Point-and-click BI

Traditional BI tools require the use of specialized database structures and the corresponding expertise or IT support. Apart from being expensive, business users find it hard and inconvenient for effective use. 8thManage was designed to overcome this weakness and allow the business users to do a majority of their discoveries without IT support. This allows the business users to concentrate on their business tasks without being distracted by technical details. 8thManage provides the following BI tools:
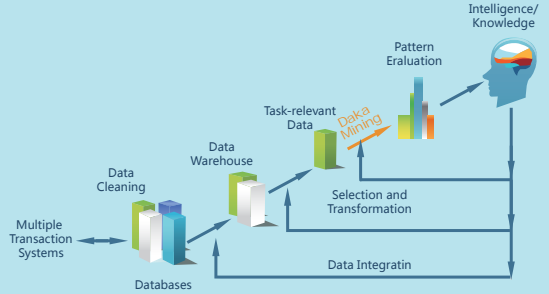
- Rapid Data Warehouse
- Point-and-click Data Mining
- Data Collection & KPI Management
- Real-time Dashboards
- Point-and-click Report Generation

8thManage BI users can use the above tools with less than 2 hours training and without the need to involve their IT staff.
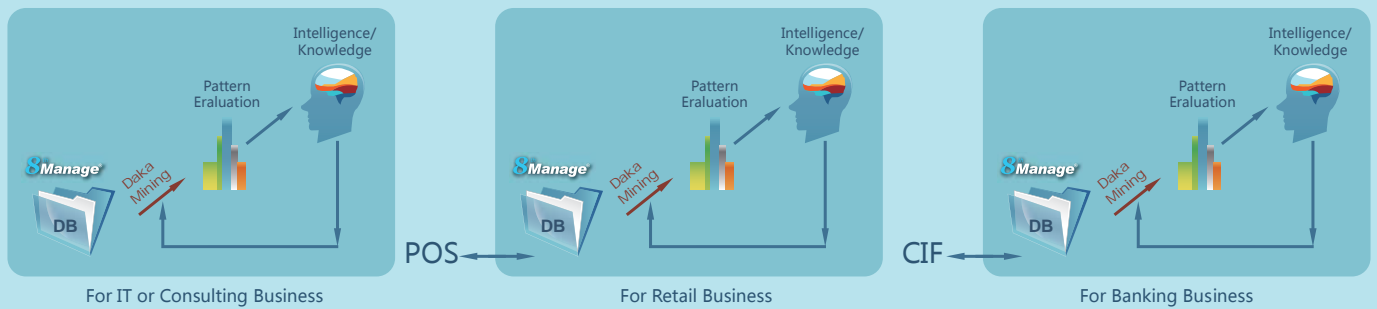
Rapid Data Warehouse

● **Old Approach**

A traditional data warehouse involves the data warehouse system development, data cleaning, data integration and data mining process. The process is absolutely needed because traditional business systems are silos and they have different databases. This process is not only time-consuming and costly, but requires putting the data warehouse and BI tools separate from the business (transactional) systems and making the embedded actions (e.g., automated actions after certain things are detected) difficult.

● **8thManage's Approach**

8thManage provides a total solution on a single system and the 8thManage database is already the data warehouse for the business. 8thManage provides a total solution on a single system: the 8thManage database is already the data warehouse system: the 8thManage database is already the data warehouse for the business. 8thManage minimizes the need of data integration and provides industry specific pre-integrated solutions such as below:

For IT or Consulting Business

For Retail Business

For Banking Business

For some businesses such as professional services and IT, there is no need to develop another data warehouse and 8thManage database can satisfy 100% of the requirements. For retailed businesses, 8thManage will interface with its POS system. For banking businesses, 8thManage will interface with its CIF.

Point-and-Click Data Mining

8thManage provides point-and-click data mining mechanism to allow business users to discover certain patterns and ratios in their business without the need to deal with SQL statements such as below:

