



BellaDati

Sales and consultants training BellaDati Agile BI



We do global business locally. (HQ in ASIA, EU, USA)



Chicago
USA HQ

Prague
Europe HQ



Singapore
Asia HQ

BellaDati delivers across industries

Our innovative customers are in USA, Europe, Asia



Production & Wholesale



Manufacturing



Banking



Hospitality



Life Insurance



Life Insurance



Manufacturing



Technology



Technology



Technology



Industry



Loyalty Cards



Project Management



Manufacturing Systems



Global Management
Consultancy



Technology



Technology



Utilities



Telecommunications



Retail



Manufacturing



Utilities



Education

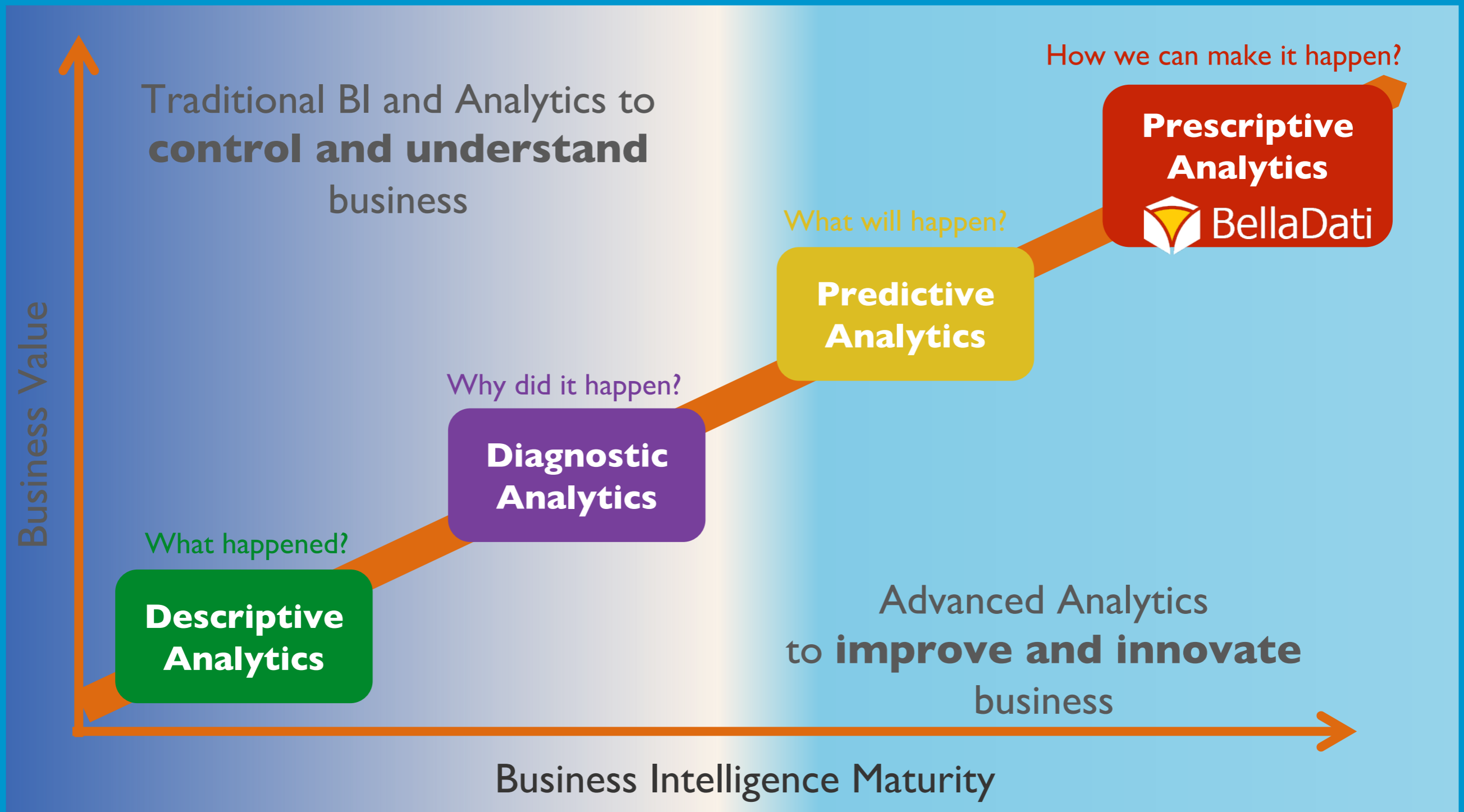


Software Development



Consultancy

Analytics Maturity – BellaDati positioning





Complete Advanced Analytics Tool Out of the Box and Platform = Key Differentiation


1  Rich **REST API** and **SDK**

2  Rich **Client API**


3  Ready made for **embedding**

4  **ETL** tool (Data Cleaning)

5  **Machine learning** and **Predictions**. Simple and complex **Algorithms**.

6  **IoT Framework**

7  **Data mining** - light and heavy weight. **Packages** and **studio**.

8  **Big Data** (Hadoop & MongoDB)

BellaDati is purely web based agile data analytics platform. Key differentiation factors are



9

Agile BI. Pure web-tech.
Complete BI.



13

Unstructured and structured data analysis



10

Cloud & on-premise
version



14

Industry Analytic **Apps**
& 100+ data **connectors**



11

Social network
for business data discovery



15

Native **Mobile BI app**
for iOS & Android



12

Rich **agile reporting**
and **dashboarding** layer



16

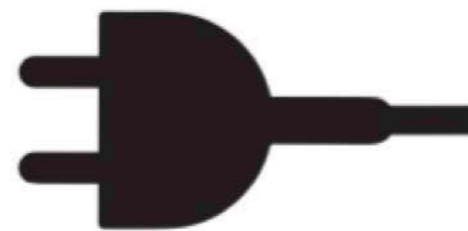
BellaDati **Multidomain**

Complete Agile BI solution. Single Application to deploy



1. Click to connect +100 data sources

2. Analyse your data



Real-time data insights analytics for business user. Create any report. Faster.

For business user

For data analyst

For developer

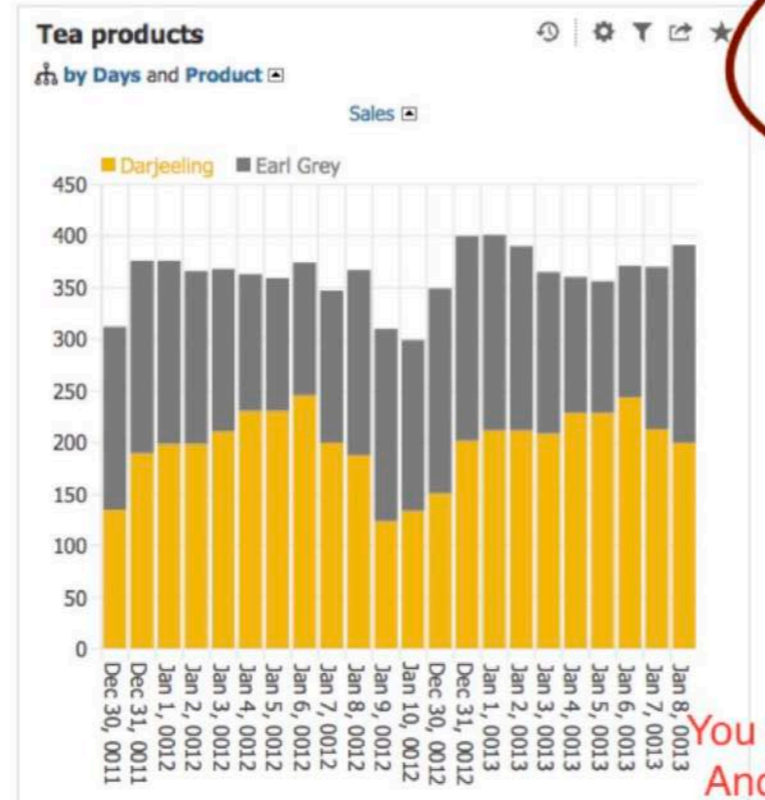
Embedded in 3rd party apps

Agile analytics. Fast POC. Fast deployment. Results for business user in week.

Bella Coffee Report

More...

Edit Share Export Variables and filters Comments and attachments History



You can insert components here. And users can filter, drill trough these components as well. No coding

Variables and filters

Time contains

12/28/0011

1/8/0013

Product Type contains

- Coffee
- Espresso
- Herbal Tea
- Tea

State contains

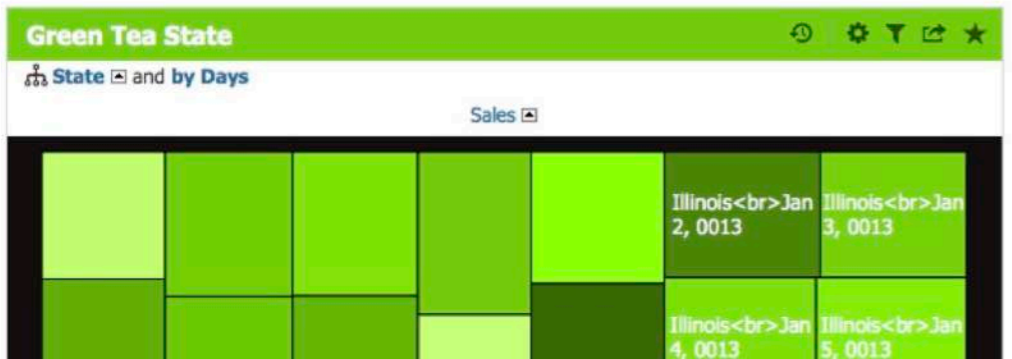
- California
- Colorado
- Connecticut
- Florida
- Illinois
- Iowa
- Louisiana

Market contains

- Central
- East
- South
- West

Line of product contains

Save Reset Edit



BellaDati Machine Learning

Examples of Solutions by Business Function



Sales & Marketing

- Omnichannel Customer Segmentation and Product Recommendation
- Omnichannel Customer Segmentation Cross-sell and Up-sell
- Customer Segmentation and Content Personalisation
- Churn Prediction and Prevention



Production & Operation

- Predictive Maintenance
- Remote Monitoring
- Manufacturing Quality Prediction
- Fraud Detection & Prevention



Logistics & Distribution

- Demand & Load Prediction
- Dynamic Routing



Human Resources

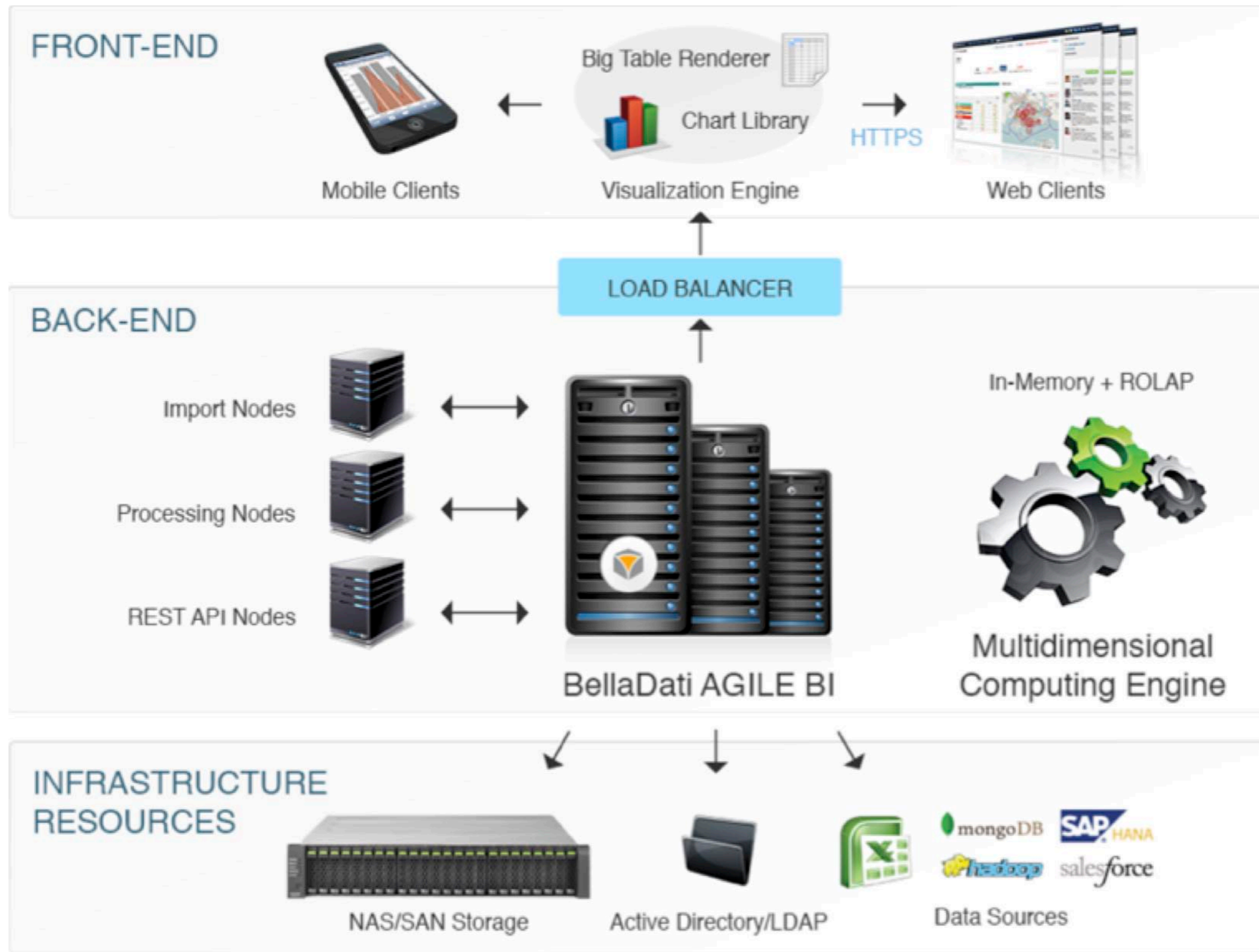
- Advanced HR Analytics



Other Solutions

- Data Cleaning

AGILE BI purely web-based on J2EE technology. Scalable.



Cloud or On-premise installation

BellaDati cloud...



Installation on customer server

your local



server



scale it

Social network for business data

(!Failure to communicate reports and data is acute!)

32% No, my company does not have a big data strategy.
27% Yes, my company has a big data strategy; it has been well communicated to me.
20% Yes, my company has a big data strategy but it has been poorly communicated to me.
18% Yes, I think my company has a big data strategy, but it has not been communicated to me.
3% I don't know whether or not my company has a big data strategy.

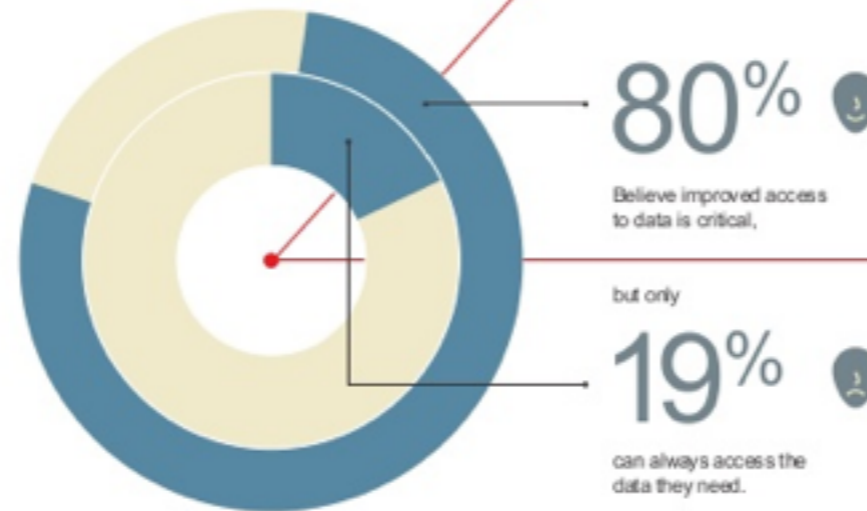


Over **40%**

of respondents were either not sure whether their company had a big data strategy or it had been poorly communicated.

