



Business Intelligence

Actionable information at your fingertips.

What We Do

As the demand to differentiate and improve ROI rises, an organization's ability to leverage and manage their business information is critical.

110 matures business process workflow and develops business intelligence solutions to streamline clients' data to increase productivity, deepen insights, empower users and improve company operations.

Challenges & Approach

Business intelligence (BI) has evolved significantly over the past decade, shifting from an emerging practice to a mainstream competency. BI continues to develop within cloud and mobility and is quickly becoming commoditized, making it challenging for businesses to stay ahead of their competition. As a result, companies demand faster and more measurable returns on their business information management platforms.

110 uses a proven, flexible approach which incrementally decreases operational costs and increases flexibility. 110 continues to stay on top of emerging technologies: trends in social collaboration, cloud infrastructure, mobile and data virtualization, while simplifying data aggregation to determine what clients truly need to successfully manage their business and stay competitive in the market.

Client Benefit

The success and effectiveness of a client's BI project hinges on the people delivering the solution. 110 provides the highest caliber individuals to plan, develop, deliver, maintain and mature each client's business initiatives.

Using a dynamic approach, 110 has tailored processes to meet client needs while remaining price competitive. 110 strives to improve efficiency by streamlining data, making it easily accessible and functional across all departments and users.

Services and Solutions:

- Executive & Management Dashboards
- Reporting & Analytics
- Performance Management
- Data Visualization
- Data Warehouse Management
- Big Data Applications
- Application Development
- Custom Solution Delivery

Business Intelligence Case Study: Sales Renewal Reporting

Client: Northwest-based, large software company

Industry: IT

Challenge

The client used Excel reporting to manage and report on their open sales renewal opportunities. As their renewal opportunities grew, they were reaching the limits of Excel-based reporting. It became difficult to refresh dashboards, drill down into additional detail, calculate important metrics, and even process the 1.5 million rows of data being pulled on a weekly basis. This in turn made it more difficult to manage the overall business and close on renewal opportunities.

Solution

110 Consulting performed in-depth business analysis on the sales renewal process in order to fully understand the key process points and specific business needs. We designed and built a cube that would be able to handle all of the client's data processing and reporting, as well as drill down on opportunity detail. We then developed an HTML 5 web-based tool on top of the cube that could provide the same views as the Excel-based reports without the performance issues.



Solution at a Glance

Technology

- Microsoft SQL Server 2012
- Microsoft SQL Server Analysis Services
- HTML 5

Services

- Engagement Management
- Project Management
- Business Analysis
- Technical Development



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