Sample OLAP query (in SQL)

```
SELECT   SUM (S.sales)
FROM     Sales  S, Time  T, Locations  L
WHERE    S. timeid=T. timeid AND S locid-L.locid
GROUP    BY T. year, L.state
```

```
SELECT   SUM (S.sales)
FROM     Sales  S, Time  T
WHERE    S. timeid=T. timeid
GROUP    BY T. year
```
Get fine-grained aggregate data

```
SELECT   SUM (S.sales)
FROM     Sales  S, Locations  L
WHERE    S. timeid=L.timeid
GROUP    BY L.state
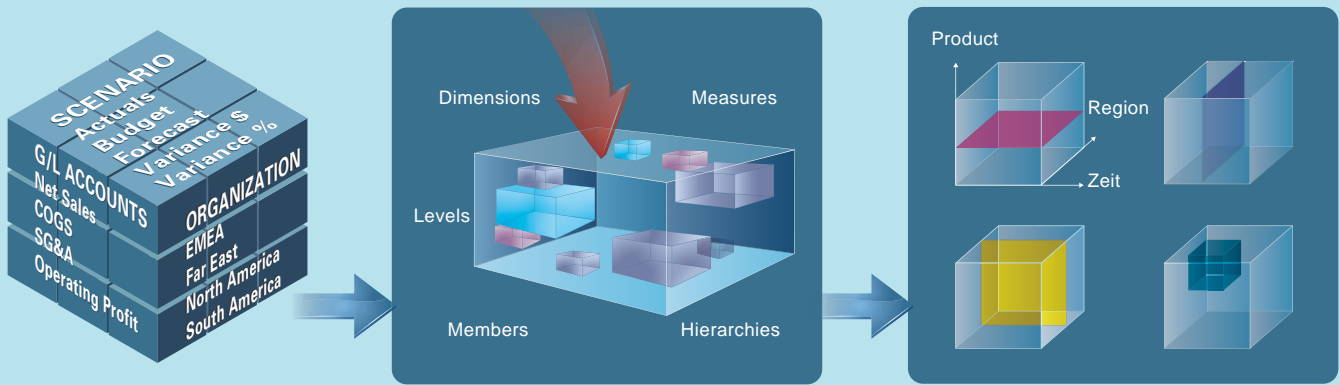```
Get dimension "coordinates" +aggregates

8thManage opens up all client, product, campaign, opportunity, contract/order related fields and allows the user to point-and-click to select the fields and connect them via simple logics to detect certain behavioral patterns that aren't easy to see. For example, dog food on the surface isn't a seasonal product, but the purchase of dog food can be diminished together with the purchase of non-winter products in winter because older people from the North would bring their dogs with them to the South for winter. For example, dog food on the surface isn't a seasonal product, but the purchase of dog food may drop in winter when older people from the North head south for the winter, taking their dogs along. The detection of this fact via data mining can help adjust the dog food stock appropriately in winter.

8thManage allows the user to do instant search of the pattern or ratio on the historical database or set up automatic detection for the future transactions. The user will be alerted once the pattern or ratio that the user wants to detect appears.

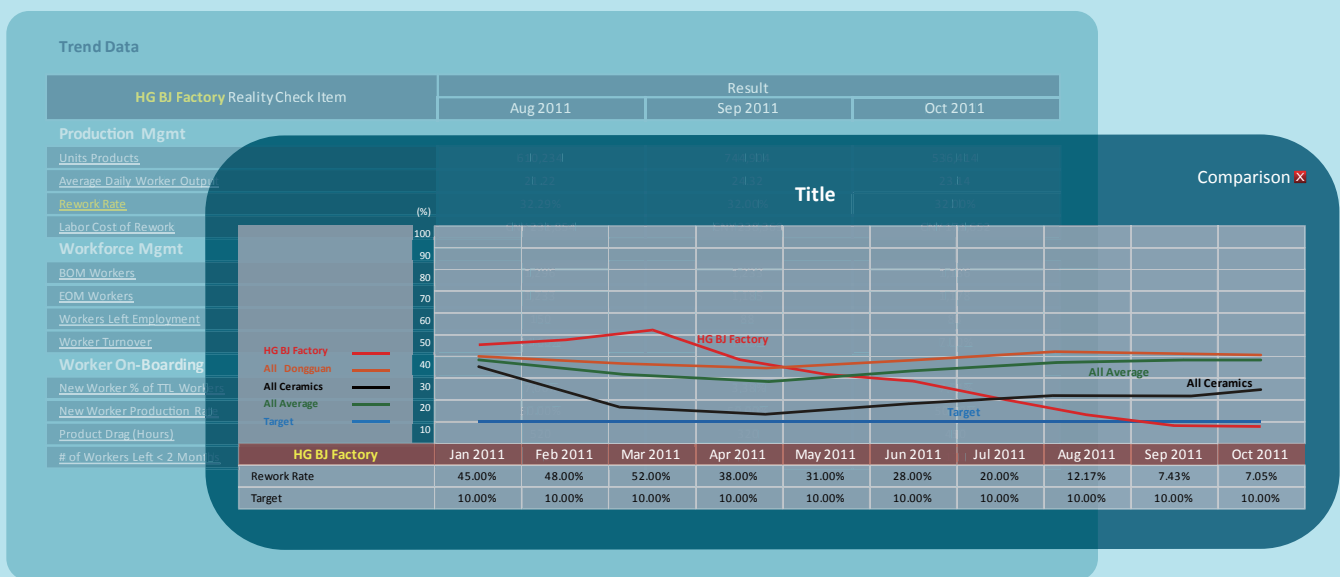# Online Analytical Processing (OLAP) ·····························

The 8thManage OLAP features allow the user to aggregate, drill-down, slice and dice multiple dimensional data interactively from multiple perspectives. The user can aggregate data accumulated and computed in one or more dimensions such as the revenue forecasts of all sales offices rolled up to headquarters to forecast total revenue. The user can drill down to navigate through the details. For example, the user can view sales data by individual sales reps or by individual products that make up the sales region's revenue. The user can take out (slicing) a specific set of data and view (dicing) the slices from different points of view.



The 8thManage OLAP features also allow the user to do what if analysis. For example, the user can assume the increase of price by 20% and the decrease of sales volume by 10% of a particular product and find out the revenue impact to the specific sales region or the entire enterprise .