Front-line managers

Only 19% can always access the data they need.

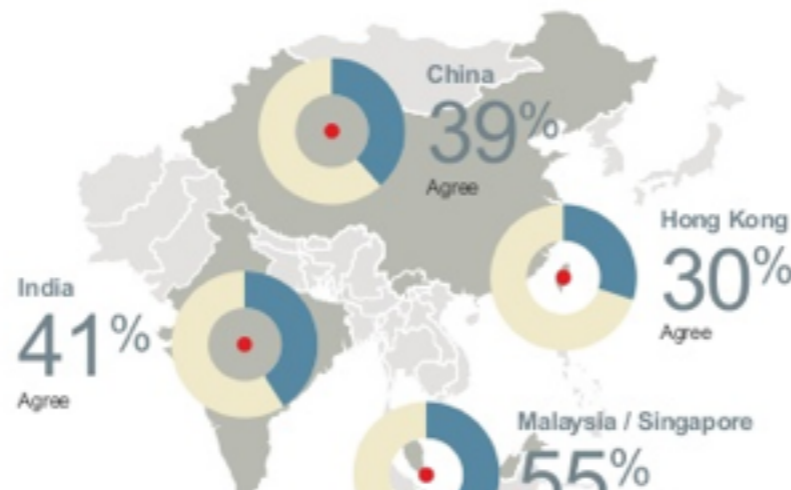


Information silos are stopping many firms from innovating



Collaboration is essential to innovation. Information silos are the biggest hindrance to innovation in the ideas economy.

59%
Agree



The silo problem is acute in Malaysia, Singapore and India

Social network for business data discovery explained - right side of your brain

Data analysis

Math formulas



Data cleaning



Industry Apps



Transformation scripts



Data discovery

Reports



Comments



Combine KPIs



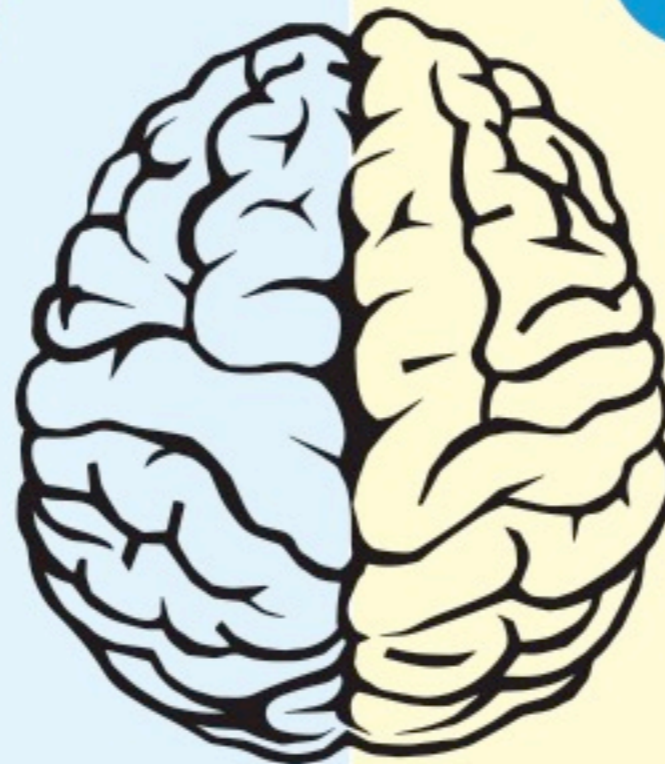
Search



Status updates



Share



Social network for business data discovery focused on true business user

search, share, copy, export,
comment, attach, create,
@notify

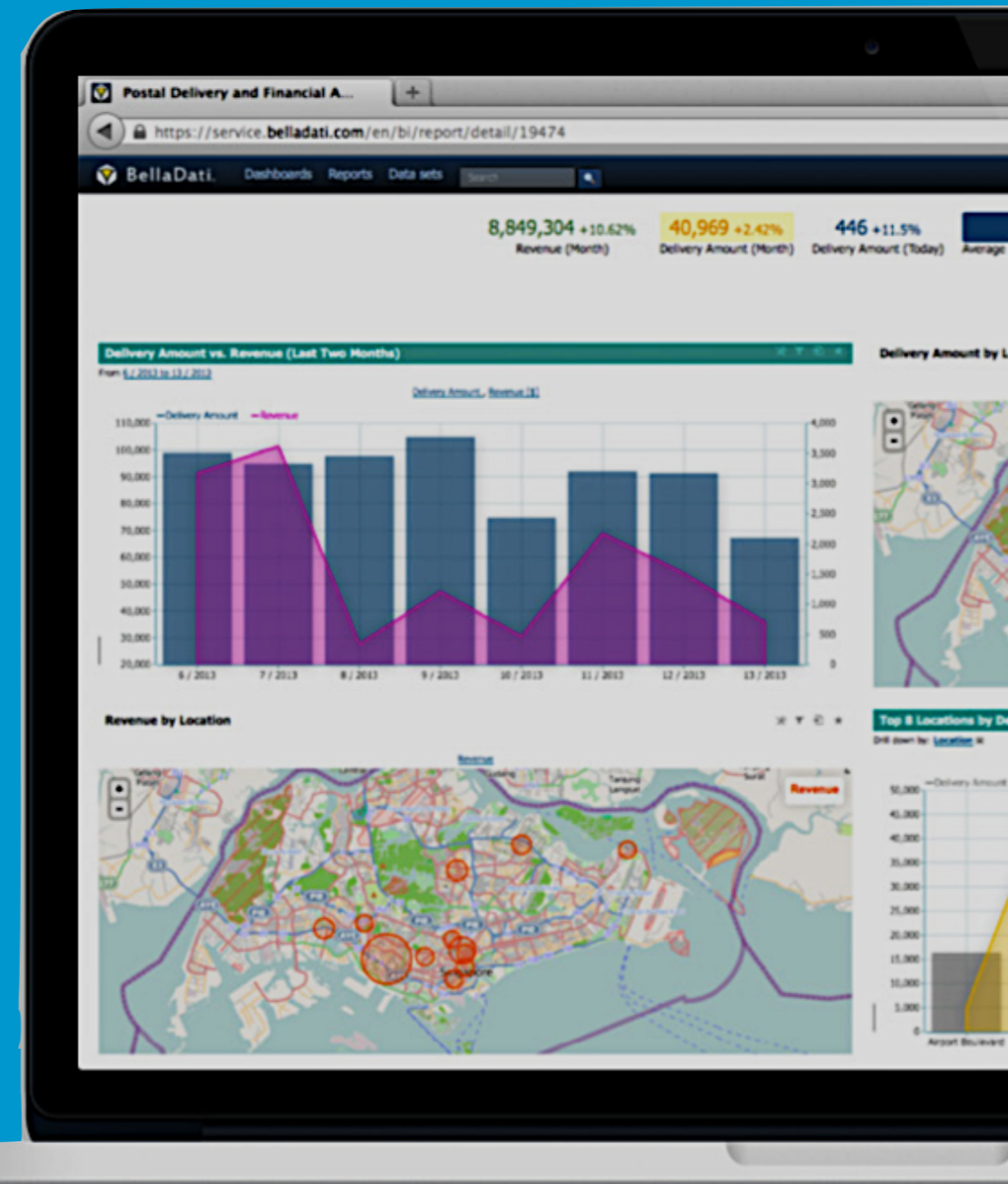


sales, marketing,
finance, hr....










Reports are created and changed in realtime. Not coded.


- ▶ Report Creation in real-time
- ▶ Combine KPIs without coding
- ▶ Build your own data drill-down
- ▶ Pivot, Forecast, math formulas
- ▶ Easy filters for business user
- ▶ Analyze un-structured data
- ▶ Predictive analytics features
- ▶ Share, collaborate with team





















BIG DATA and over 100 data connectors

- Action**
-  Create data set
 -  Upload data
 -  Upload from data source
 -  Map charts geodata
 -  Data changes monitoring
 -  Transformation scripts
 -  Database connections library

- Backup**
-  Load XML backup
 -  Save XML backup

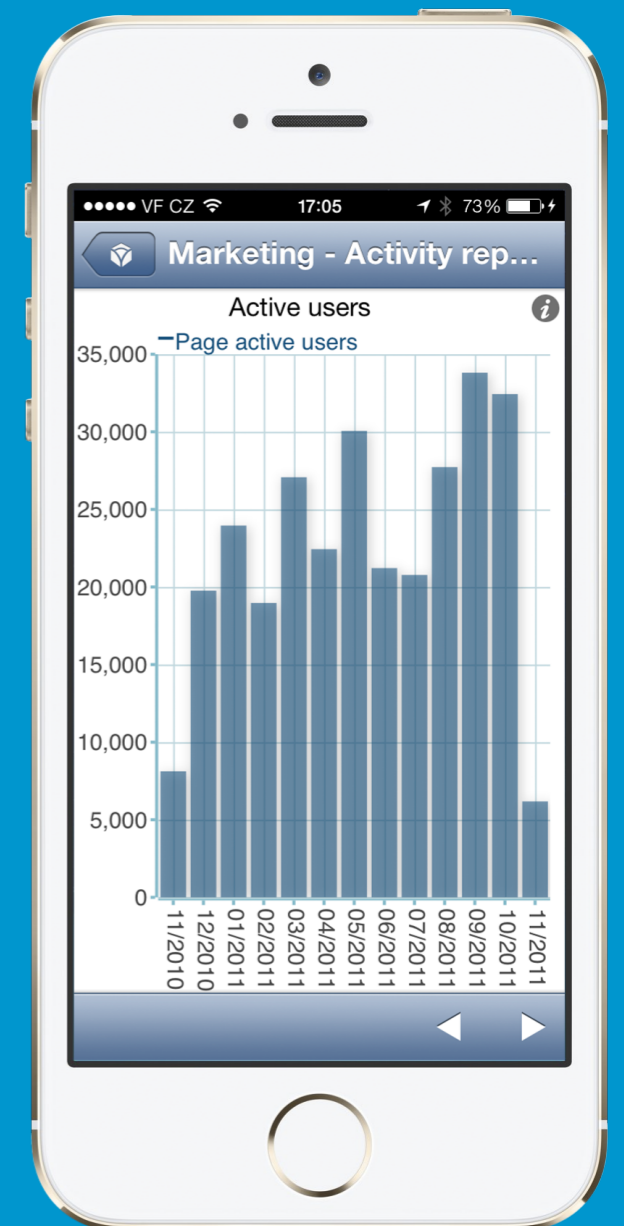
Select data source type you want the data set to connect to, or use existing  data source:

- **SQL Database**
Create business reports and dashboards directly from the warehouse data in a minute thanks to import wizard with column type recognition.
- **OLAP Server (XML/A)**
Connect to your OLAP Analytical Server using the XML/A connector and analyze data from SAP BW, Microsoft SQL Server, Palo or Mondrian.
- **SAP Hana**
Connect to SAP Hana and aggregate huge volumes of valuable data and produce relevant results for your business at lightning speed.
- **Hadoop Hive**
Leverage advantages of BigData warehouse and extract the data into BellaDati.
- **MongoDB**
Extract data from document oriented NOSQL database.
- **Google Drive**
Provide users with an agile spreadsheet editing environment while enabling management to see professional and aggregated values.
- **Google Analytics**
Monitor real ROI and marketing influence of your sales within a unified business intelligence environment.
- **Connect over HTTP**
Connect to CSV, XLS/XLSX or XML resources, web services or REST endpoints on your network.
- **Facebook**
Monitor visitor's behavior of your social site pages.
- **Connect via FTP**
Download CSV, XLS/XLSX or XML documents stored on the FTP.
- **SalesForce CRM**
SalesForce data source provides an insight into performance and status of your sales pipeline.
- **LinkedIn**
Analyze your professional network and company pages performance on LinkedIn
- **Twitter**
Access statistic of your tweets, timeline and all retweets.
- **Intuit**
Get reports from your finance and tax preparation data.
- **Amiando Insights**
Take control over the budget and revenue of your online events.
- **Existing data set**
Connect to existing data set and route existing data through transformation.
- **Zendesk**
Analyze Zendesk tickets, issues and customer service support.
- **ChangeGear**
Analyze data from ChangeGear.

Pull reports out of your pocket on-off line + create new data



- ▶ Features for business user
- ▶ Mobile BI app for iOS & Android
- ▶ Filter KPIs, change time-series, drill-downs
- ▶ Share comments with colleagues
- ▶ Access reports on/off-line
- ▶ Harvest new data



Data Analytics Platform SDK/API

(Customize BellaDati. Create new analytics apps for customer)

- Professional services revenue for partner
- Agile BI engine in the backend
- Web, iPhone or Android based analytics apps
- Embedable analytics SDK & API - ready components

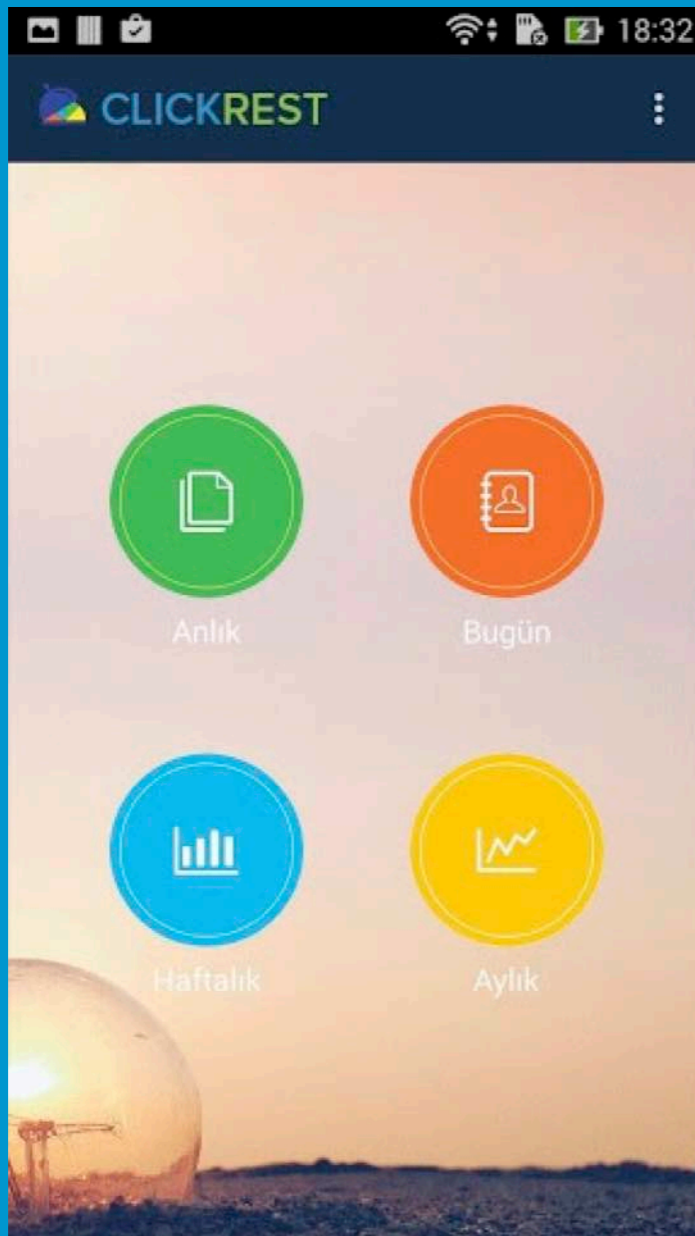


Data Analytics Platform SDK/API

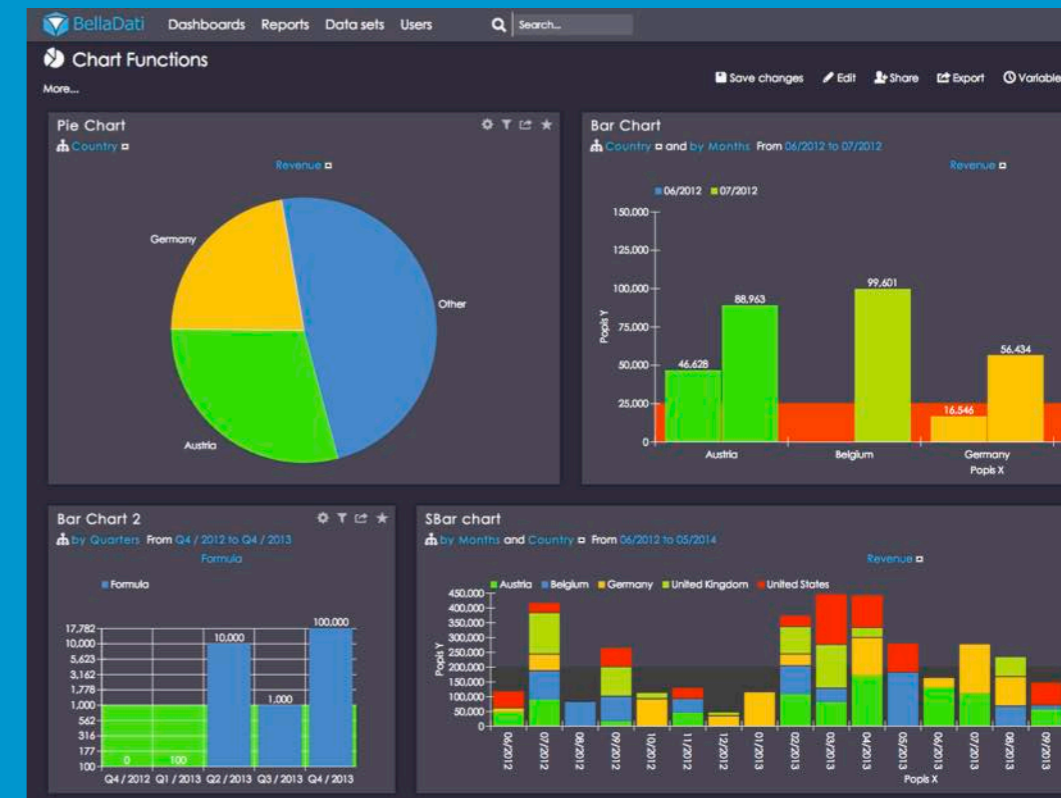
(New analytics app versus customised BellaDati. Professional services)

