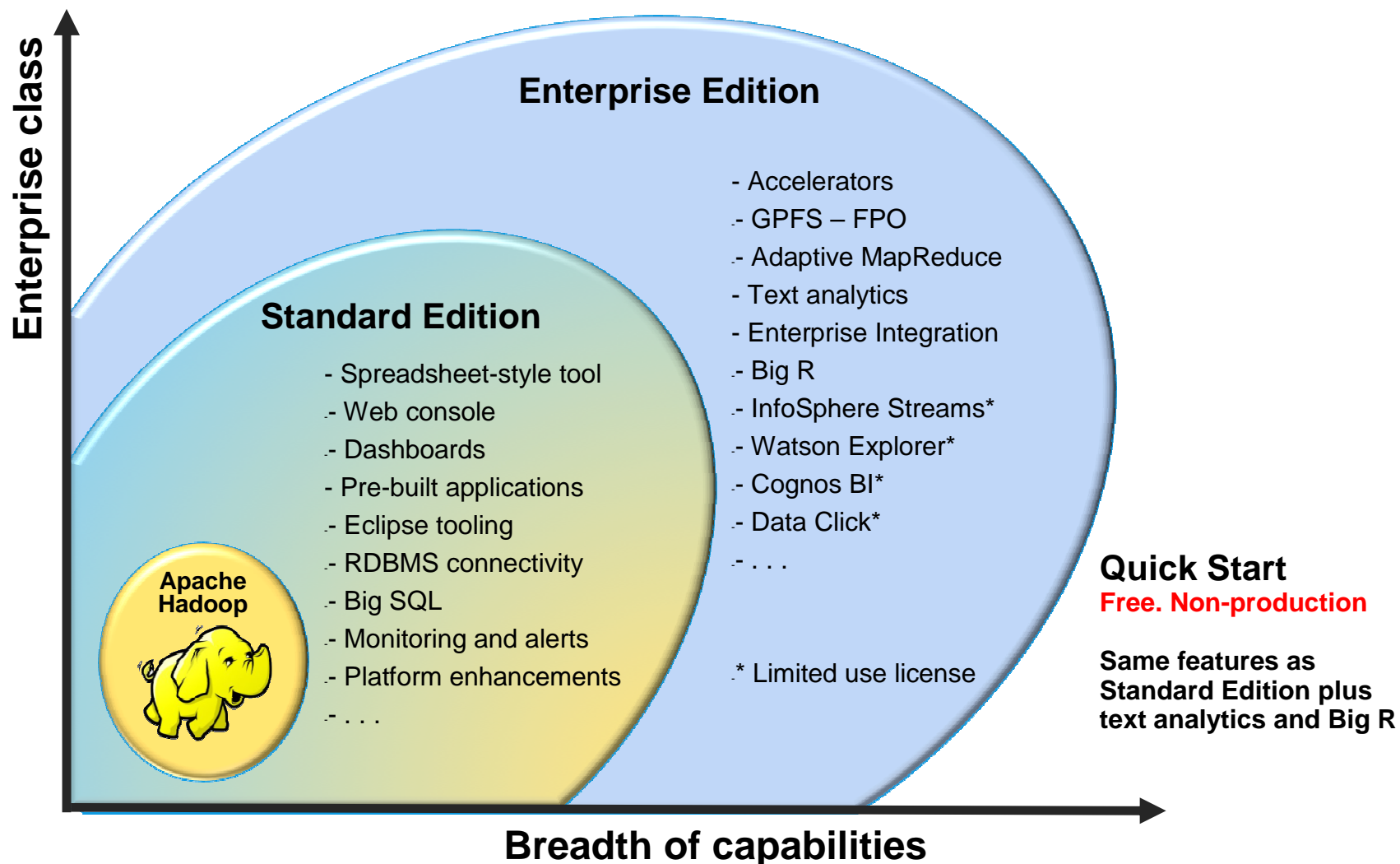


Open Source

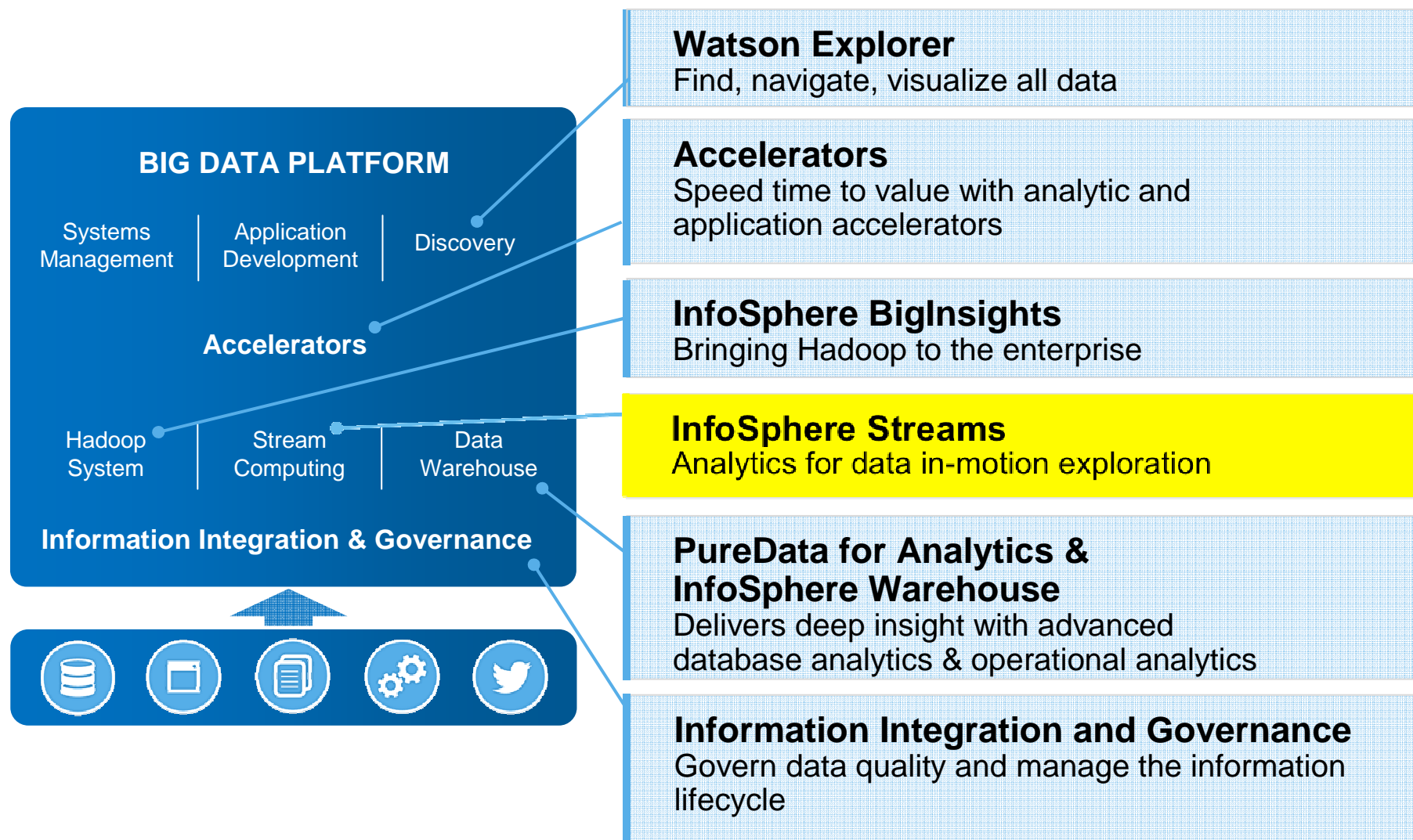


1. 4x is approximate value. See the STAC Report™ at <http://www.stacresearch.com/node/15370>. Testing involved the SWIM benchmark (<https://github.com/SWIMProjectUCB/SWIM>) and jobs derived from production workload traces. Testing was conducted in controlled laboratory conditions.

From Getting Starting to Enterprise Deployment: Different BigInsights Editions For Varying Needs