# ······························· Mining From Intellectual Assets(People)

The 8thManage OLAP features allow the user to aggregate, drill-down, slice and dice multiple dimensional data interactively from multiple perspectives. The user can aggregate data accumulated and computed in one or more dimensions such as the revenue forecasts of all sales offices rolled up to headquarters to forecast total revenue. The user can drill down to navigate through the details. For example, the user can view sales data by individual sales reps or by individual products that make up the sales region's revenue. The user can take out (slicing) a specific set of data and view (dicing) the slices from different points of view.



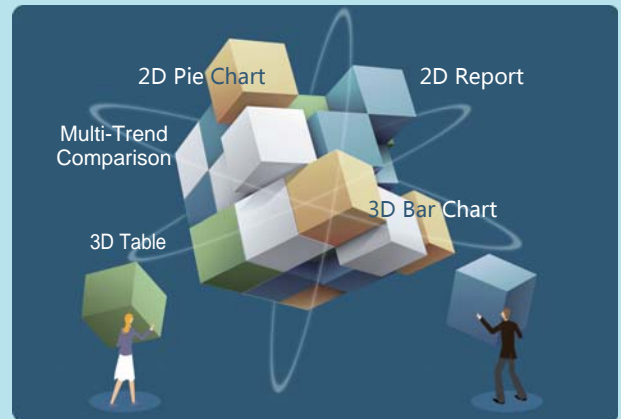| HG BJ Factory | Jan 2011 | Feb 2011 | Mar 2011 | Apr 2011 | May 2011 | Jun 2011 | Jul 2011 | Aug 2011 | Sep 2011 | Oct 2011 |
|---|---|---|---|---|---|---|---|---|---|---|
| Rework Rate | 45.00% | 48.00% | 52.00% | 38.00% | 31.00% | 28.00% | 20.00% | 12.17% | 7.43% | 7.05% |
| Target | 10.00% | 10.00% | 10.00% | 10.00% | 10.00% | 10.00% | 10.00% | 10.00% | 10.00% | 10.00% |

The 8thManage OLAP features also allow the user to do what if analysis. For example, the user can assume the increase of price by 20% and the decrease of sales volume by 10% of a particular product and find out the revenue impact to the specific sales region or the entire enterprise .

# Point-and-Click Report Generation ·······························

8thManage provides a state-of-the-art point-and-click Report Generator to allow business users to simply point to any field or fields that they want to search and generate a report. The system will perform accordingly. The simple-to-use but powerful mechanisms allow the business user to (a) select whatever combination of fields that he wants for search and report and (b) specify the layout or display order of the fields to be displayed in the report. It also allows the user to select different types of statistics (e.g., SUM, COUNT, AVERAGE, MIN, MAX) to be included in the summary line of the report.

With the 8thManage Point-and-click Report Generator, business users no longer need to learn SQL or depend on the IT staff's assistance before they can do data mining and report generation.
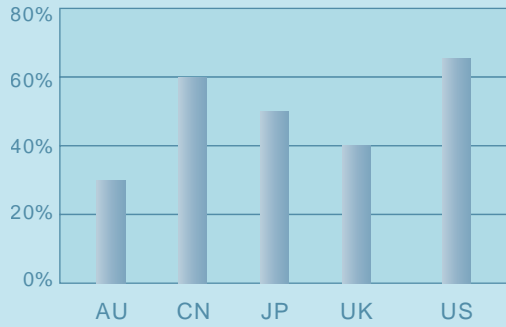


# ···························· KPI Management & Real-time Dashboards

8thManage provides different real-time display components and alerts for different KPI for different business areas. Once the measurement for an individual, project or business is set up, the measurement, display and alert are automatic and in real-time.