{API+SDK}

Totally new analytics app for restaurants using BellaDati platform



Customised & rebranded BellaDati Application



BellaDati extension modules (Example)

(Extra features. Can increase deal success for some cases)

HR Portal

The screenshot displays the Toyota HR Portal interface. At the top, there is a navigation bar with 'Home', 'Settings', 'Organizational structure', and 'Training'. The main content area shows an organizational chart for 'Toyota Materials Handling' with departments like 'General administration', 'Human resources', 'Accounting/Controlling', and 'After Sales'. The 'Sales' department is highlighted in yellow. Below the chart, a list of employees is shown, including 'Tomáš JERE, Mgr.', 'Iva ONDRAŠKOVÁ', 'Luboš PROCHÁZKA, Ing.', 'Jana BOBYSUDOVÁ, Ing.', and 'Radek GRÉE, Ing.'. Each employee entry includes a photo, name, and contact information. The left sidebar contains options for 'Organizational diagram', 'Display details', 'Legend', and 'Export'.

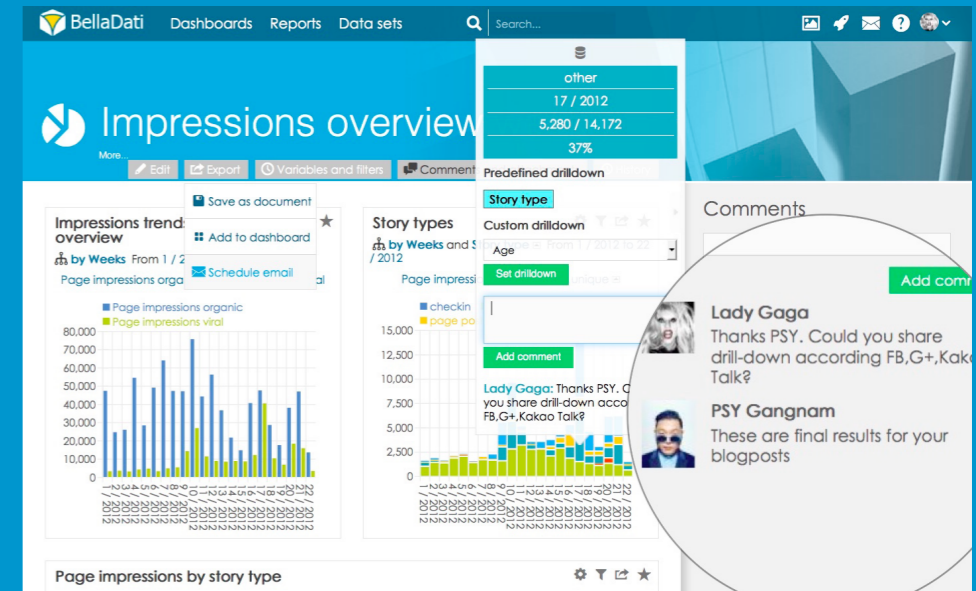
Essential form builder

The screenshot shows a web form titled 'Branch Visits - data collecting form'. The form is displayed in a light gray theme. At the top, there is a logo and the title. Below the title, it says 'You are logged-in as Retail Banking Admin (logout)'. There is a 'Switch to multi form' link. The form contains several input fields for data collection: 'Date 3', 'Subject of visit', 'branch_id', 'customer_id', 'id', 'subject', 'teller_id', 'time', 'duration', and 'waiting'. A green 'Submit' button is located at the bottom right of the form.

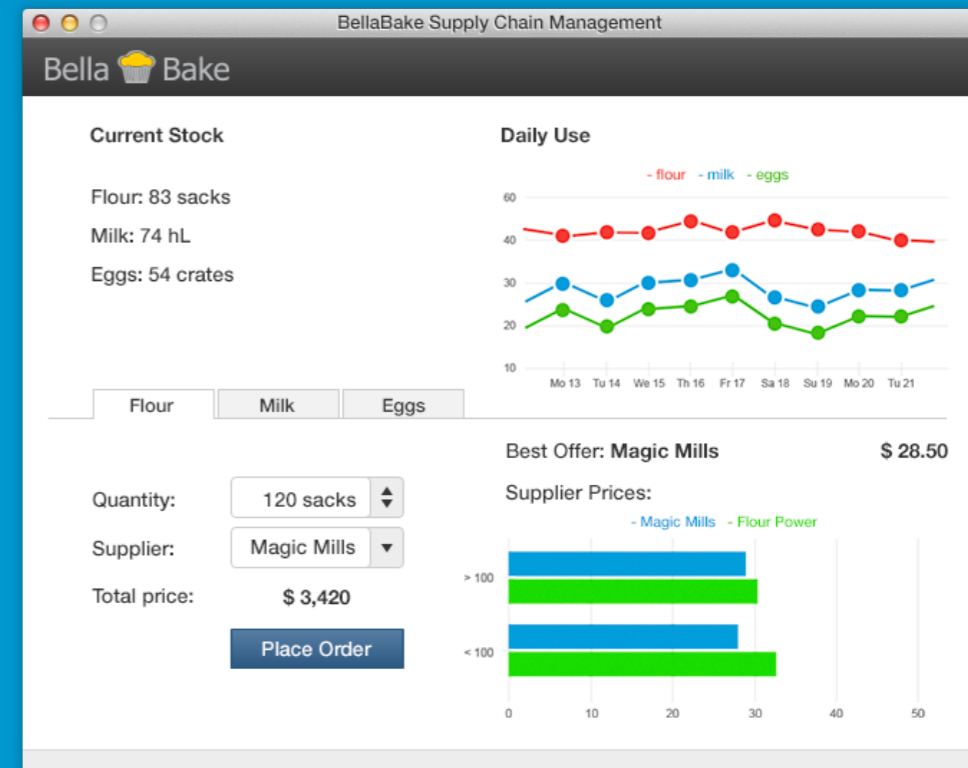
How to sell BellaDati

(Profit from licenses and professional services in detail)

✦ AGILE BI + Maintenance +
SLA + Data analytics services +
Installation + Integration

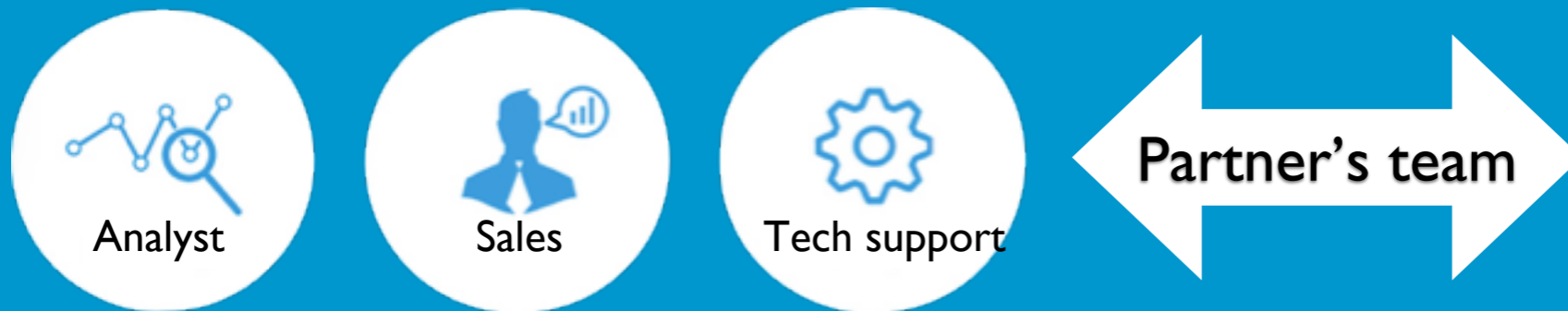


✦ AGILE BI + SDK/API
customised app + Maintenance
+ SLA + Data analytics +
Installation + Integration



Typical sales process

(!Be industry focused! Consultation and marketing approach)



BellaDati team
3 cases with intensive
& continuous support

	Pre(sales) process	Initial stage	Live demo	POC & Pricing
Prerequisites resources			BellaApp (Industry use case) Slide deck - Industry focus	Proposal (Template) Pricing schema
Followup resources		Use case (one page 8 key advantages) Blogpost (Industry focused) Product video	Success story (or industry use case) Blogpost (Industry focused) Video tutorials	Documentation Video tutorials Trial (Cloud/Partner server) Demo video (26 min live demo rec.)

Important resources

- ✓ partners.belladati.com
- ✓ youtube.com/user/belladati
- ✓ belladati.com/blog
- ✓ support.belladati.com



Partner portal - partners.belladati.com

(Do You Have your personal password already?)

Search

- Homepage
- Essentials
- Product Information
 - Competititon
 - Leaflets and flyers
 - Pricing
 - Tutorial Videos
- Partner Training
- Pre-Installation questionnaire
- Professional services
 - Embedded Analytics Apps
- Pre-sales videos
- Industry Slidedecks
- Use Cases
 - Automotive
 - Banking
 - Digital Agencies & Market Research
 - Education
 - Energy Market
 - Fire Rescue
 - Healthcare
 - Heavy Industry
 - Hospitality
 - HR
 - Insurance
 - Retail
 - Production & Services
 - Service Desk
 - Telecommunication
 - Wholesale Production

News

- > [AGFoods opts for BellaDati cloud over Tableau](#)
- > [Innovation for in-store product placement](#)
- > [National University Library Singapore chooses BellaDati against Tableau and Qlik](#)
- > [BellaDati is helping Choose energy to attract new customers in the US](#)
- > [You can now enjoy BellaDati also in Chinese - BellaDati 2.7.9.5 released](#)
- > [Message from our CEO: Why to partner with BellaDati](#)

Essentials

- > [Basic Video Tutorial](#)
- > [Product Presentation](#)
- > [Leaflet](#)
- > [Pricelist](#)

 **BellaDati** Agile data analytics. Complete BI. Purely web-based.
www.belladati.com

-  **1 Agile BI. Pure web-tech. Complete BI.**
-  **2 BIG Data, Unstructured and structured data analysis.**
-  **3 Reports are created realtime not developed**
-  **4 Social network for business data discovery**
-  **5 Cloud & On-premise version**
-  **6 Data analytics platform SDK & APIs**
-  **7 For all business users who need turn business data into profits. FASTER**

New Content

-  [BellaDati 售前展示.pptx](#)
Dec 30, 2014 • attached by A Chen
-  [BellaDati 酒店行业 嵌入应用.pdf](#)
Dec 30, 2014 • attached by A
-  [BellaDati 报表公式指南](#)
Dec 28, 2014 • attached by A

Show More

Pre-sales videos

BellaDati Pre-sales Video - A



See more pre-sales videos

Contact us



USA: +1(415) 729 3372

One Magnificent Mile,

Pricing schema and how to build the price for

initial sales boost

controlled up-sell

- ▶ On-Premise License ?
 - ▶ Perpetual license fee
 - ▶ Yearly maintenance fee
- ▶ Cloud License ?
 - ▶ Monthly fee
 - ▶ Updates included

#Power users + Viewers + num.of connectors + professional services needed?



#Power users + Viewers + DW size + num.of connectors + professional services needed?

instance only 2 data connectors. It is protected by generated license key. It allows negoti

Pricing schema On-premise

(Flexible. Not public. Individually solved with regional partner*)

BellaDati		BellaDati On-Premise				
	Pilot	Enterprise I	Enterprise II	Enterprise III	Enterprise IV	
License cost	Your region price	Your region price	Your region price	Your region price	Your region price	
Power Users (report creation)	1	3	5	10	unlimited	
Report Viewers	5	20	50	unlimited	unlimited	
E-mail Server (distribute reports via Email)	-	Your region price	Your region price	included	included	
Max number of reports per power user	10	15	20	unlimited	unlimited	
Max number of dashboards per power user	5	8	10	unlimited	unlimited	
SDK and API (platform to code custom apps)		on request	on request	included	included	
Mobile app for Android and IOS	-	Your region price	included	included	included	
Annual maintenance (25% of total license)	Your region price	Your region price	Your region price	Your region price	Your region price	
Clustering (HA)	not available	on request	on request	on request	on request	
Training Videotutorials	included	included	included	included	included	

Pricing schema Cloud

(Flexible. Not public. Individually solved with regional partner*)

BellaDati		BellaDati Cloud*			
	Enterprise I	Enterprise II	Enterprise III	Enterprise IV	
Monthly fee	Your region price	Your region price	Your region price	Your region price	
Power Users (report creation)	3	5	10	unlimited	
Report Viewers	20	50	unlimited	unlimited	
E-mail Server (distribute reports via Email)	Your Region Price	included	included	included	
Max number of reports per power user	15	20	unlimited	unlimited	
Max number of dashboards per power user	8	10	unlimited	unlimited	
Size of Data Warehouse	20 GB	50 GB	200 GB	1 TB	
SDK and API platform (to code custom apps)	on request	included	included	included	
Mobile app for Android and IOS	included	included	included	included	
Maintenance	included	included	included	included	
SLA	on request	on request	on request	on request	
Analytic service (3 reports max 8MH and installation)	Your Region Price	Your Region Price	Your Region Price	Your Region Price	
Live Training Webinar (2 x 6 h)	Your Region Price	Your Region Price	Your Region Price	Your Region Price	
Training Videotutorials	included	included	included	included	
Payment conditions	3 month upfront	3 month upfront	3 month upfront	3 month upfront	