IBM's Key Platform Capabilities



IBM InfoSphere Streams

A platform for real-time analytics on BIG data

- **Volume**
 - Terabytes per second
 - Petabytes per day
- **Variety**
 - All kinds of data
 - All kinds of analytics
- **Velocity**
 - Insights in microseconds
- **Agility**
 - Dynamically responsive
 - Rapid application development



How Streams Works

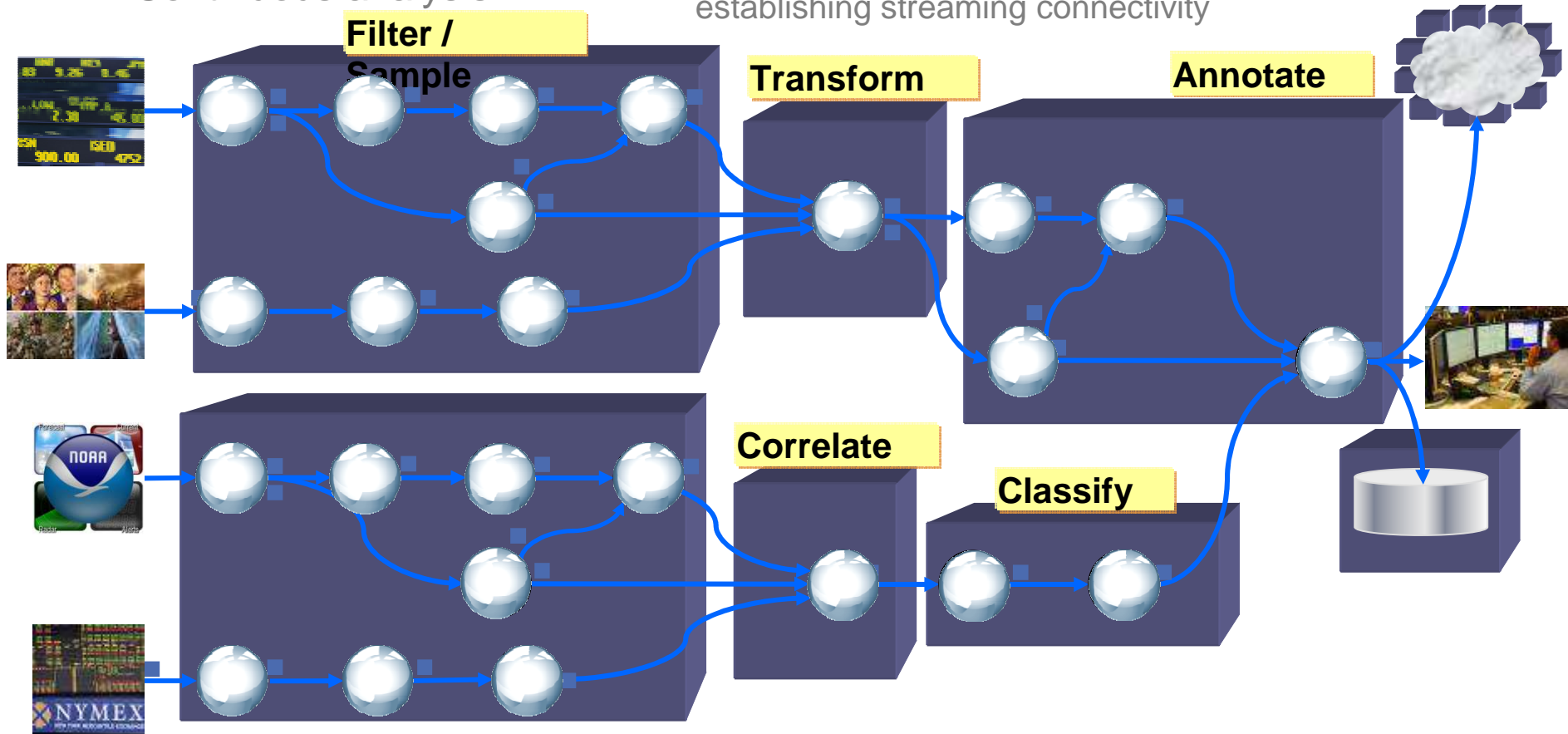
- Continuous ingestion
- Continuous analysis