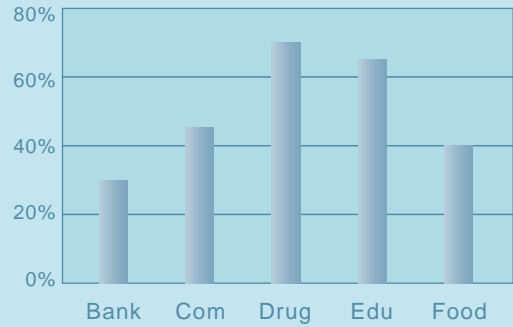


Business oriented KPI such as top 10 revenue streams, project or group oriented KPI such as service level agreement items and individual KPI such as balance scorecard items are all computed and displayed in real-time. The KPI display components are designed for people to easily see the key measurement results and multi-level drilling down in real-time for further details. The information is most effective for performance management.
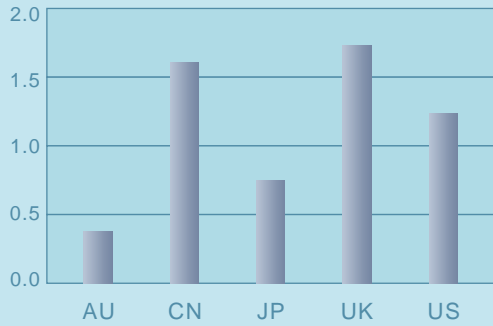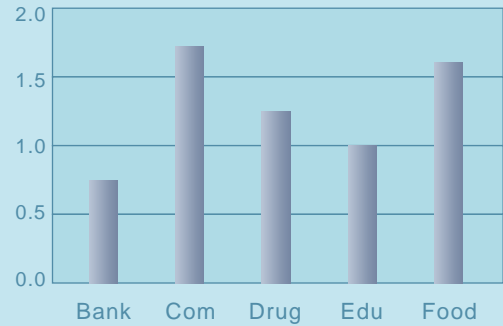
**Inventory days by country**
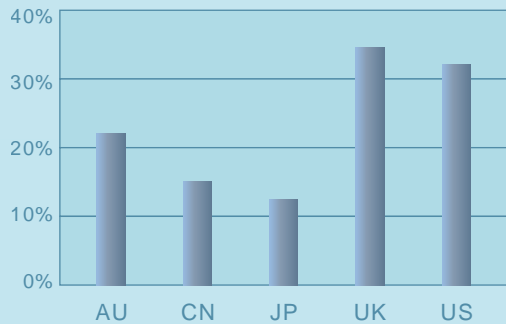


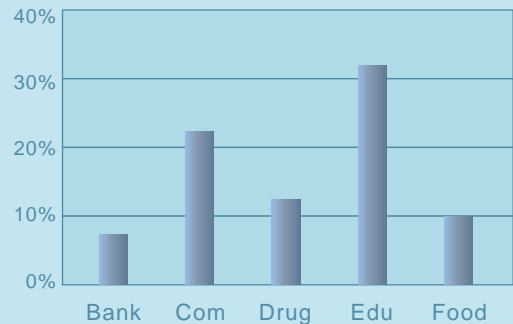**Inventory days by sector**



**Sales to total asset by country**



**Sales to total asset by sector**



**Return on Equity(ROE) by country**



**Return on Equity(ROE) by sector**



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**Wisage Technology** is an international software product company with clients in many countries and regions, including the U.S., Canada, China mainland, Hong Kong, Macau, Taiwan, Malaysia and Singapore. All its products are mobile internet ready and can be accessed with IE, Firefox, Safari and Chrome browsers and we also provide different apps on Android and iOS. It offers perpetual licenses for all regions and SaaS in certain regions only for the following products:

**8thManage® CRM**  : Mobile Internet CRM
**8thManage® SPM**  : Supplier & Procurement Management
**8thManage® Simple PM** :  Simple to Start & Extend PM
**8thManage® PM**  : Advanced Tool for Project Planning & Execution
**8thManage® PMO**  : High Performance PMO
**8thManage® Finance** : Strong Connectivity with Businesses & Operations
**8thManage® HR**  : Human Capital Management
**8thManage® OA**  : New Generation Office Automation
**8thManage® BI**  : Point-and-click BI
**8thManage® O2O**  : B2C, B2B, eExchange, eSettlement & eERP
**8thManage® FAS**  : Knowledge Enterprise Full Automation Suite
**8thManage® eERP2** : Manufacturer eERP2

**8thManage® eExpense**  : Web & Smartphone Expense Report System
**8thManage® eLeave**  : eLeave & Leave Management
**8thManage® eTimesheet** :  Web & Smartphone Timesheet System
**8thManage® eLearning**  : Advanced eLearning System
**8thManage® eSurvey**  : Easy-to-use eSurvey System
**8thManage® eDMS & KM** : eDocument & Knowledge Management

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