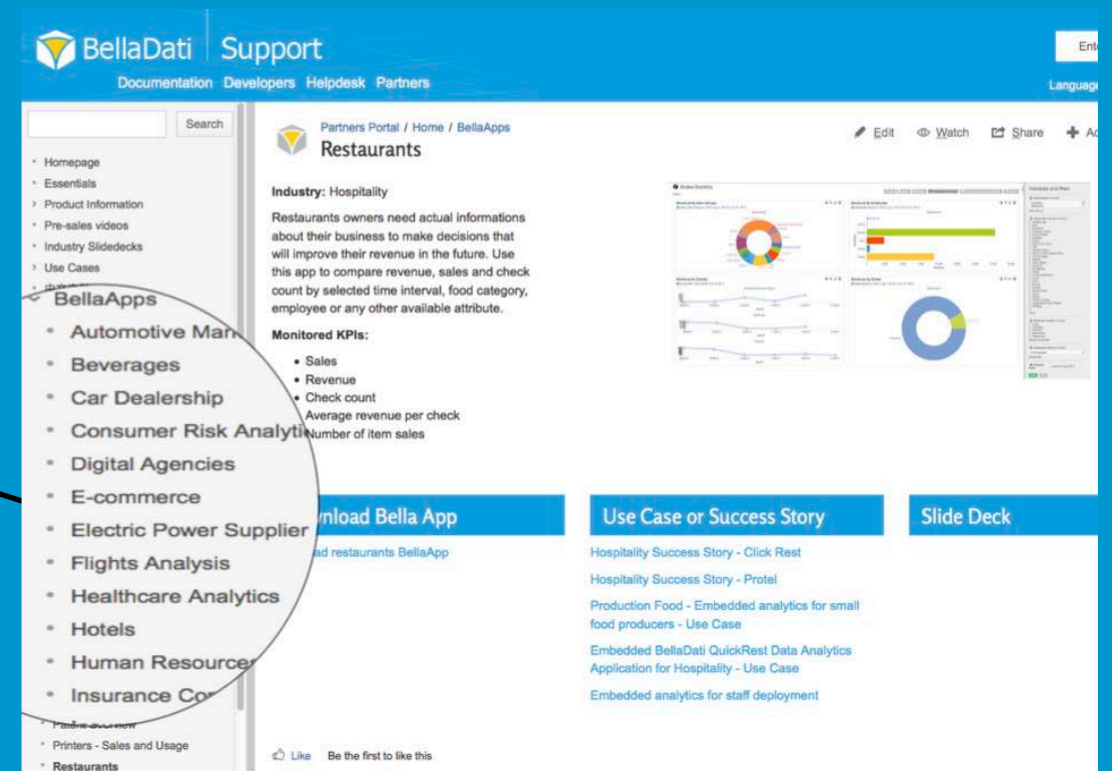
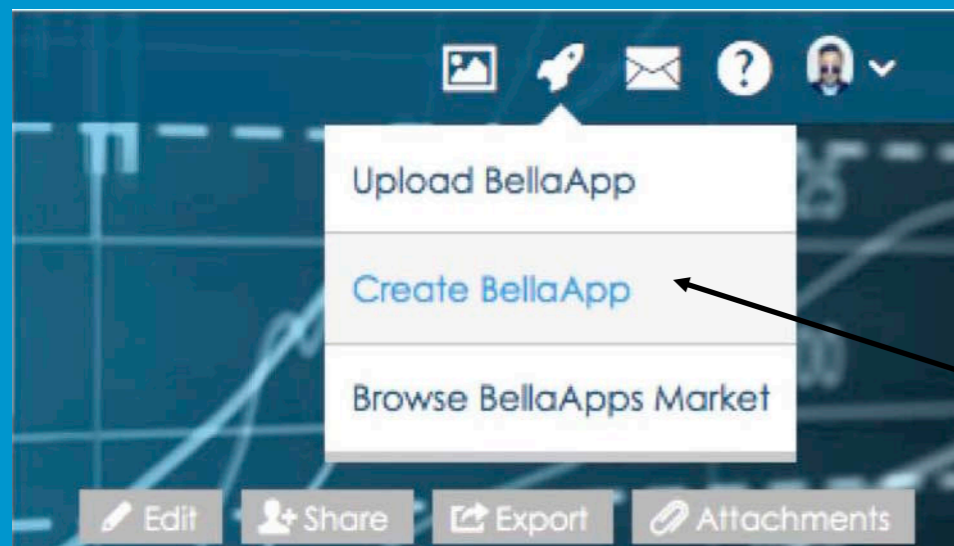


Trials and demos

- ▶ Cloud BellaDati available via cloud service.belladati.com (**you will have your partner account with limits**)
- ▶ **Your local on-premise demo installation (limits depend on your hw)**
- ▶ Upload BellaApps (Industry Demos into your demo domain)
- ▶ Live demo on belladati.com

BellaApps (industry ready demos)

- ▶ Upload industry demo app into your BellaDati installation
- ▶ Or create your own industry demos and save as template
- ▶ Sales should use it regularly for demos on iPhone, notebook



**“Success stories. Use cases.
Gladiators! welcome to the arena”**



ClickREST

Karmaşık gösterge tablolarına son! ClickREST ile tanışın, verileri hızla kara dönüştürün.



+30 more chains



> DETAY



ClickRest Hospitality Data App for iOS and Web - by PROTEL

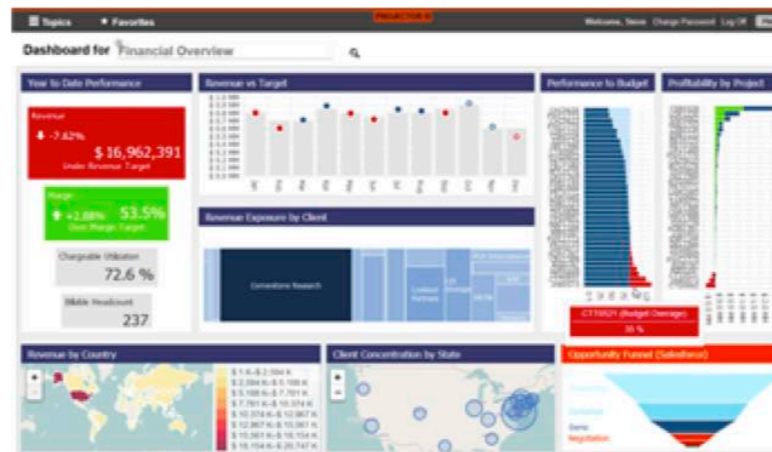
- For management and owners of hotels, cruisers, coffee shop chains
- Financial and guest behaviour analysis
- Bed Occupancy, Average Visit Duration, Cancellation Rate
- Datasource - POS Micros, Sybase DB
- Use BellaDati SDK, API platform

[Professional Services Automation Blog](#) > [Professional Services](#)

Performance Dashboards for the Professional Services Organization

Steve Chong | Published January 26, 2015

As an executive of a professional services firm, what do you care about? Are we doing better this year than last? How is revenue tracking this year versus target? Who's busy and who's not? Do we need to hire? What clients or projects are in trouble? Is the pipeline healthy? Are we overly dependent on one key client? Do we have a healthy backlog of committed work? Is that backlog too big? Is some work more profitable than other work? Are our European operations healthier than the US? Are our estimates getting better over time?



For most executives I talk to, the answer generally is all of the above...and more.

The Great Divide

One of the largest criticisms I hear from users about software designed to help professional services organizations run their businesses is the gap between the down-and-dirty, detailed transaction-level data, and the great "so what?" CRM applications keep tabs on what needs to happen next to win that new opportunity and how much it's potentially worth. Project management software is great at helping you understand what task Jimmy is supposed to be working on three weeks from now in order to successfully deliver that project once it's won. Time tracking systems keep track of how much time he actually spent on that task and what should be billed to the client. Resource management applications keep an eye on when Jimmy will free up from his current project so that he can get assigned to his next challenge. Financial accounting systems provide the bottom line on whether all of this effort resulted in the organization's making money or losing it.

Services organizations often have a tangle of systems to manage different aspects of the

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FREE 30-Day Trial

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to learn more

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Stay up to date on all the new things happening at Projector PSA



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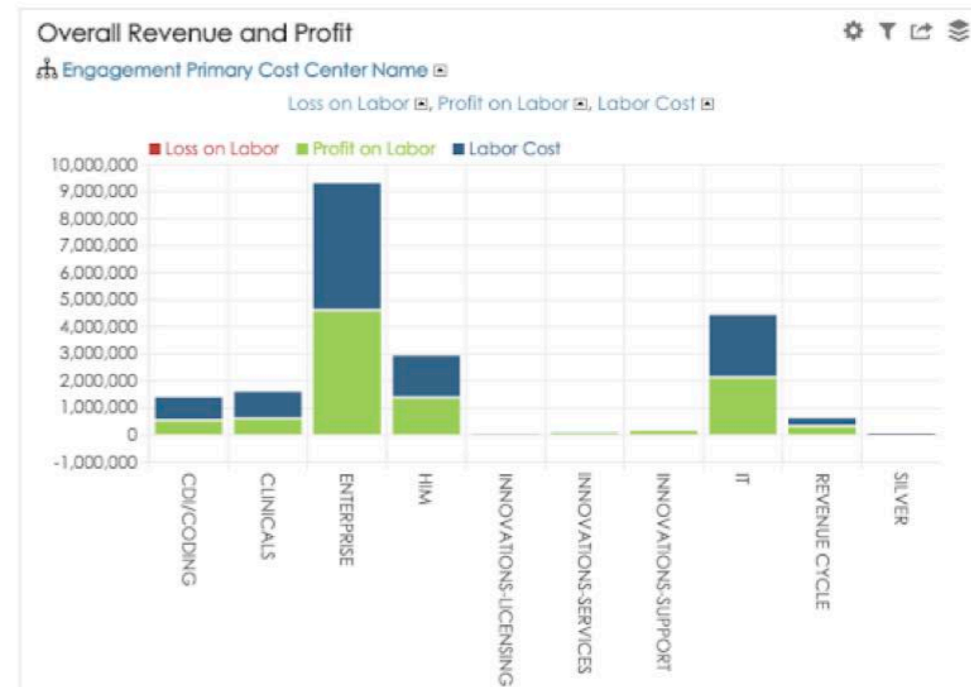
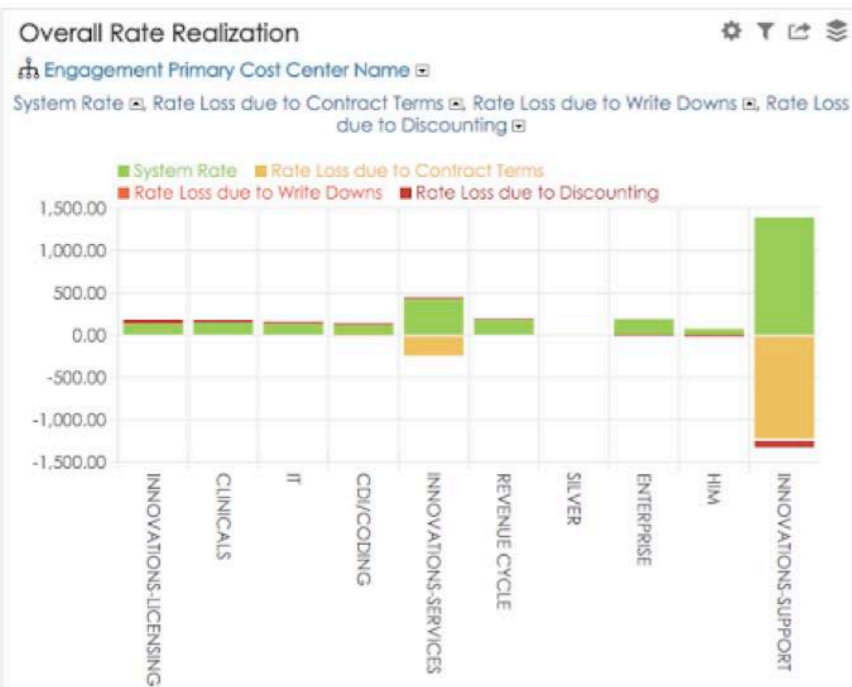
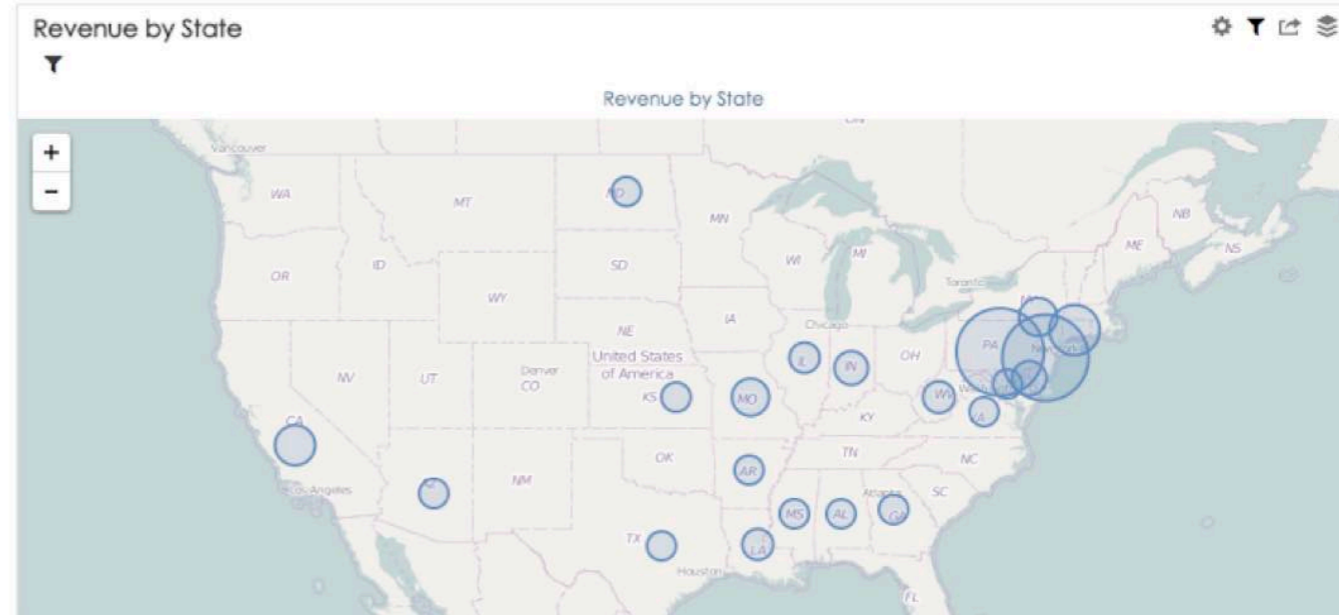


Learn More...