How Streams Works

- Continuous ingestion
- Continuous analysis

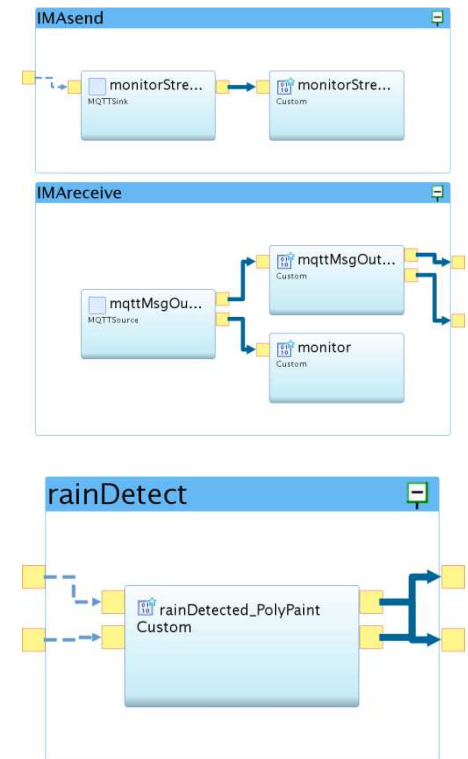
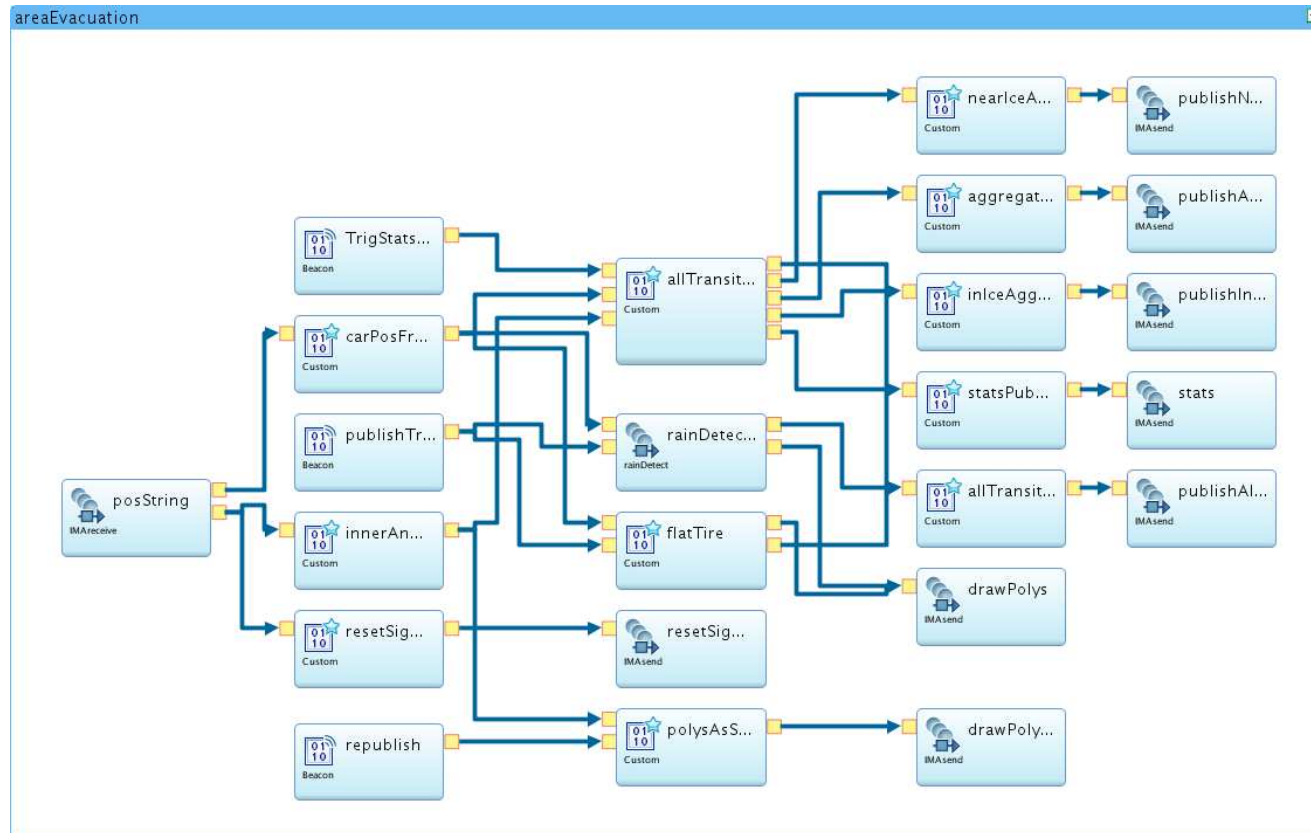
Infrastructure provides services for scheduling analytics across hardware hosts, establishing streaming connectivity



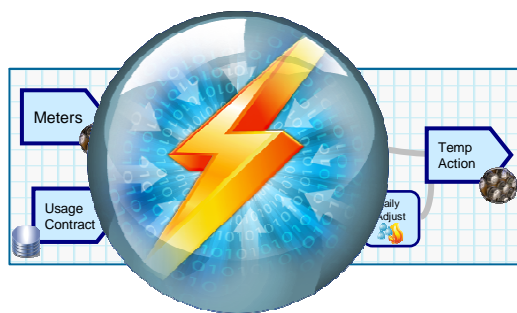
Achieve scale:
 By partitioning applications into software components
 By distributing across stream-connected hardware

Where appropriate:
 Elements can be *fused*
 together
 for lower communication
 latency

Sample Application Graph

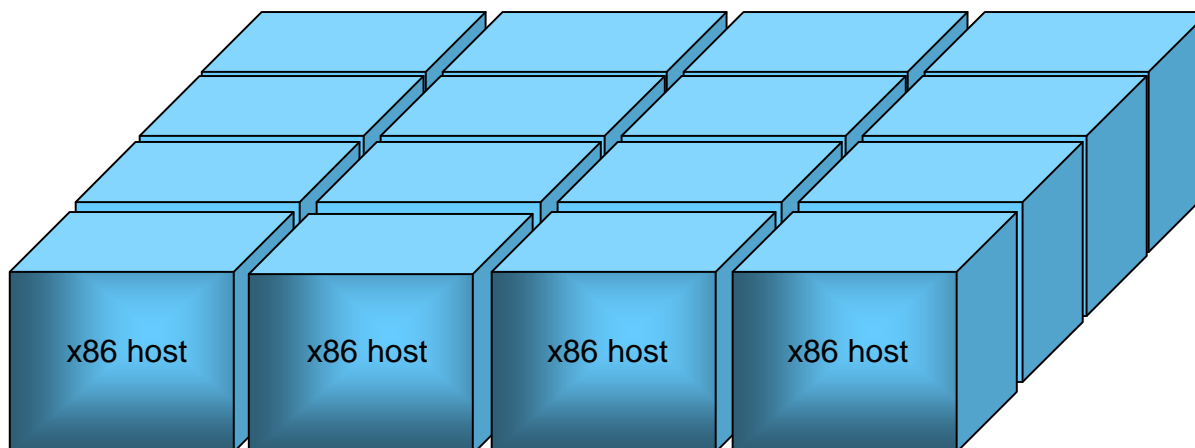


Streams Runtime Illustrated



Optimizing scheduler assigns jobs to hosts, and continually manages resource allocation

Commodity hardware – laptop, blades or high performance clusters



Streams Runtime Illustrated

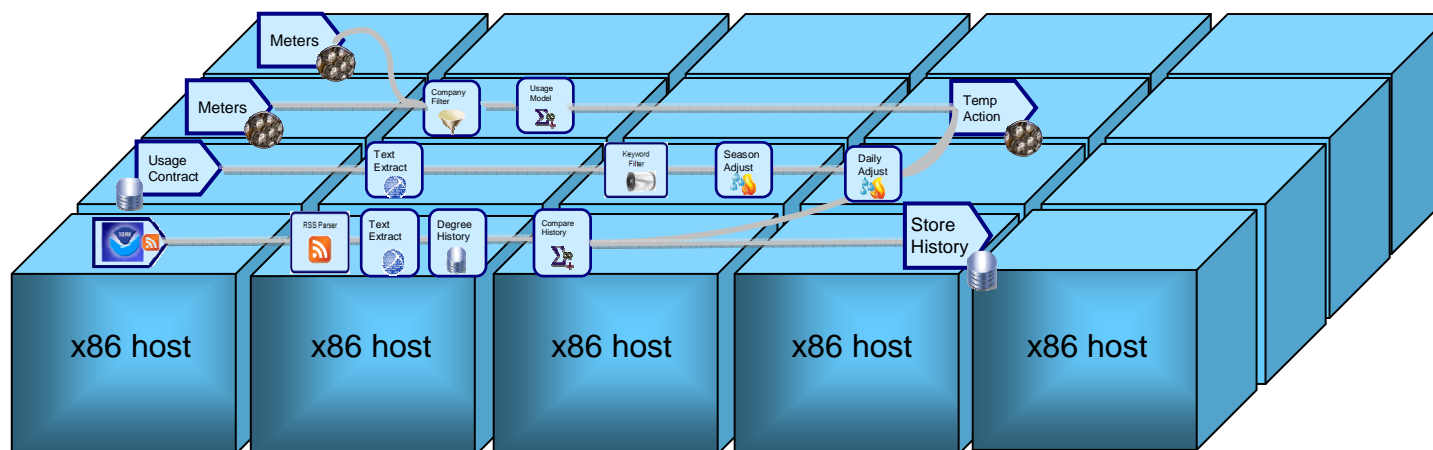


Optimizing scheduler assigns PEs to hosts, and continually manages resource allocation

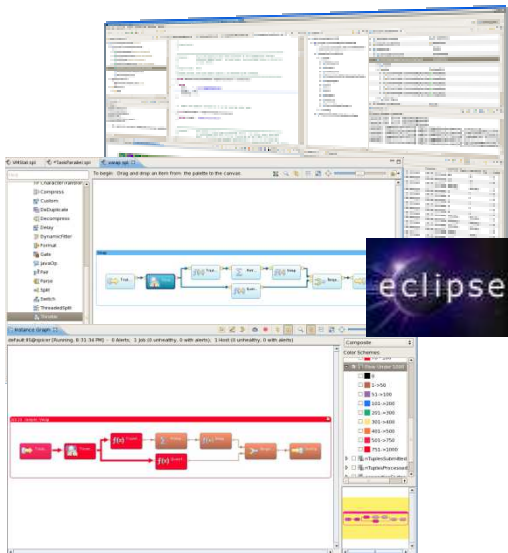
Dynamically add hosts and jobs

Commodity hardware – laptop, blades or high performance clusters

New jobs work with existing jobs



Comprehensive Tooling



- Eclipse IDE, remote development
- REST API
- Web console
- Drag & Drop editor
- Instance graph
- Streams visualization
- Streams debugger

Scale-out Architecture



- Clustered runtime for near-limitless capacity
- RHEL, CentOS, SLES support
- X86 & Power multicore hardware
- InfiniBand support
- Ethernet support

Sophisticated Analytics with Toolkits & Accelerators



- Big Data, CEP, Database, Data Explorer, DataStage, Finance, Geospatial, Internet, Messaging, Mining, R, SPSS, Standard, Text & Timeseries toolkits
- Telco & Social Media accelerators

Toolkits and Accelerators to Speed Up Development

Standard Toolkit

Relational Operators

Filter	Sort
Functor	Join
Punctor	Aggregate

Adapter Operators

FileSource	UDPSource
FileSink	UDPSink
DirectoryScan	Export
TCPSource	Import
TCPSink	MetricsSink

Utility Operators

Custom	Split
Beacon	DeDuplicate
Throttle	Union
Delay	ThreadedSplit
Barrier	DynamicFilter
Pair	Gate
JavaOp	Switch
Parse	Format
Decompress	CharacterTransform

XML Operator

XMLParse

IBM Supported Toolkits

Database	DataStage
Big Data	Data Explorer
Messaging	Internet
Text Analytics	Mining
SPSS	CEP
Time Series	Geospatial
Financial	R

Open-Source Toolkits

JSON	HTTP/REST
OpenCV	Accumulo
HBase	...