Recent Posts

- Performance Dashboards for the Professional Services Organization
- Is a Professional Services Automation Solution in Your Plans for the Coming Year?
- The Projector e3 Community – A Year in Review

BellaDati Embedded into the ProjectManagementCloud

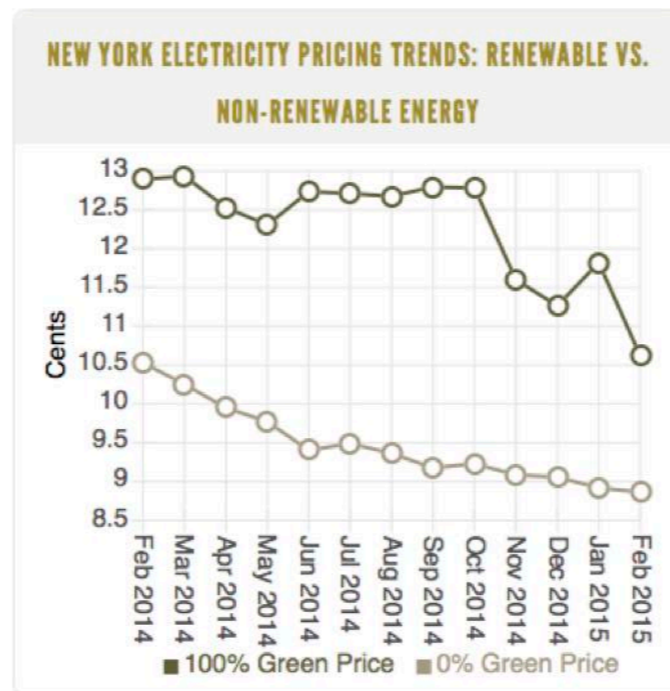
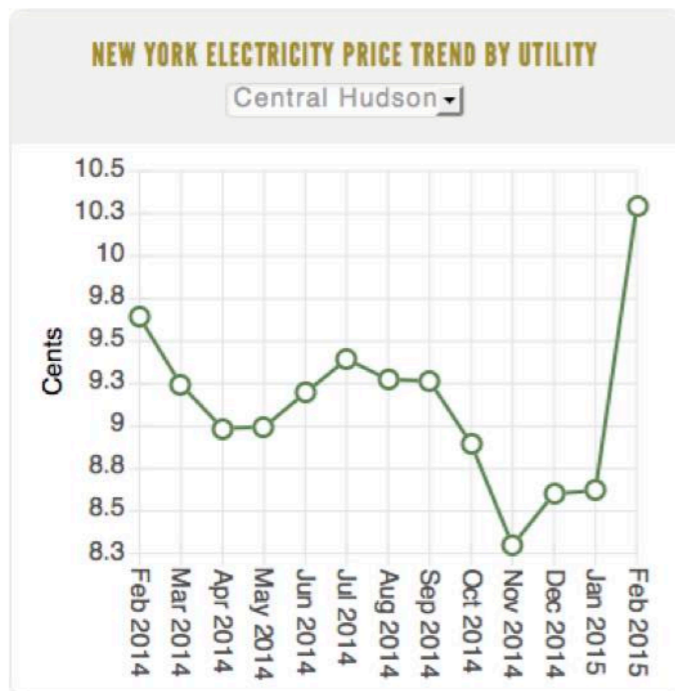
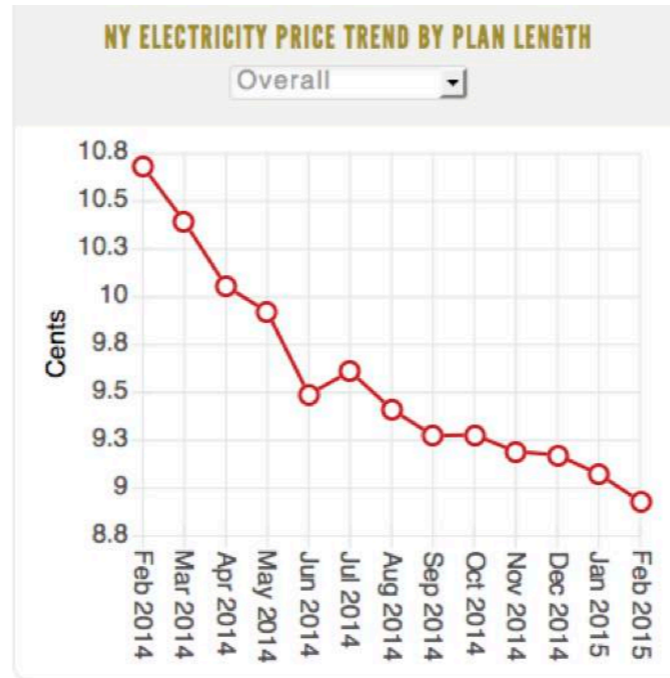
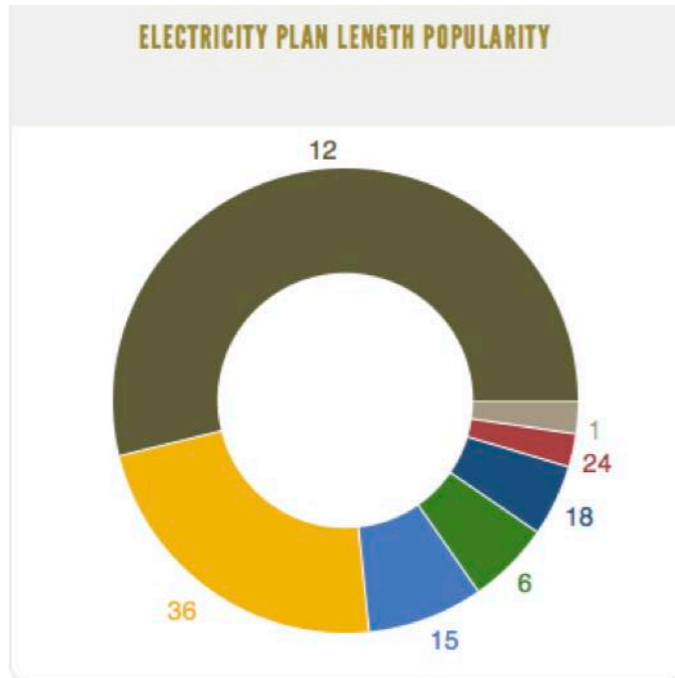


GE



AVNET
technology solutions

Chooseenergy energy prices analytics web apps



Choose Energy

Choose Energy

February 2 at 7:23pm

We make shopping for energy fast and easy. And hiring should be too. Don't believe us? Apply for one of our open positions! We're looking for 4 engineers and a UX designer. If those don't fit the bill, help us spread the word and stay tuned, we have more opportunities on the way. [#SFJobs](#)

4,839 people like Choose Energy.

Facebook social plugin

COMPARE RATES

LEAVE A COMMENT

Internet of Things use case:

BellaDati Connects to any type of data - Store sensors, POS,RFID, data...Analytics can be created and change very fast. Without coding.

IoT Smart Buildings



Organization: Korean Telecom

Location: South Korea

Website: kt.com/eng

Industry: Telecommunication

Challenges

Korean Telecom leads initiative of Smart Building Control system, which identifies energy usage and cost flow in the buildings and provides sophisticated system for energy consumption optimization and future prediction. It was obvious that such challenging project cannot succeed without a reliable analytical and reporting solution, capable of processing massive amount of data, generated by built-in smart devices.

Solution

Korean Telecom therefore chose BellaDati to supplement its Integrated Control Center and provide energy consumption oriented monitoring and prediction for end users. BellaDati server and predefined reports are now shipped with each KT's Smart Building Control system.



BellaDati Framework as key technology enabler of IoT, it goes far beyond Agile Analytics.

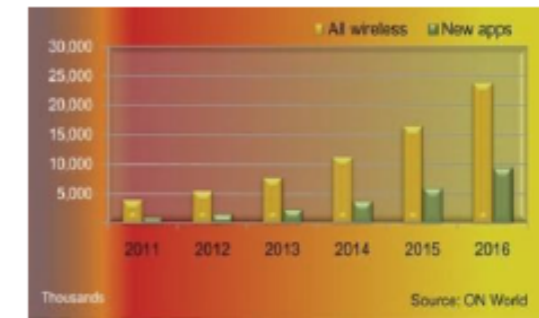
BellaDati Framework unlocks business value of IoT.

Positioning IoT at the core of commercial offers delivered using key technology enablers

Scalable computing power



Sensors increasing in power and installed base



BellaDati Framework



Diversity of connectivity options



Capability of data analytics

Business Value for IOT

Operational Efficiency

Improved access to near real-time operational data helps to eliminate waste and use assets more effectively.

***30%**

Reduction in time sorting in warehouses

Increase asset utilisation and improved maintenance schedules

Supply Chain

Remote monitoring of assets helps to identify critical events and automate responses to them.

***5-12.5%**

Improvement in production efficiency

Improve monitoring and control of assets in supply chain and production

Enables Preventative Operational Models

Having access to a regular stream of event data enables new actionable insights that can inform operational and business decisions

***10-40%**

Reduction in factory maintenance Costs

Enable new service performance KPIs based on availability of assets

Innovative Service Offers

As data from sensors and other sources are combined then these enable new data based business models for customers who can also benefit from the investment in IOT

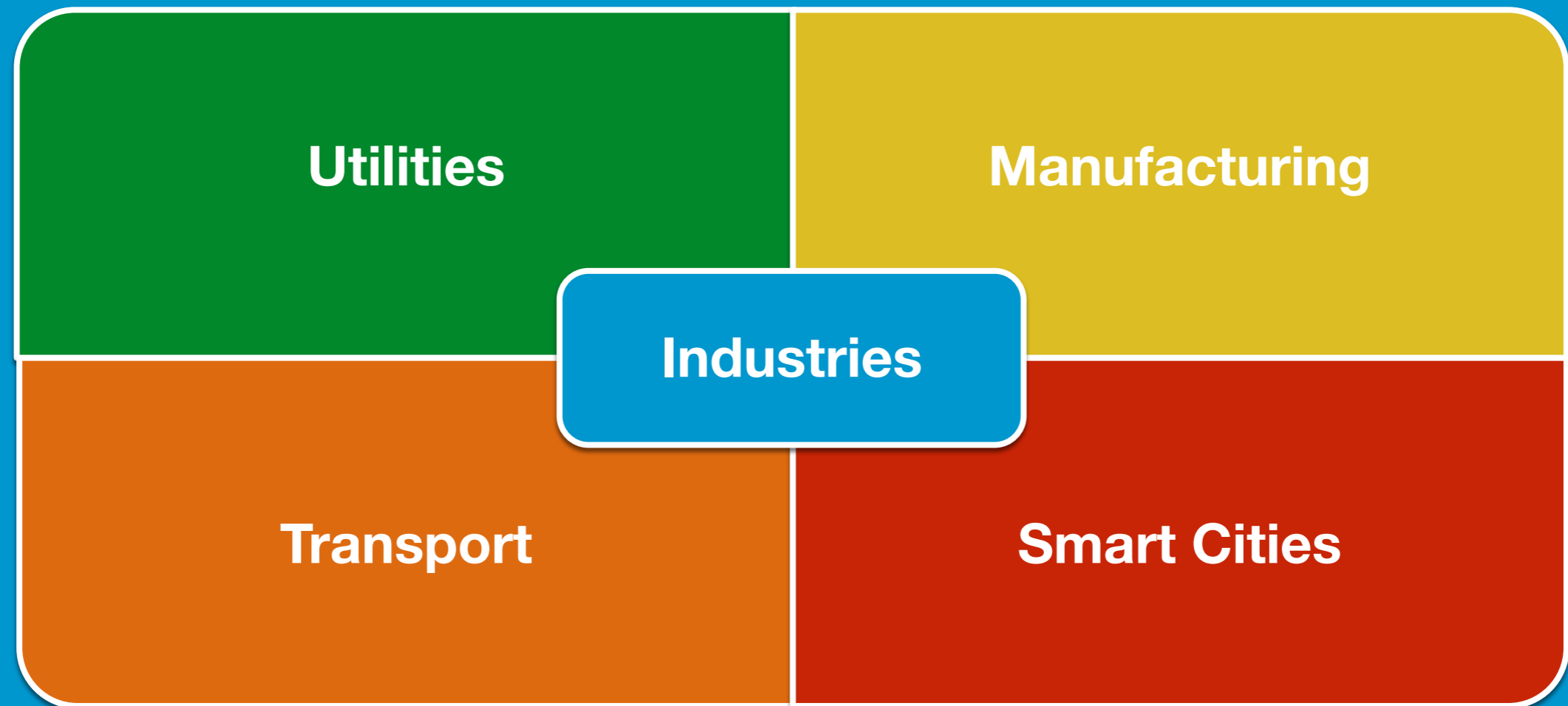
***2-6%**

Reduction in cost from improved medical devices

New products and data driven business offers based on new insights

* Source: McKinsey Global Institute, 2015: Unlocking of the potential of the Internet of Things

Asset Monitoring and Predictive Maintenance



Potential direct economic impact of \$160 billion to \$930 billion per year in 2025.

Source: McKinsey Global Institute, 2015: Unlocking of the potential of the Internet of Things

Asset monitoring and predictive maintenance case developed in cooperation with CGI

Additional resources:

- **BellaDati Video - Predictive Maintenance**
 - <https://www.youtube.com/watch?v=EjxDacAB2xc>
 - http://v.youku.com/v_show/id_XMTU2NjkxNzMzNg
- **BellaDati Live Demo Reports - Predictive Maintenance**
 - <https://service.belladati.com/en/bi/report/public/public-maintenance-components>
- **BellaDati Demo Script - Predictive Maintenance (Partners Portal)**
 - <http://support.belladati.com/download/attachments/15501113/Predictive%20Maintenance%20-%20demo%20script.docx?api=v2>
- **BellaDati Use Case - Predictive Maintenance (Partners Portal)**
 - <http://support.belladati.com/download/attachments/13829063/Manufacturing%20Predictive%20Maintenance%20-%20Use%20Case.pdf?api=v2>

Asset Monitoring and Predictive Maintenance

- Across asset intensive industries there is a need for:
 - improving operational efficiency
 - increased agility to service new demands, e.g. smart grids in utilities and new manufacturing processes.

Client challenges

- Disparate technology solutions which are unconnected, e. g. telemetry solutions and IT
- Assets which are not included in remote monitoring but are important to effect operations.
- The need to widen data gathering to lower value assets

BellaDati and Industry partners offerings

- Data Processing, Orchestration and Integration platform of BellaDati framework that supports both established applications and project based custom integration.
- Partner Industry specific experience on asset management and Operation Support systems

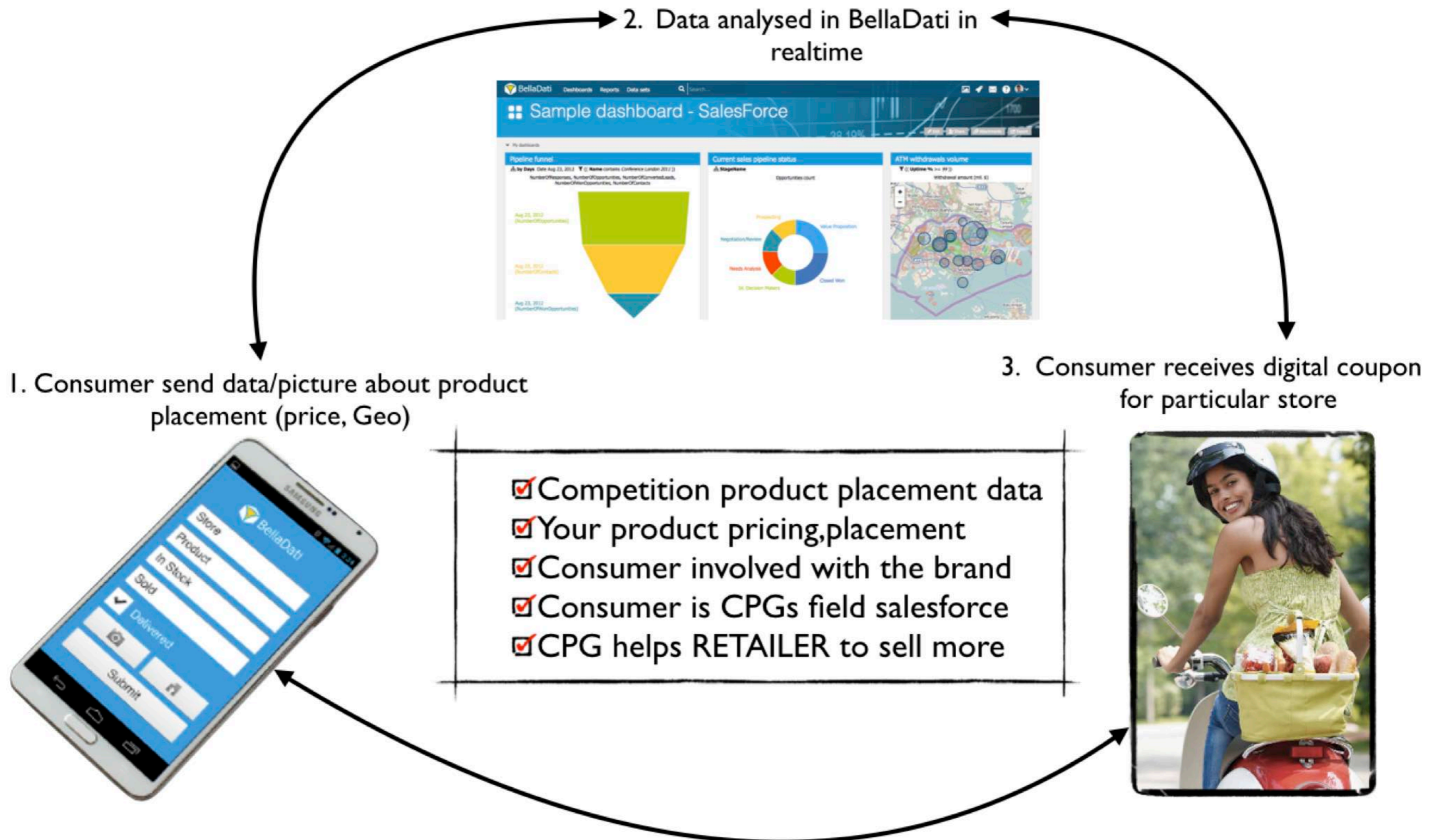
BellaDati – Partner approach

- **BellaDati - Partner approach to implementation for companies is to:**
 - focus on key use cases that deliver value to stakeholders
 - use a start small and scale approach that enables companies to incrementally build up an integrated solution focused on operational impact.
 - utilize a software platform to host company specific services and accelerators that deliver workflow implementation and data analytics with also the capability to integrate with existing OT and IT solutions.