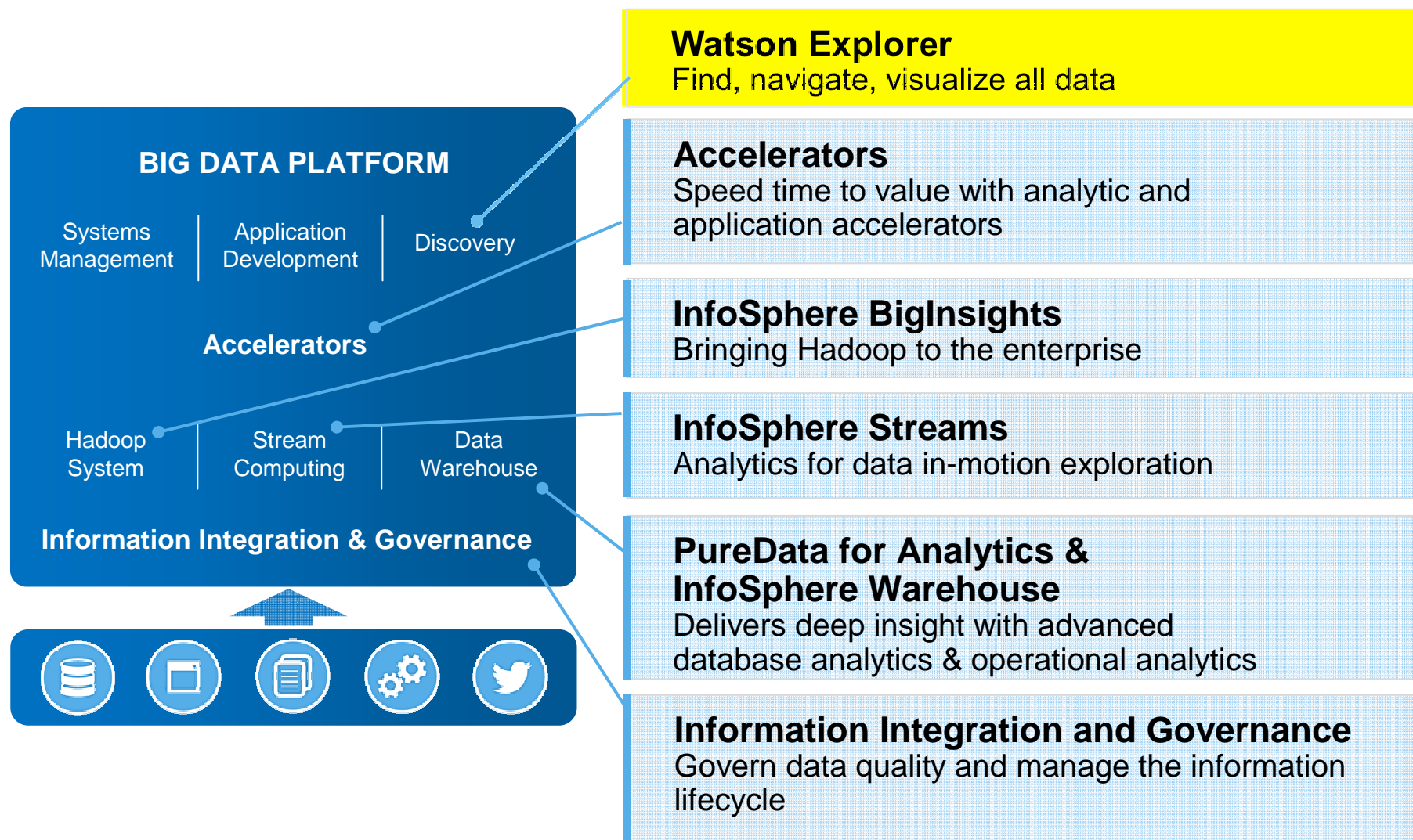
Big Data Accelerators

Telco Event Data Analytics
Social Data Analytics

User-Defined Toolkits

Extend the language by adding user-defined operators, types, and functions

IBM's Key Platform Capabilities



IBM Watson Explorer

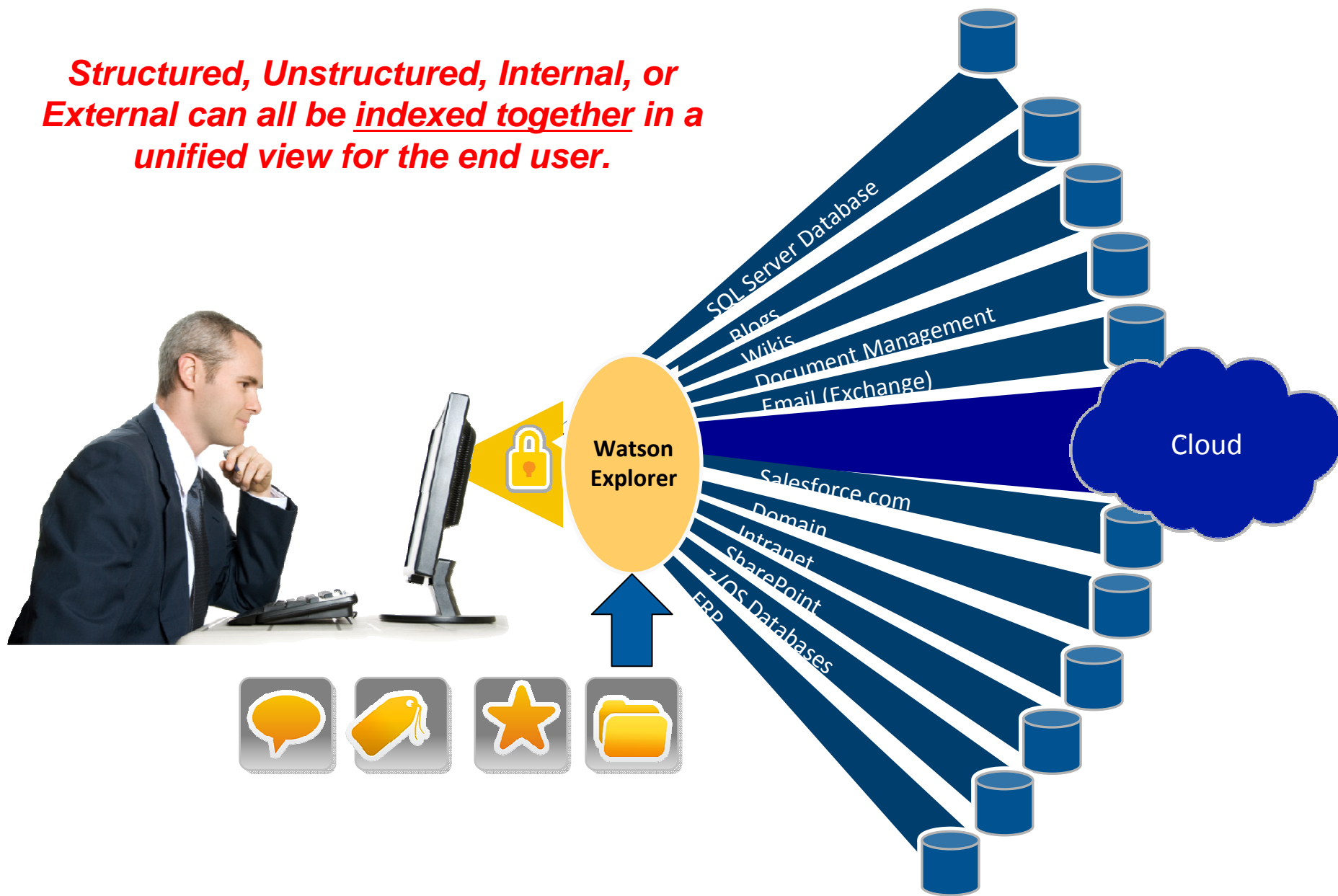
Consolidates and visualizes information across enterprise applications and big data assets – helping organizations discover, analyze & integrate their data in a unified view.

Value:

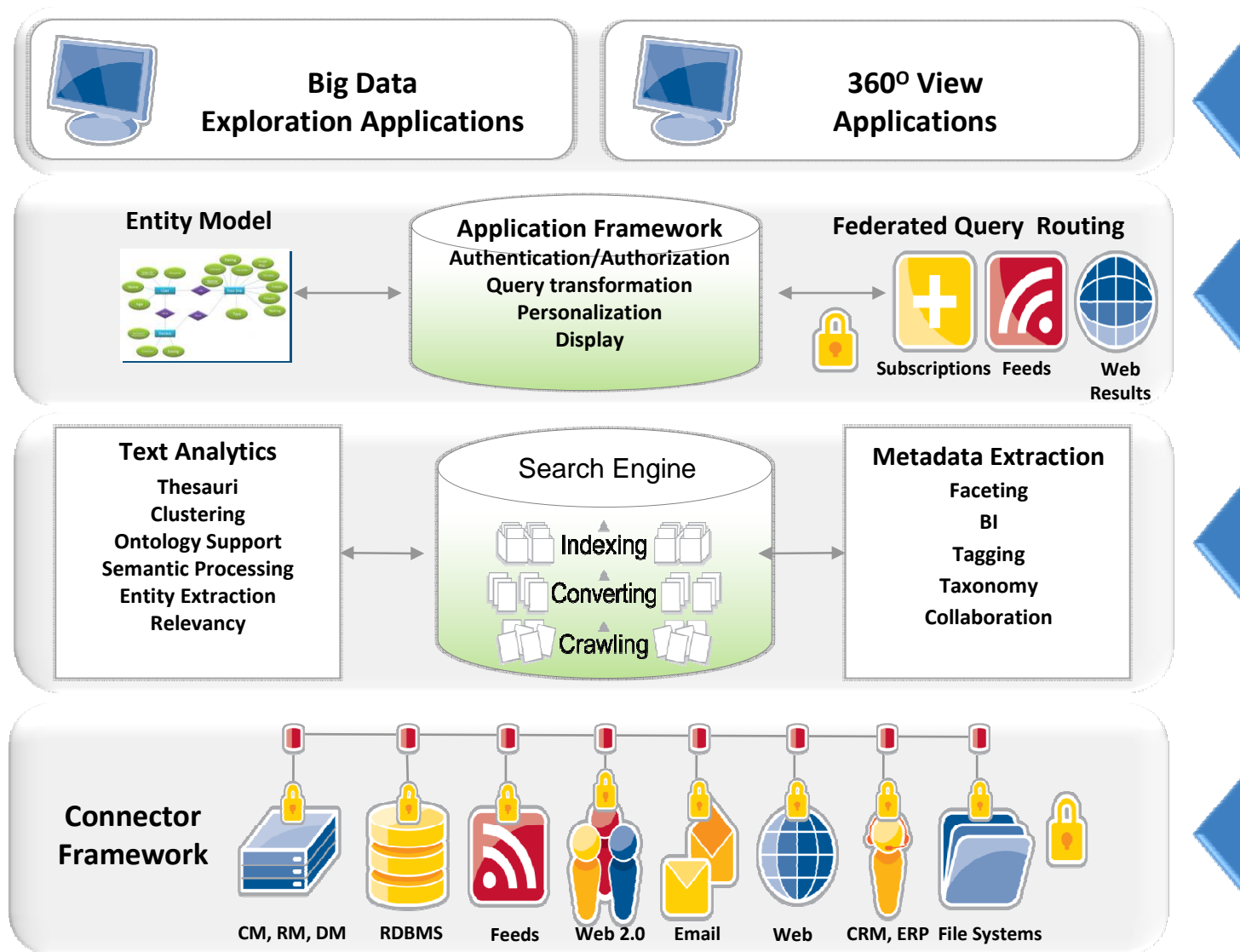
- Better visibility into available data assets
- Better use and re-use of information
- Better decision-making at all levels
- Deeper understanding of customers
- More efficient operations
- Improved compliance and risk reduction



Structured, Unstructured, Internal, or External can all be indexed together in a unified view for the end user.



Watson Explorer application architecture



Sort by: Date · Relevance

Your query has been expanded. [Show Expansions](#)

Results 1-10 of about 452 [Details](#)

0 documents selected. Actions Save Query Select/deselect all on this page

Topic Clusters

Top 193 Results [remix](#)

- Marketing (27)
- Tech Choices (25)
- Not Classified (17)
- Content Management (20)
- Communications (15)
- Portals, Content & Collaboration (16)
- Social (16)
- Practices (14)
- Overview (14)
- Vivisimo (10)

[more](#) | [all](#)

Refinements

Category

- Management (141)
- Microsoft (105)
- Mobile (55)
- Windows (51)
- Review (32)
- Not Classified (24)
- Rolling (8)
- Idg News Service (5)
- Rolling Review (5)
- C.g. Lynch (4)

Folder

- BI (10)
- Competitor (9)
- Competitor 2 (7)
- Mobile (6)
- Sales Education (5)
- Hadoop (4)
- Velocity 6.0 Research (4)
- Meeting with Joumo (3)
- Analyst (3)
- Queries (3)

[more](#)

Flatvia

Employees

Stacy Leidwinger

Department: Pittsburgh, PA
Title: Senior Director of Product Management
Extension: 958
Email: S.Leidwinger@vivisimo.com

Top Tags: [collaboration](#) (10), [competitors](#) (7), [social tagging](#) (4), [analysts](#) (4), [social networking](#) (4)

Graphical Refinements

Date

Selected: 6/1/2005 - 2/25/2009

Average Rating

Selected: 1 - 4.5

Folders

IBM

- All Results
- Analyst Meeting
- BI
- Competitor
- Competitor 2
- Hadoop
- Jennin
- Mobile
- Queries
- Reportes Octubre 2013
- Security

[Add folder](#)

1. [Rolling Review: Web 2.0 Tools Demand A Cautious Approach](#) [new window](#) [preview](#)

... staff, many are investigating wikis, file-sharing services, and other consumer technologies to deliver Web-based **collaboration** inexpensively. Bringing these tools into a corporate environment presents thorny issues, however. Chief among them is ... providing visibility and control, all in an easy-to-navigate application. But are there cost-effective **collaboration** tools? In this Rolling Review, we' ...

8 **Vivisimo-demos**: This was useful for ABC.

9 **Vivisimo-demos**: This works here, but over there.

[+ add new comment](#) [show all 9 comments](#)

All Tags: [BCP](#) [COLLABORATION](#) [DDA](#) [\[show all 10\]](#)

My Tags: [add/edit tags](#)

IBM: [Competitor](#) [BI](#) [Security](#) [Hadoop](#) [Queries](#) [Competitor 2](#)

9 - 78K - Trade Publications - Avg rating: ★★★★★ Avg rating 4.5 (5 ratings)

[letter for Professional Networking, Job Hunting and Collaboration?](#) [new window](#) [preview](#)

by Preston Gralla and Jake Widman March 06, 2008 — Computerworld — Social networking is no longer the Next Big Thing; it's now as much part of our Web experience as search engines. Previously considered the province of kids who wanted to keep up with class gossip, social networking services are being co-opted ...

1 **Tucker**: this is useful for Bjorn

[+ add new comment](#)

All Tags: [Big Insights](#) [COLLABORATION](#)

My Tags: [Big Insights](#) [add/edit tags](#)

In Marketing: [Analyst](#)

Dynamic categorization

Expertise location

Leveraging Structured and unstructured content

Highly relevant, personalized results

Enhanced by social collaboration

Refinements based on structured information

Organize content into virtual folders

Enterprise-wide discovery enables a new category: 360 degree information application



OPTIMUM INVESTMENTS | Logged in as Frank Gelato | Help

Home > Janet Robertson

Purchase History

Date	Amount	Product
2011-04	23k	
2011-01	25k	
2010-10	18k	Optimum Dividend Value Fund
2010-07	10k	Optimum Batterymarch S&P 500 Index Fund
2010-04	11k	Optimum ClearBridge Large Cap Growth Fund

Owned Products

- Optimum Bond Fund
- Western Asset U.S. Treasury Reserves
- Optimum Western Asset Short Duration Municipal Income Fund
- Optimum Dividend Value Fund
- New York Municipal

Personal Information

Janet Robertson
Senior Regional Sales Manager
Department: Sales
Office: Pittsburgh, PA
janet.robertson@wakefield.com
412.422.2499 x555

Stop Tracking

Associated Accounts

- Wakefield Investments

LinkedIn History

Wakefield Investments
Title: Senior Regional Sales Manager
Years worked: Nov 2006 - Present

Morgan Stanley Smith Barney
Title: Regional Sales Manager

Contact Activity Feed

Activity | By Source | By Author | Filter Feed

with this contact?