BellaDati – Partner approach

- BellaDati - Partner approach to implementation for cities is to:
 - focus on key use cases that deliver value to stakeholders
 - use a start small and scale approach that enables cities to incrementally build up an integrated smart building solution focused on operational impact. (e. g. Korean Telecom)
 - utilize a software platform to host city specific services and accelerators that deliver workflow implementation and data analytics with also the capability to integrate with existing OT and IT solutions.

In-store product placement data analytics solution (Empower retailer. Get competition data. Engage consumer)



New Digital Consumer data analytics solution (Join social media + Call centre + E-mail data)

I. CPG INTERACTION WITH CONSUMER

Social media

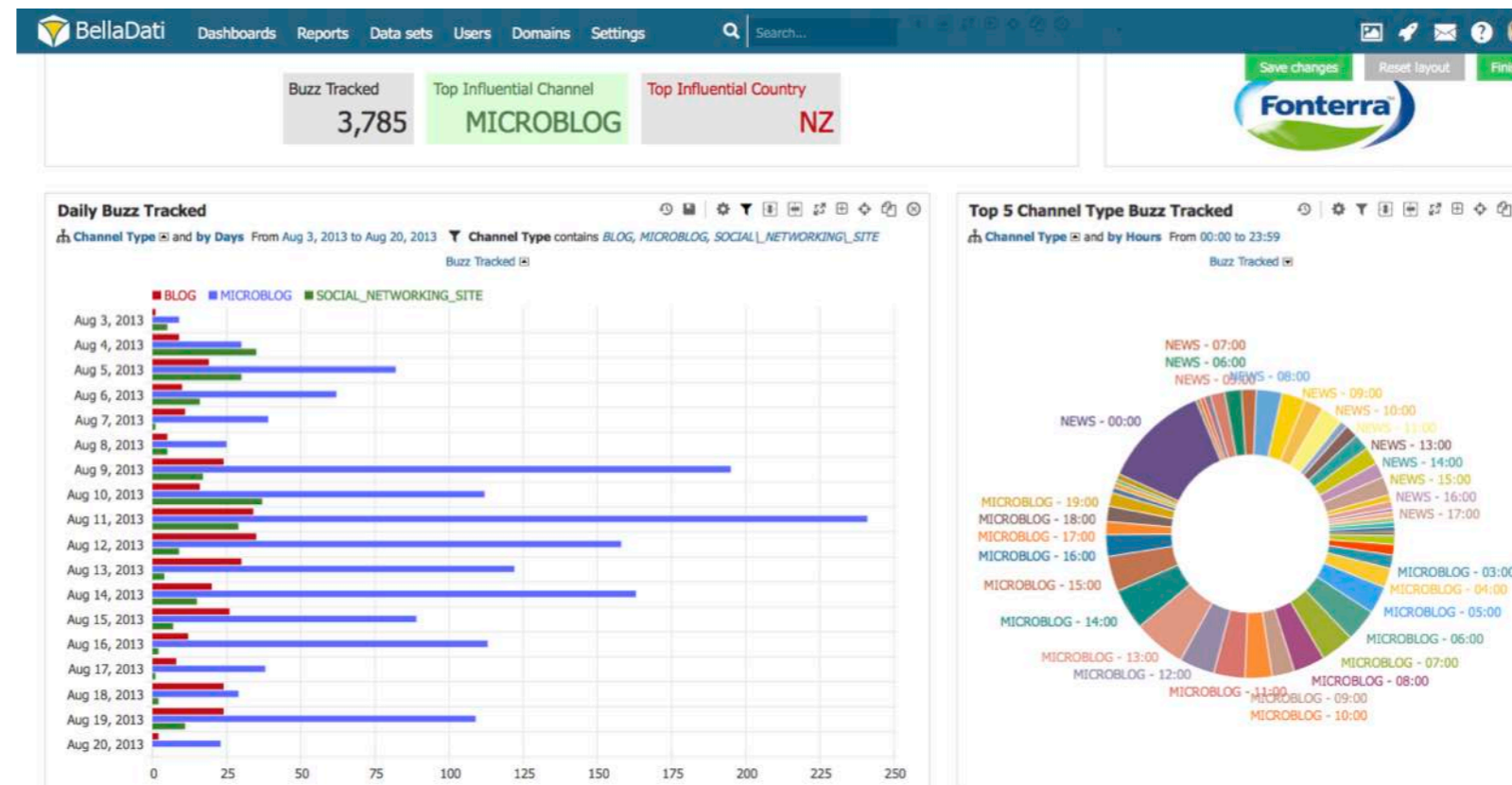
Call centre

E-mail

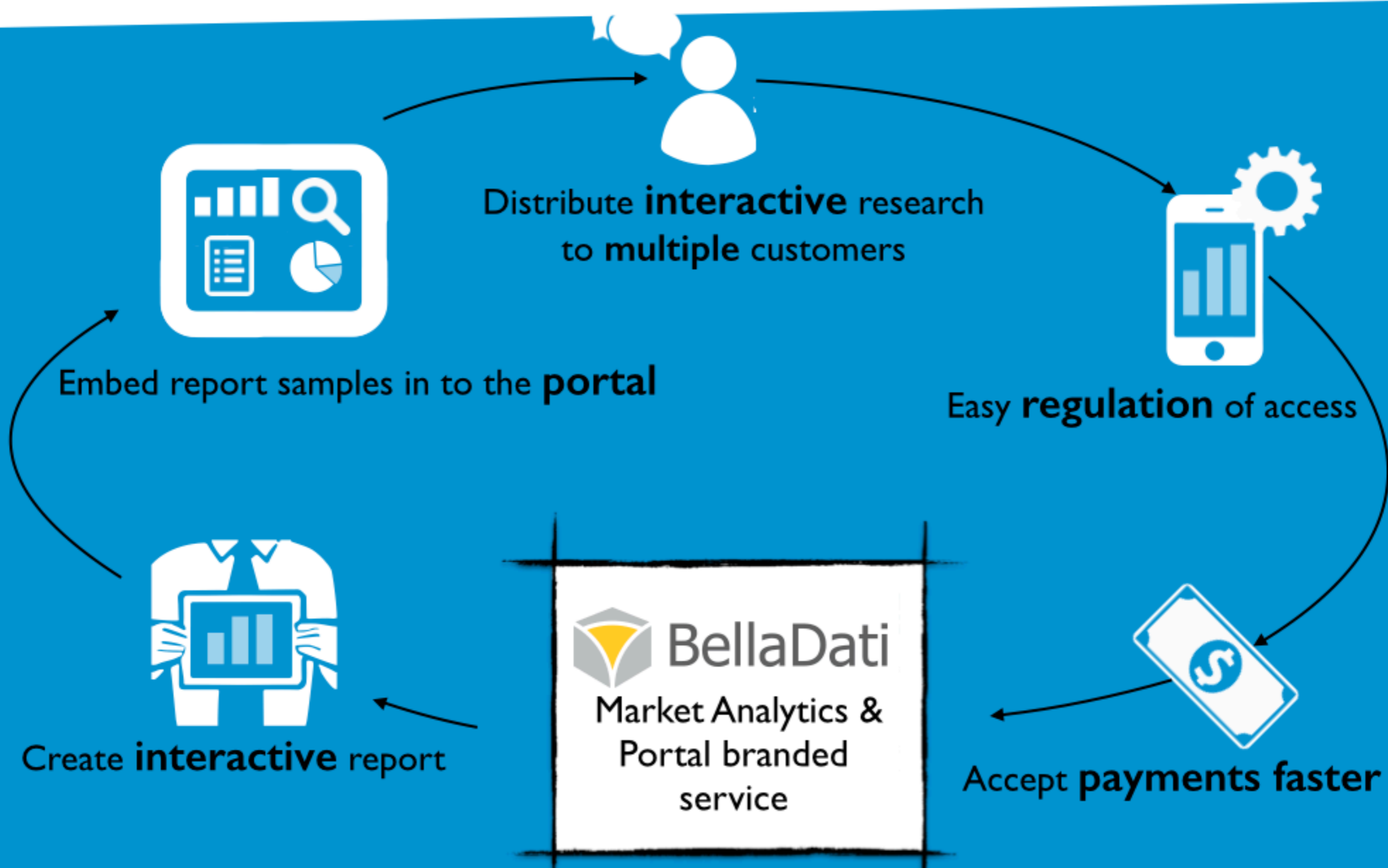
2. USE/CREATE ANY CONSUMER KPI. NO CODING.

- Response rate and time
- Key influencers identification
- Amount of consumer interactions
- Key influencer identification
- Consumer activity

3. REALTIME ACTIONABLE INSIGHTS FOR MARKETING & SALES



BellaDati Market Analysis analytics/portal service with build-in distribution process

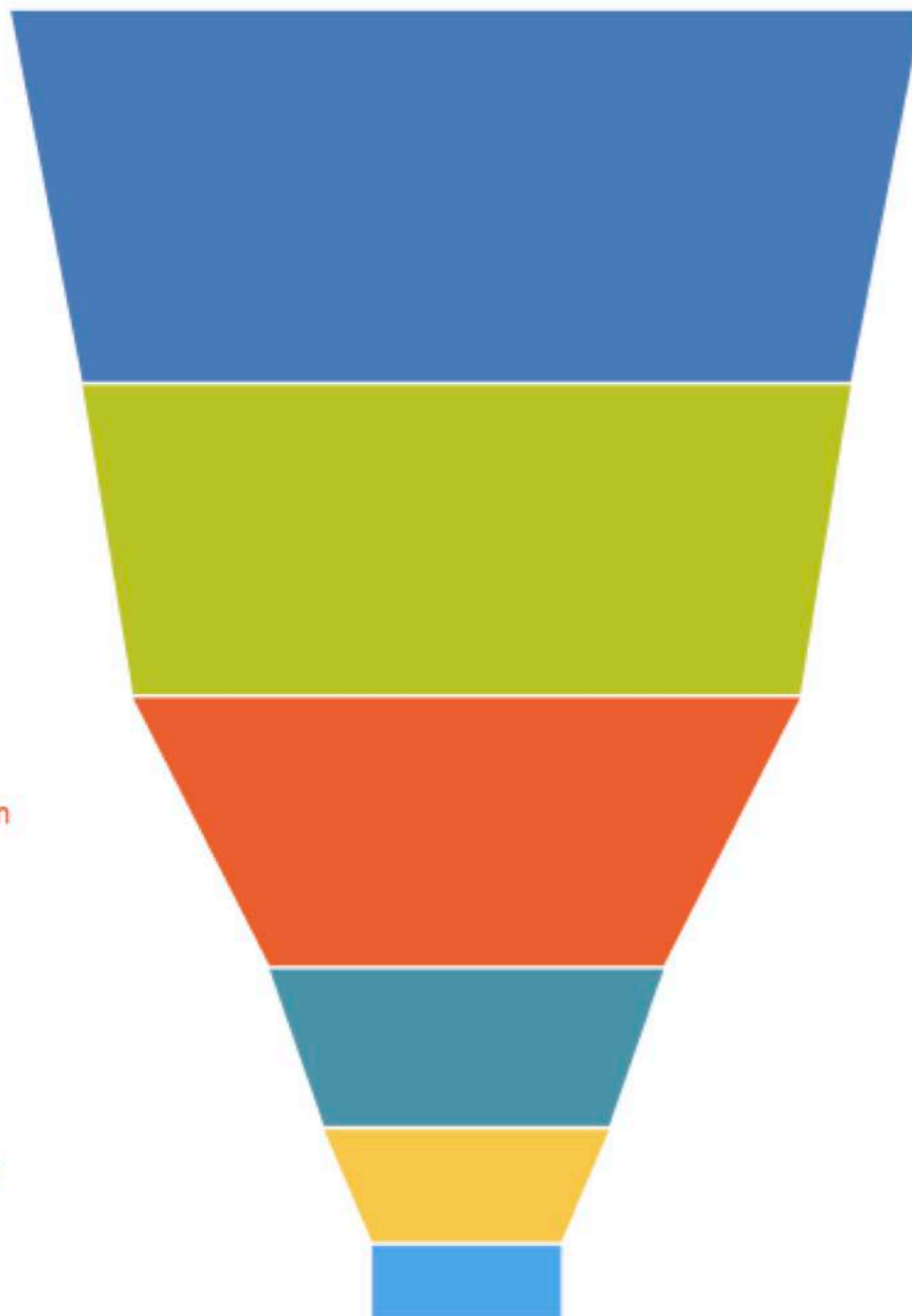


E-commerce apps - travel booking sites use case, CTR analysis & identifies most popular airlines by destination

Booking Process Conversion

Step Conversion [1. Step Conversion]

Bookings



Search -> Select

Select -> Confirm Selection

Confirm Selection -> Fill in Details

Fill in Details -> Choose Payment Mode

Choose Payment Mode -> Confirm Payment

Booking Step Velocity and Conversion

Step Conversion [1. Step Conversion]

Velocity [Minutes]

Search -> Select

Select -> Confirm Selection

Confirm Selection -> Fill in Details

Fill in Details -> Choose Payment Mode

Choose Payment Mode -> Confirm Payment

Confirm Payment -> Booked

Booking Step Velocity (Minutes) by Month

by Months and Step Conversion [1. Step Conversion] From 01/2011 to 12/2012

Avg. Velocity [Minutes]



RedBull energy drinks is winning the war in the store with BellaDati in 12 countries

Sold vs Delivered and Inventories [Last 3 Months]

From 01/2012 to 03/2012

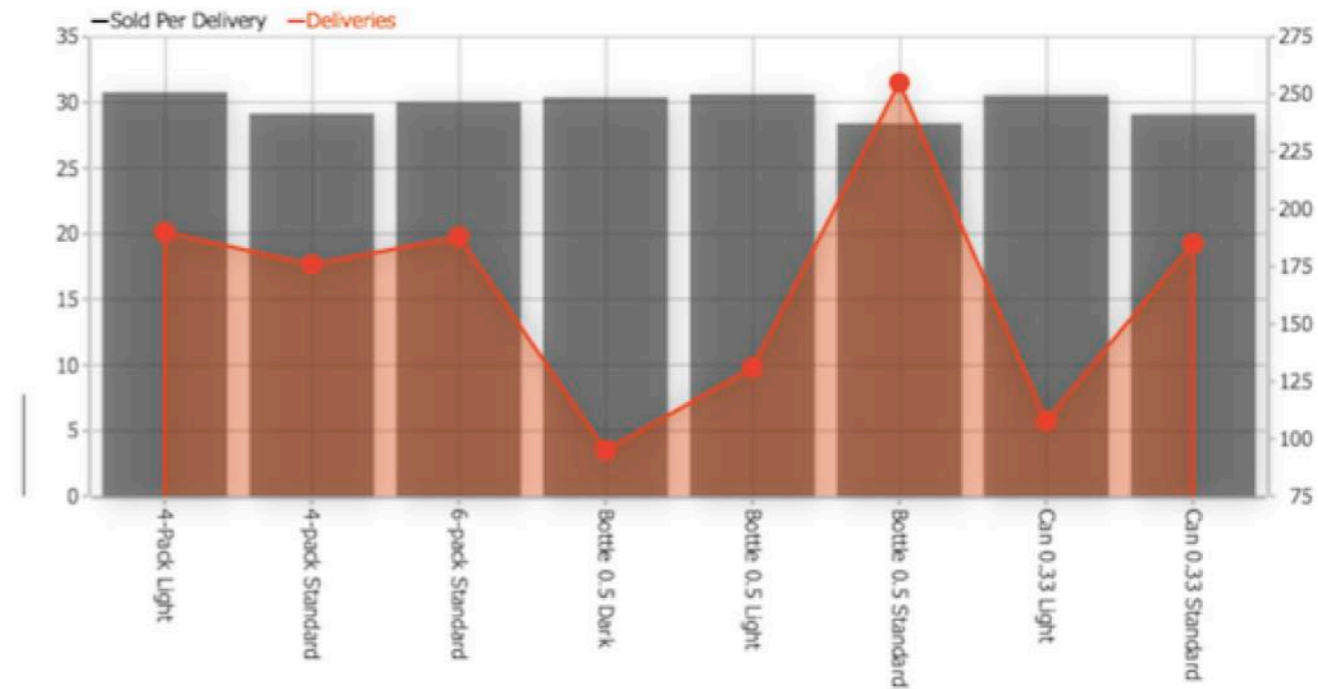
Delivered, Sold



Sold per Delivery

Drill down by: Product

Sold Per Delivery, Deliveries



Product Deliveries by Sales Region and Classification

		Delivered 2012		
		I		
Sales_Region	Classification	January	February	March
07 Nord	A		110	146
	B		234	111
08 Nord	A	295	73	121
	B	107	35	250
	C	67		
09 West	A	188	212	
	B	369	365	
10 West	B		38	299
(blank)		36		32

Product Deliveries by Sales Region



Product placement and Supply chain data advanced analytics. Mastered by Marketing and Sales

I. Prior to BellaDati deployment

- ❑ SAP BO and DWH as BI tool
- ❑ Creation of new report took 3 months
- ❑ Marketing/Sales dependant on IT dpt.
- ❑ Exported Excel reports lost in e-mail
- ❑ High cost for field salesforce reporting

2. After BellaDati deployment

- ❑ First insights after 1 week
- ❑ Realtime analytics/reporting
- ❑ Analysis created in hours
- ❑ Used directly by marketing and sales
- ❑ Realtime reports shared on-line
- ❑ Field salesforce is using Mobile BI
- ❑ Private data analytics cloud saves costs
- ❑ Solution deployed in 2 days
- ❑ Ad-hoc connection to SAP, Marketing automation, Social media etc.

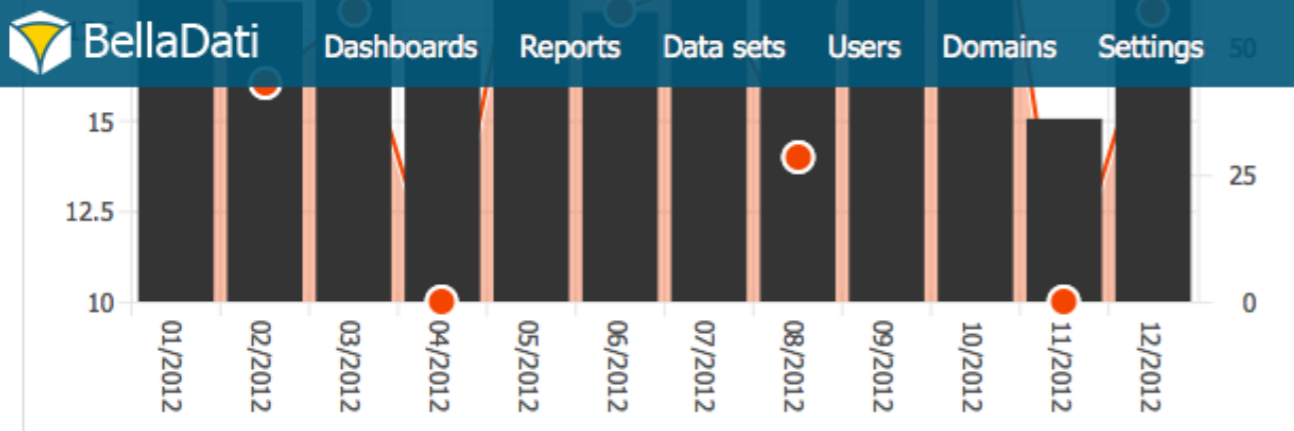


Few samples of reports/KPIs analysed by Red Bull

Beverage product placement

Contracted Outlets & Coolers

Field Sales Performance

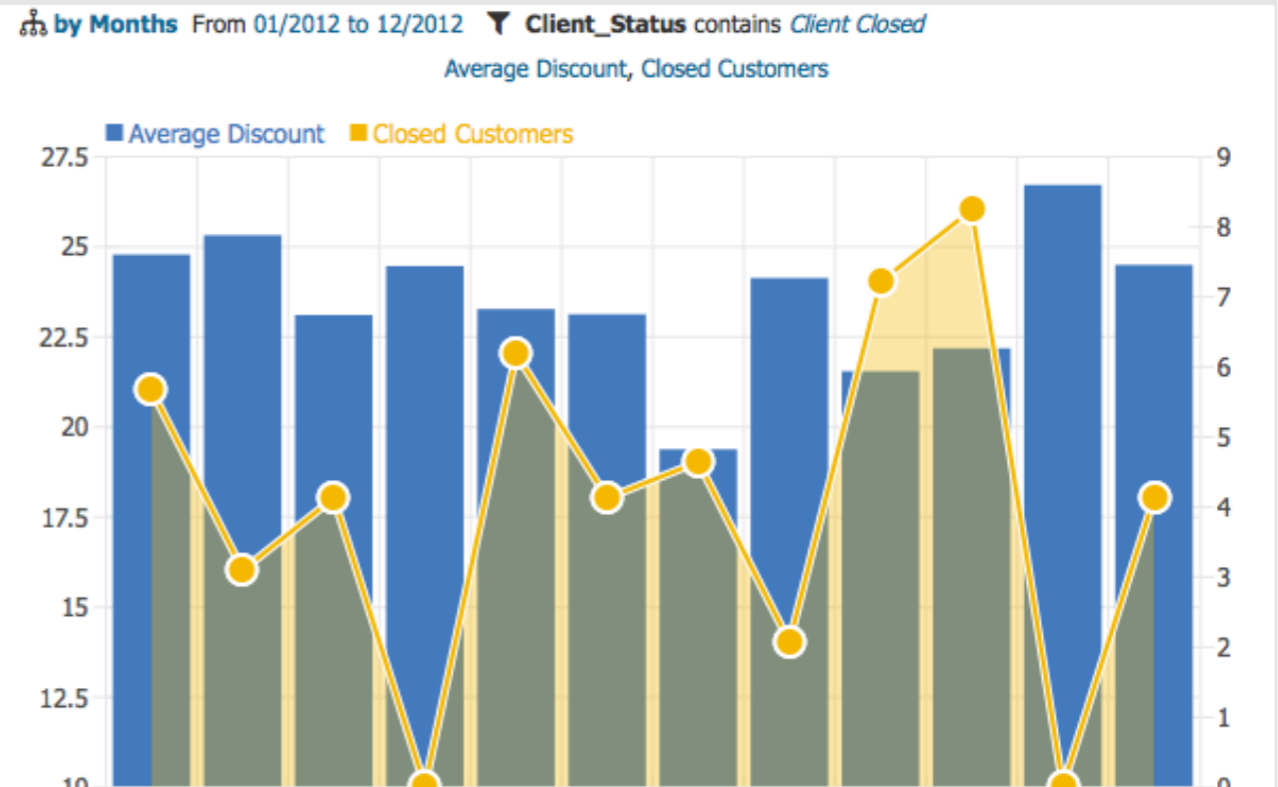


Region	Value 1	Value 2	Value 3	Value 4
07 Nord	51 ↓	45 ↑	97	Edit
08 Nord	88 ↓	39 ↑	85	
09 West	79 ↓	45 ↑	60 ↓	
10 West	100 ↓	54 ↑	89 ↓	
(blank)	0 ↑	0 ↑	0 ↓	

New Customers and Coolers by Sales Region Outlet Type and Channel

Outlet_Type	New Customers	New Coolers
C-Store Restaurant	113 ↑	457
Discount	1 ↑	5
Drugstore	1 ↑	6
Entertainment & Fun	209 ↑	859
Event	27 ↑	104
GAM Retail	306 ↑	2,613
Kiosk	192 ↑	1,033
Petrol Station	98 ↑	465
	627 ↑	13,516
QSR /Fast Food	6 ↑	43
Rail / Air / Sea	27 ↑	103
Retail without Discount SM <6 Cashpoints	706 ↑	19,885
Retail without Discount VM >6 Cashpoints	87 ↑	9,459
Snack bar/Ice corner	102 ↑	414

New Customers and Coolers [Last Year]



E-commerce Use Case - Car Rental company in China

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- 联系方式
- 企业租车

自驾 | 接送

日租 月租 时租

取车 取车城市... 取车门店...
日期... 时间...

还车 还车城市... 还车门店...
日期... 时间...

[现在就租车](#) 第一次租车吗?



接送机	三亚 ¥111起	上海 ¥99起	深圳 ¥118起	广州 ¥102起
	杭州 ¥98起	成都 ¥102起	重庆 ¥85起	武汉 ¥117起
	长沙 ¥124起	厦门 ¥80起	天津 ¥89起	南京 ¥136起
	海口 ¥101起	昆明 ¥121起	青岛 ¥103起	西安 ¥139起

更多城市



扫描二维码下载

Banking, securities, insurance companies

Life Insurance Analysis

More...

Edit Share Export Variables and filters Comments and attachments History

Overall

From 01/2014 to 09/2014

RENEWAL PREM

358

SURRENDER PREM

15,157

WRITTEN SCALE PREM

573,586

WITHDRAW PREM

72,233

Withdraw Rate

2.64%

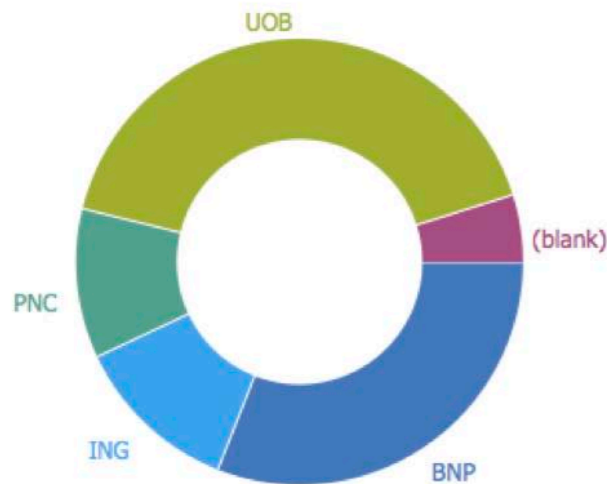
Surrender Rate

11.18%

Renewal Prem by Bank

BANK ORG NAME From 01/2014 to 09/2014

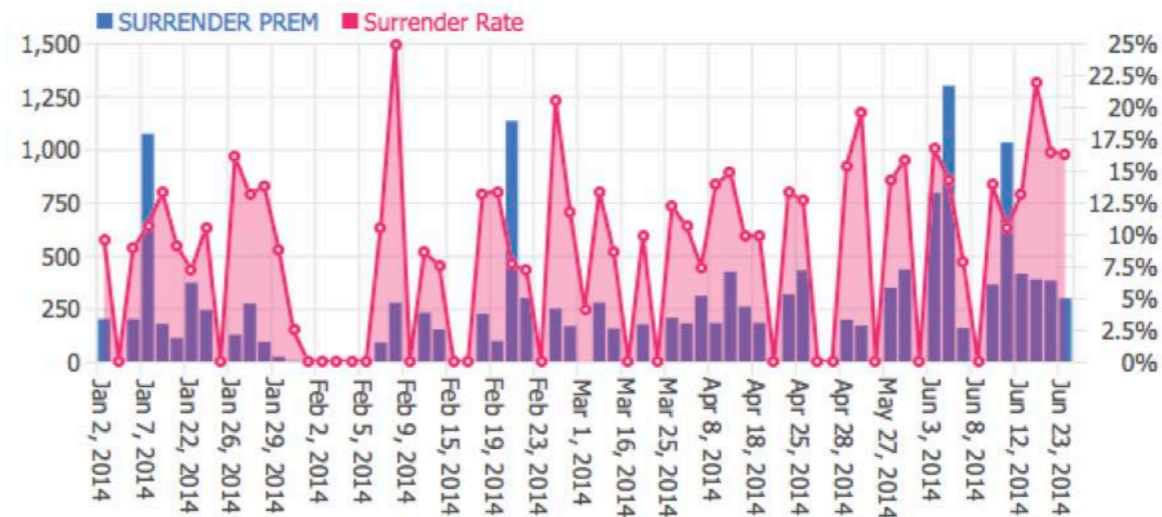
RENEWAL PREM



Surrender Prem vs. Surrender Rate

by Days From 01/2014 to 09/2014

SURRENDER PREM, Surrender Rate



Sales Channel Analysis

SALES CHANNEL NAME From 01/2014 to 09/2014

WITHDRAW PREM, SURRENDER PREM



Surrender Prem by Org

LV4 ORGAN NAME From 01/2014 to 09/2014

SURRENDER PREM



Variables and filters

Start 10 2014

End 10 2014

ORGAN NAME not set

SALES CHANNEL NAME not set

Save Edit

Solution Includes

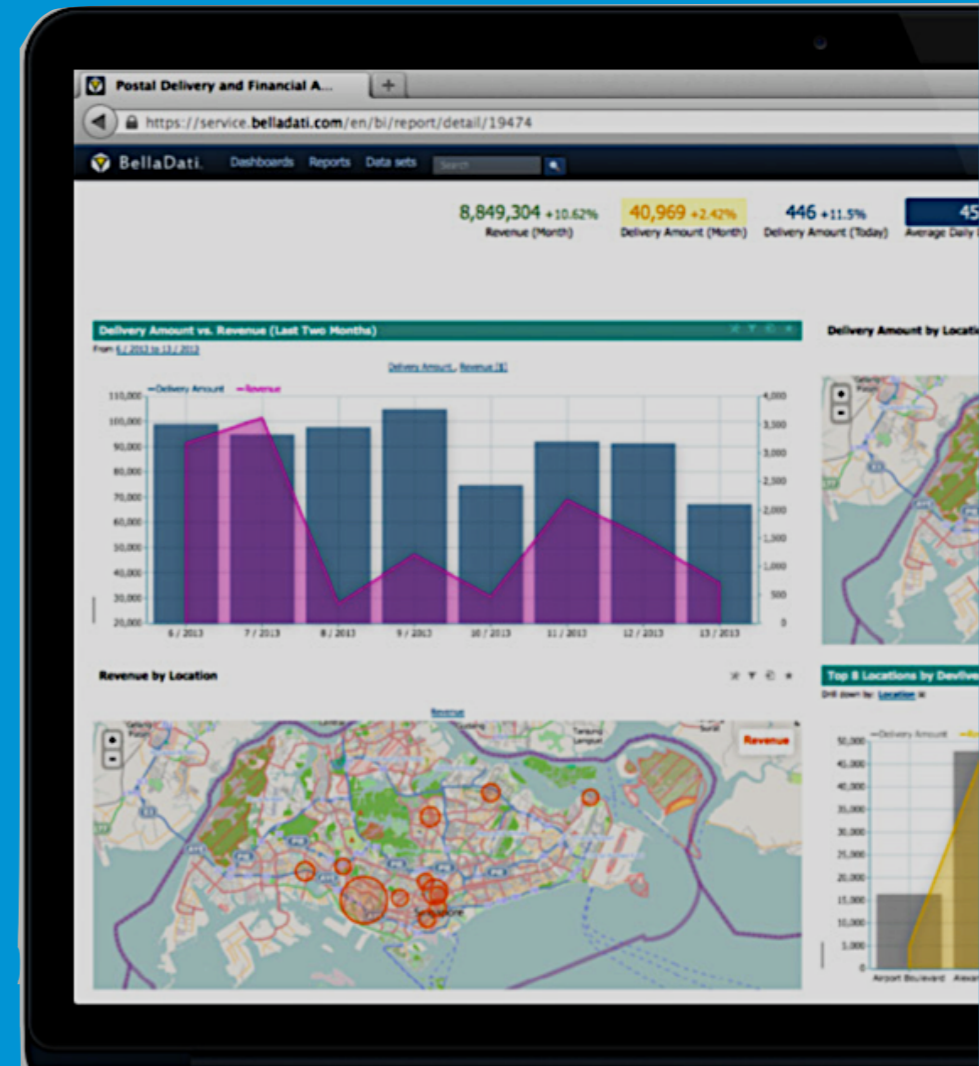
Prior to BellaDati, Cognos was in use. Too complex for business users. Too complex for changes, deployment intensive