Recent Conversations

Email: Optimum Fund Management Overview
Janet, please find an overview of Optimum and the funds we offer. This is only a high level...
Exchange - 3 hours ago

Notes: Janet is new to Wakefield but has been a wholesaler for 10 years New to Optimum Funds.
Salesforce - 2 days ago

Title: Optimum Introduction
Welcome Janet to Wakefield. I wanted to introduce myself...
Salesforce - 2 days ago

Callouts:

- Consolidated list of products owned
- List of past purchases by this contact from order tracking system
- Contact information from MDM and CRM
- Real-time activity feed shows new content and conversations from all sources
- Recent conversations from multiple sources: e.g., CRM, e-mail, etc.
- Accounts associated with contact (past and present)
- Information about contact from external sources

InfoSphere BigInsights Quick Start is the newest member of the BigInsights family

What is BigInsights Quick Start?

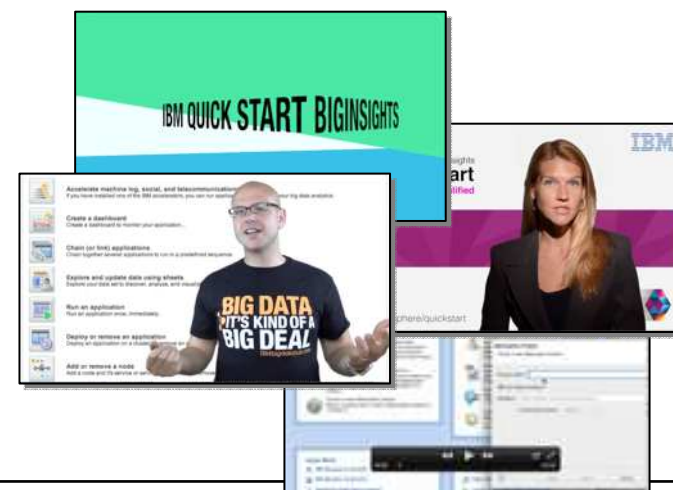
- No charge, downloadable edition that allows you to **experiment** with **enterprise-grade Hadoop features**
- **Simplifies** the complexity of Hadoop with easy-to-follow tutorials and videos
- No time or data limitations to allow you to experiment for a **wide range of use cases**



IBM InfoSphere BigInsights Quick Start

Download Now! ibm.co/QuickStart

Watch the videos! ibmurl.hursley.ibm.com/3PLJ



IBM InfoSphere Streams Quick Start: Real Time Analytic Processing at your Fingertips

■ What is Streams Quick Start?

- No charge, downloadable edition to allow you to **experiment** with **stream computing**
- No time or data limitations for use on **your unique use cases** in non-production systems
- **Sophisticated analytics** for streaming data - quickly ingest, analyze and correlate data
- Comprehensive **development tools** and **scale-out architecture** to get up and running quickly, support available through forums & communities**



IBM InfoSphere Streams Quick Start

**Download
Now!**



[Streams Quick Start](#)

Tutorials!



[Streams v3.1 Tutorials](#)

** no formal IBM support is available

Big Data Stampede: Leading the Charge for Big Data Success

IBM Expertise

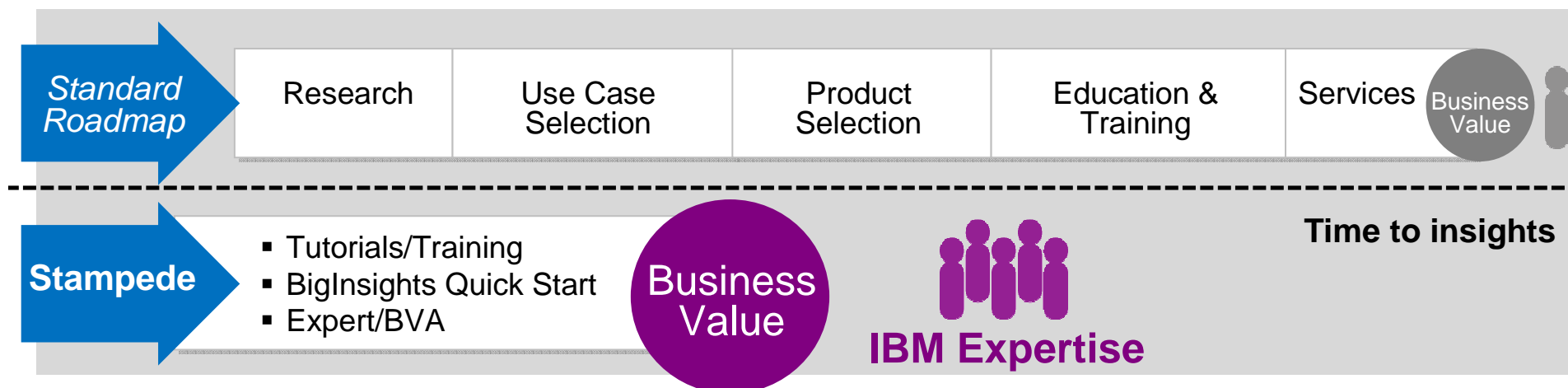
Removes the guesswork and delivers savings in time and cost

Big Data Platform

Provides the use of unmatched capabilities

Skills & Knowledge Transfer

Ensures client self sufficiency and big data capabilities





Business Analytics Initiative

March 2014



Business Analytics Initiative

- High Level Strategy Presentation (March)
- Identification of Initial Focus Areas
 - DWH, ETL and Reporting
 - Next Best Action
- Initial Workshop for DWH, ETL & Reporting (April)
 - As-is architecture
 - Challenges & Requirements



HALKBANK – IT CHALLENGES

- Data Latency (T-1, T-2..), Data Redundancy
- Management of two DWH overhead - Development & Maintenance
- Huge growth trend of reporting system
 - 80K, 100K, 140K query@PX13 (in last 3 months)
 - ~ 900 batches/day in total. 1-1.5TB data transfer
 - Halkbank will build Loan & Deposit DM Management System (additional load)
- DWH-PX13 resources are limited
 - New reports are on PDA
 - ~ 5000 reports, last ~2 years moved
 - %70 of cpu usage offloaded onto PDA
 - %70 İstihbarat, The rest is for BO Reports & CDC Replication
 - Application code changes required to move to PDA
- ETL process problems
 - End-to-end batch /ETL process, management & monitoring problems
 - BO, ETL, SAS, SPSS, PL1/JCL integration difficulties
- Building test environments for BO & SPSS & improving ADLC, Security and Governance – **** Audit

HALKBANK – IT REQUIREMENTS

- Architectural Review, Evaluation of New Architecture
 - Eliminate multiple DWH Systems - Maintenance Effort
 - End to End Architecture & Flow Review
 - Reference Architecture – Best Practices
 - Optimization of Information Life Cycle Management
 - Proper Test Environment Setup
 - Addressing Governance – Security Issues
- Real Time Data Infrastructure
 - Minimize bulk data transfer
 - Accessing Real Time Data from Business, Applications & Reports
- Reporting System Enhancements
 - Business Object – BO Reporting Efforts
 - Improve Time to Market, Simplification, Access from End User
 - Building BO Report Inventory
 - Elimination of Duplicate Reports
 - Approx. 5000 active reports. (10K?) / In-house inventory system, not effective

Three types of analytics programs deliver productivity or growth benefits

Areas of Benefits	Analytic Solution Domains	Benefits	
<p>Infrastructure Productivity</p> <p><i>Take-out cost and improve efficiency</i></p>	<p>Information Management Foundation (IMF)</p>	<ul style="list-style-type: none"> • Eliminate multiple data silos • Enhance level of data trust and accuracy • Broaden organizational access to key data • Reduce repository footprints and data model objects • Reduce number of data integration programs and tools • Rationalize disparate reporting tools and maintenance • Reduce analysts data gathering time • Reduce cost and complexity of storing large amounts of data 	
<p>Business Productivity</p> <p><i>Improve control, bottom line and stop losses</i></p>	<p>Risk, Fraud and Finance (RFF)</p>	<ul style="list-style-type: none"> • Lower Finance costs as a % of revenue • Transactional activity cost reduction • Headcount reduction 	<ul style="list-style-type: none"> • Higher productivity of finance FTEs via IT enablement • Maximize ROI – tactical and strategic cash improvement opportunities • Planning and Forecasting • Risk management
	<p>Supply Chain</p>	<ul style="list-style-type: none"> • Improved demand visibility and management 	<ul style="list-style-type: none"> • Better customer channel management
<p>Focus on growth</p> <p><i>Intelligent profitable growth</i></p>	<p>Customer, Marketing and Sales (CMS)</p>	<ul style="list-style-type: none"> • Increased sales • Eliminated unproductive marketing spend • Reduced non-productive customer contacts 	<ul style="list-style-type: none"> • Increased customer lifetime value • Improved advertising reach and effectiveness • Reduced attrition
	<p>Human Capital</p>	<ul style="list-style-type: none"> • More effective deployment of headcount 	<ul style="list-style-type: none"> • Optimized sales activities • More effective service agents



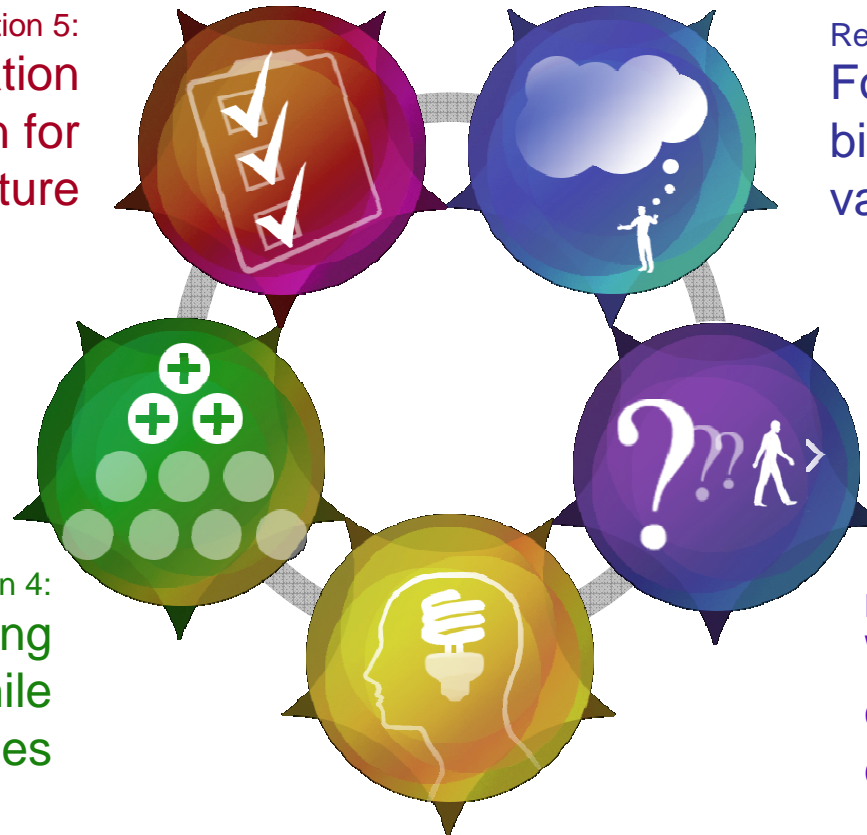
What is the path to value



“New path to value” is a five-point approach to operationalizing analytics

Recommendation 5:
Use an information
agenda to plan for
the future

Recommendation 1:
Focus on the
biggest and highest
value opportunities



Recommendation 4:
Keep existing
capabilities while
adding new ones

Recommendation 2:
Within each
opportunity, start with
questions, not data

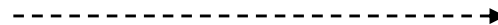
Recommendation 3:
Embed insights to drive
actions and deliver value



What is the path to value



How to get started



IBM can help...

**Business
Analytics
and
Optimization
Jumpstart**



BAO Jumpstart 2.0 addresses the top obstacle to analytics adoption – lack of understanding how to use analytics to improve the business



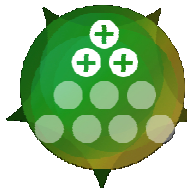
Recommendation 1:
Focus on the biggest and highest value opportunities



Recommendation 2:
Within each opportunity, start with questions, not data



Recommendation 3:
Embed insights to drive actions and deliver value



Recommendation 4:
Keep existing capabilities while adding new ones



Recommendation 5:
Use an information agenda to plan for the future

BAO Jumpstart 2.0

- Identify highest value opportunities to be addressed with analytics
- Assess ability to operationalize analytics opportunities
- Determine actionable next steps and the fastest path to value

Potential Follow-on Activities

- Analytics Proof-of-Value
- PM Diagnostic
- Analytics Center of Excellence
- Information Management Foundation Phase 0
- Targeted projects identified during BAO Jumpstart