- Multi-dimensional analysis, by organisation, product, sales channel, charge mode
- Collections per insurance product by year/month/day
- Policy analytics according start/end periods
- Withdrawal and surrender ratio by multiple tiers of organisation
- over 100 different reports using analytics formulas, drill downs, filters, KPIs
- Business users access, share, modify reports directly
- Datasources: Oracle, Cognos, Call center,
- Deployment: Big Data, Hadoop
- Deployment time to first actionable reports: 14 days

Education - Libraries, Universities, High-schools

Fast insights on 7 libraries data system

NUS Library Singapore



One Time Purchase Process

[More...](#)[Edit](#) [Share](#) [Export](#) [Variables and filters](#) [Comments and attachments](#) [History](#)

Overall turnaround

From Aug 1, 2013 to Mar 31, 2014

Avg. Overall Turnaround
27 Days

Overall turnaround within 45 days %

From Aug 1, 2013 to Mar 31, 2014

Overall Turnaround within 45 days %
87%

Variables and filters

StartDate EndDate [Save](#) [Reset](#) [Edit](#)

Order Turnaround

From Aug 1, 2013 to Mar 31, 2014

Avg. Order Turnaround
26 Days

Order Turnaround within 45 days %
90%

Request Turnaround

From Aug 1, 2013 to Mar 31, 2014

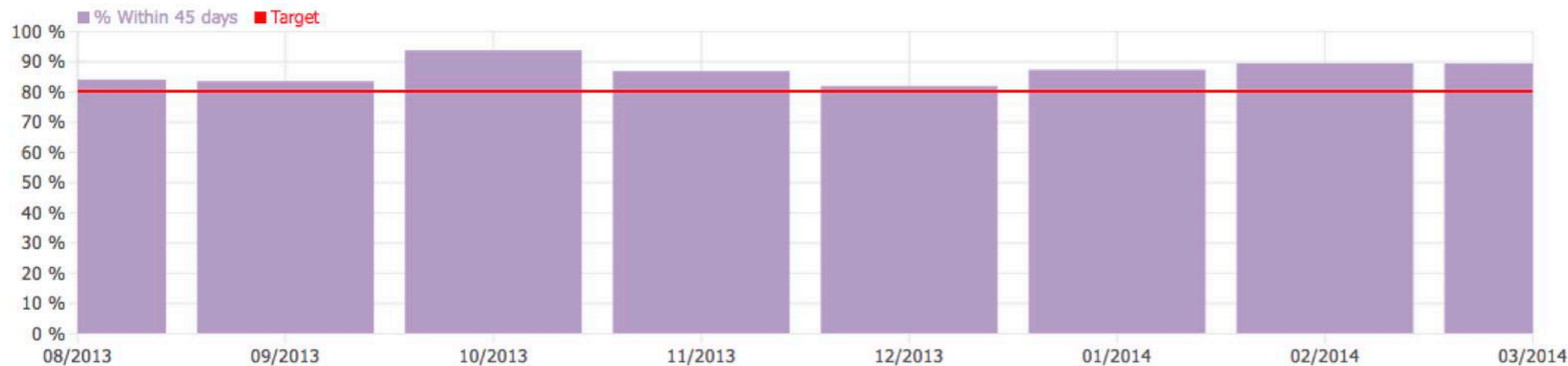
Avg. Request turnaround
1 Days

Request turnaround within 1 day %
91%

Overall turnaround KPI: 80% within 45 days (From Request to Catalogue Date)

by Months From Aug 1, 2013 to Mar 31, 2014

% Within 45 days, Target



Overall turnaround KPI: 80% within 45 days (From Request to Catalogue Date)

by Months From Aug 1, 2013 to Mar 31, 2014

2013	2014

2012 ANNUAL DISTRICT PROFILE

District Schools
26

Enrollment [students]
↑ +589.1% 68,910 students

Absolute Rating
Average

Dropout Rate [%]
+16.47% 5.8 %

Retention Rate [%]
-67.65% 3.2 %

DEFINITIONS OF SCHOOL RATING TERMS

- Excellent** - School performance substantially exceeds the standards for progress toward the 2020 SC Performance Vision
- Good** - School performance exceeds the standards for progress toward the 2020 SC Performance Vision
- Average** - School performance meets the standards for progress toward the 2020 SC Performance Vision
- Below Average** - School is in jeopardy of not meeting the standards for progress toward the 2020 SC Performance Vision
- At-Risk** - School performance fails to meet the standards for progress toward the 2020 SC Performance Vision

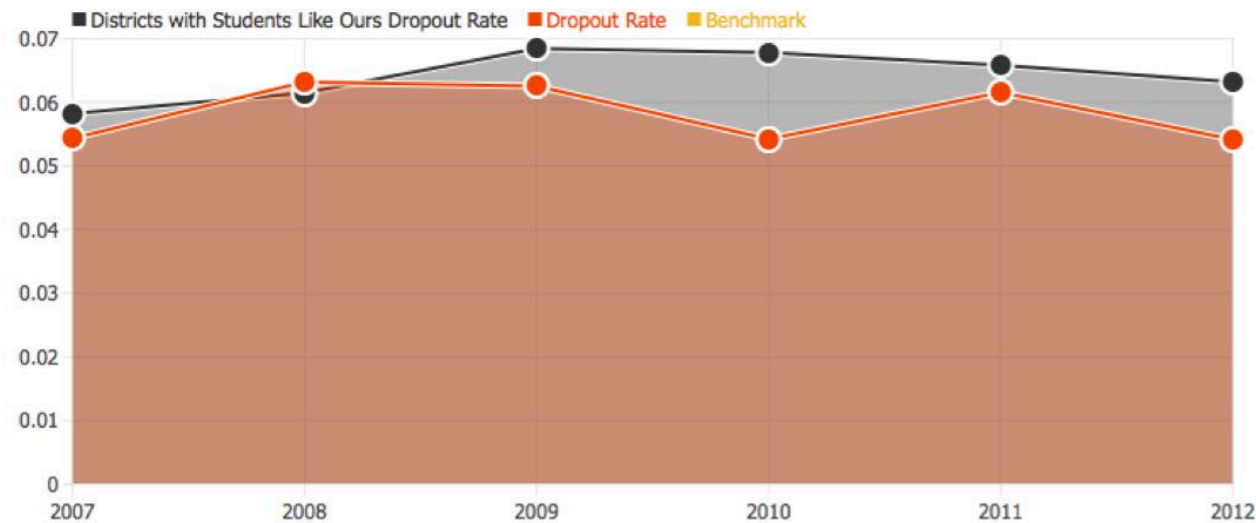
RATINGS OVER 5-YEAR PERIOD

Year	ABSOLUTE RATING	GROWTH RATING
2012	Average	Good
2011	Good	Average
2010	Average	Good
2009	Good	Average
2008	Average	Average

6-YEAR PERIOD ANNUAL DISTRICT DROPOUT RATE

by Years From 2007 to 2014

Districts with Students Like Ours Dropout Rate [%], Dropout Rate [%], Benchmark



6-YEAR PERIOD ANNUAL DISTRICT DROPOUT RATE

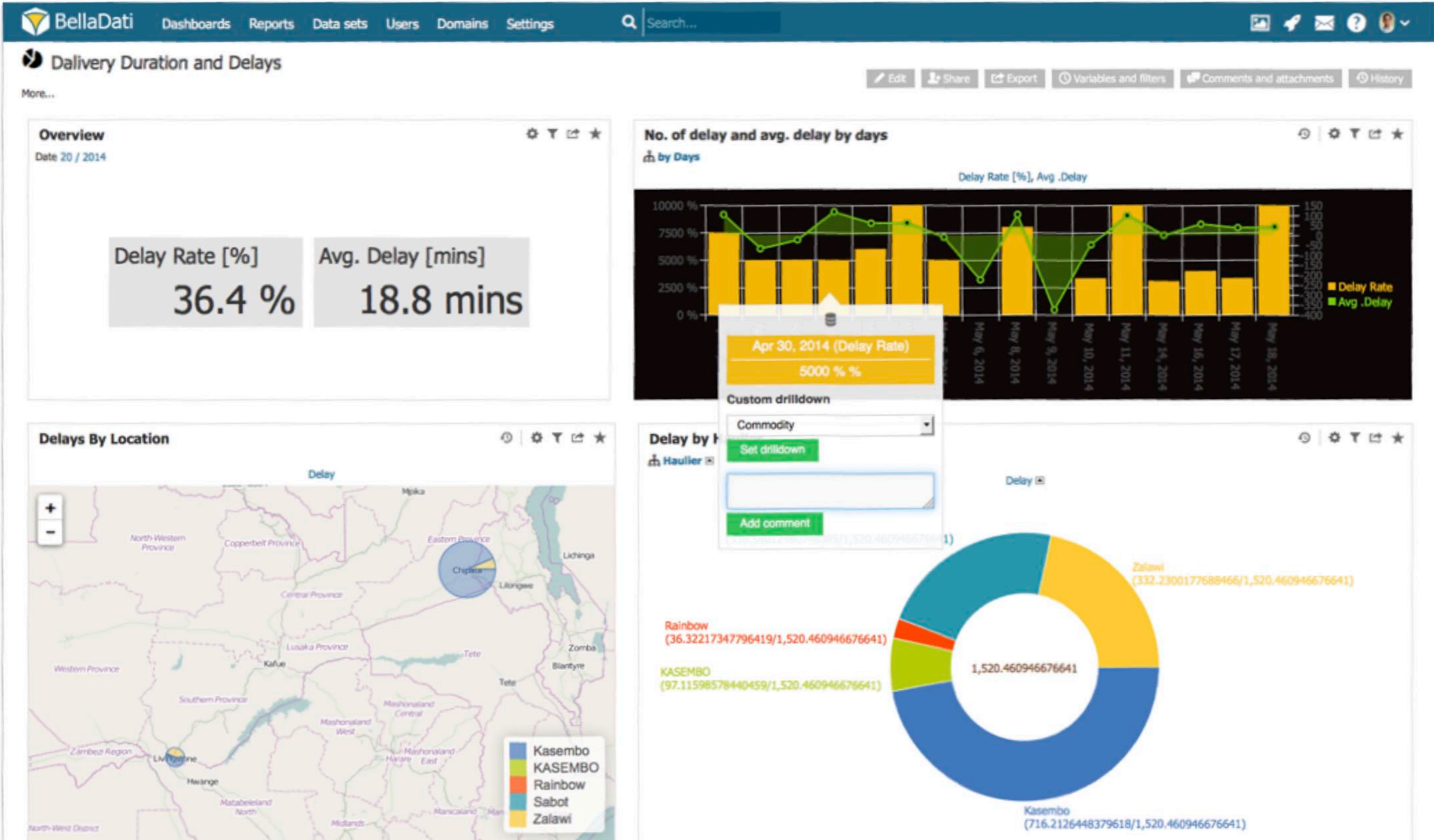
by Years From 2007 to 2012

Dropout Rate [%], Student/Teacher Ratio

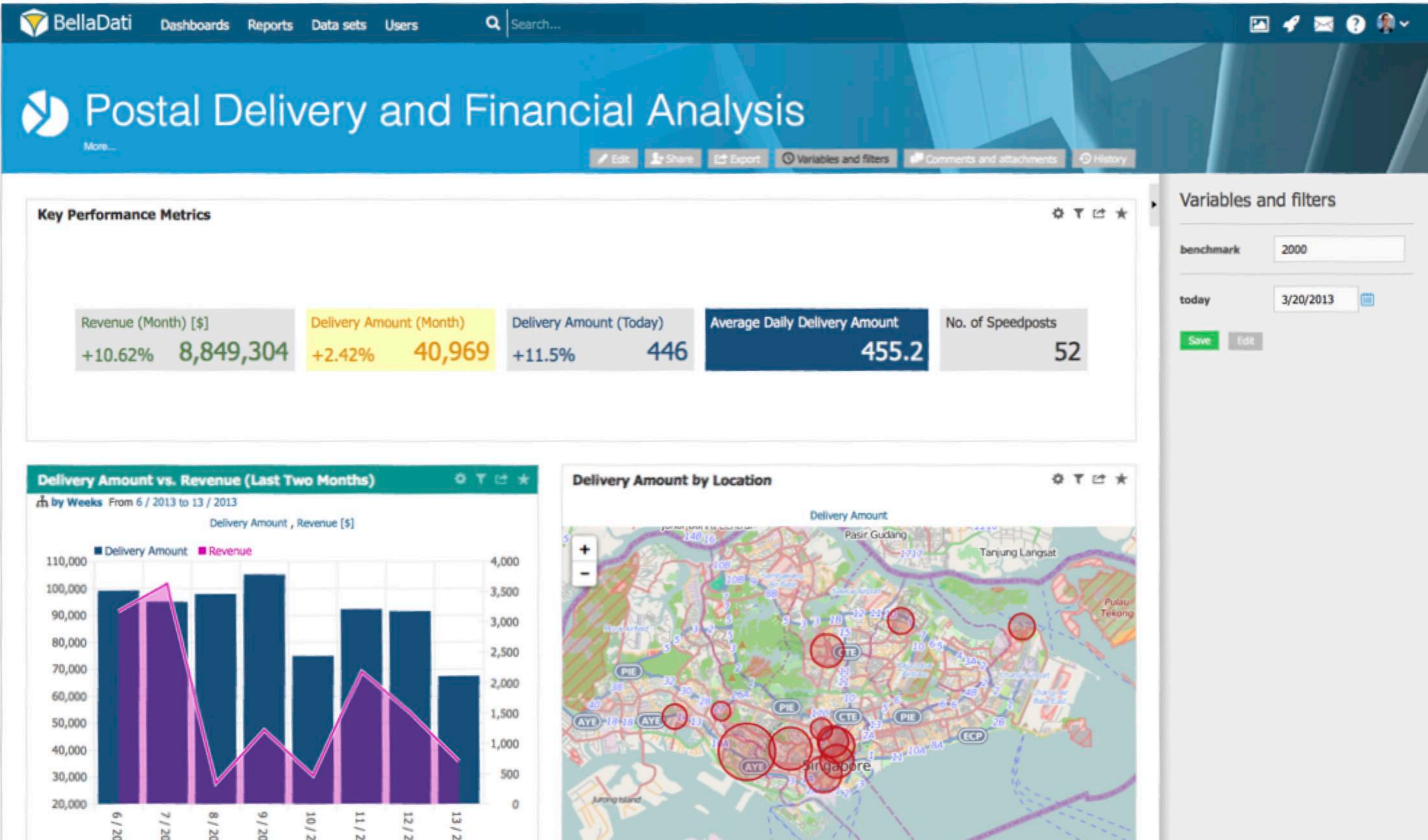


Logistics, shipping...

Logistics use case with major Africa Logistics operator



Logistics POC for SingPost (last mile time optimisation analytics)



Beyond standard logistics data. Last mile delivery optimization using BellaDati BIG DATA processing



BIG DATA SOURCES

- Telematics and traffic information services
- RFID tags attached to delivery items
- Location data of recipients
- Sensors attached to delivery vehicles
- Data from order management and shipment tracking
- Position and status of delivery crowd members



BIG DATA TECHNIQUES

- Complex Event Processing
- Geo-Correlation
- Combinatorial Optimization



BIG DATA USAGE

- Real-time Sequencing and driving directions for delivery staff
- Scheduling of assignments for crowd-based pick up/delivery
- Real-time prediction of ETA (estimated time of arrival)

There is more use cases and success stories at :

partners.belladati.com

Q&A
Name Surname

HQ - Chicago - Singapore - Prague
your.e-mail@belladati.com