BellaDati

Sales and consultants training
BellaDati Agile BI

“What everyone has to know! Essential Sales Pitch”

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

Chicago
USA HQ

Prague
Europe HQ

Singapore
Asia HQ

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.

BellaDati Dashboards Reports Data sets Users Search...

Bella Coffee Report

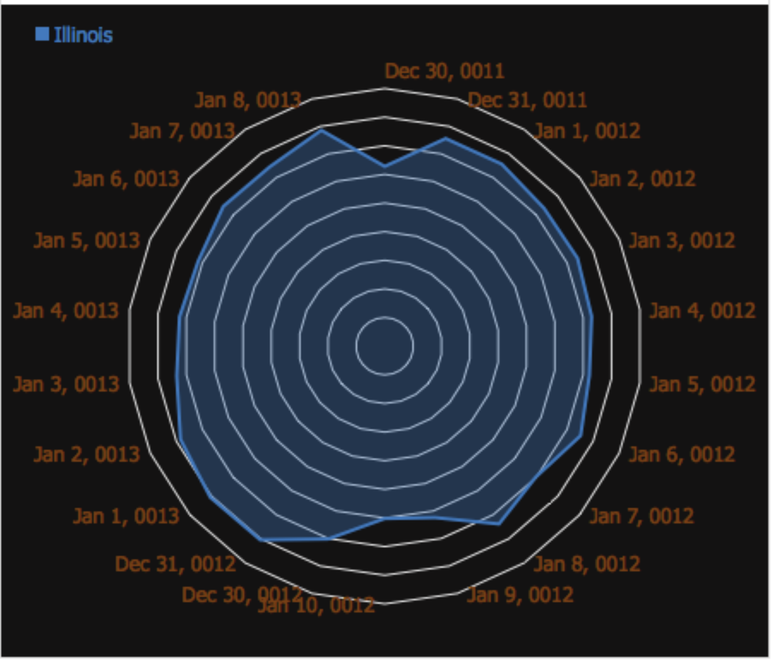
More...

Edit | Share | Export | Variables and filters | Comments and attachments | History

Green Tea State

by Days and State

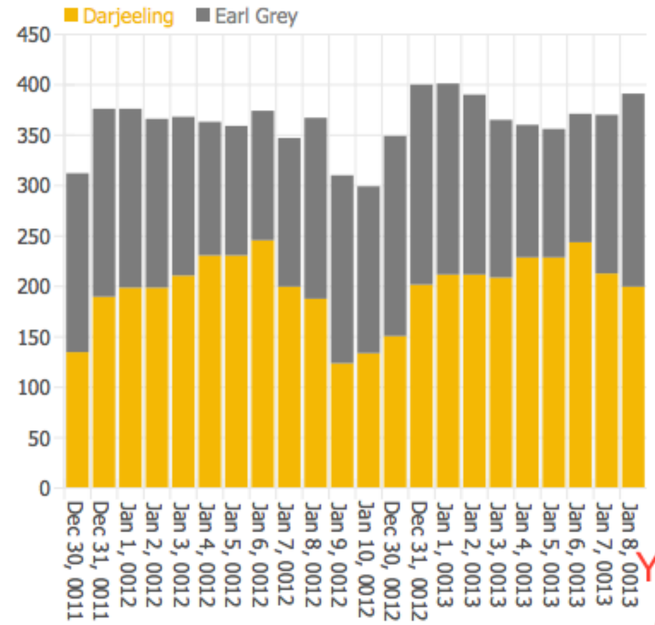
Sales



Tea products

by Days and Product

Sales

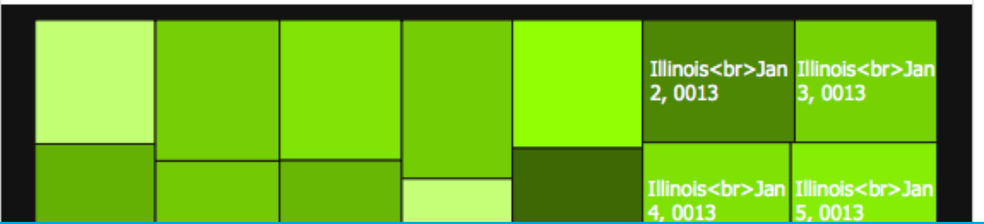


You can insert components here. And users can filter, drill trough these components as well. No coding

Green Tea State

State and by Days

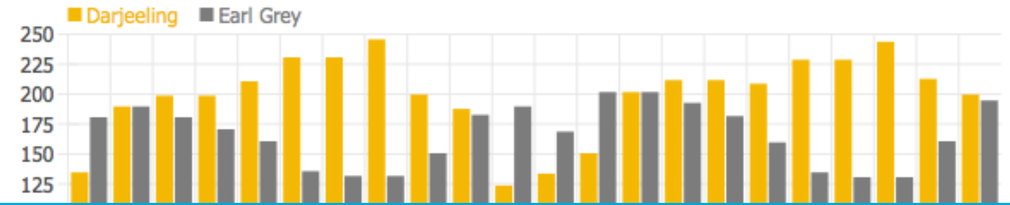
Sales



Copy - Tea products

by Days and Product

Sales



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

1 **Agile** BI. **Pure** web-tech. **Complete** BI.

2 **Cloud** & **On-premise** version

3 **Social network** for business data discovery

4 Reports are **created realtime** not developed

5 **Un**structured and **structured data** analysis

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

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

8 **Data analytics platform** SDK & APIs

Complete Agile BI solution. Single Application to deploy

ETL → 1 **WAREHOUSE**

formulas → 2 **REPORTS**

collaboration → 3 **DASHBOARDS**

publishing →

mongoDB hadoop SAP HANA salesforce facebook

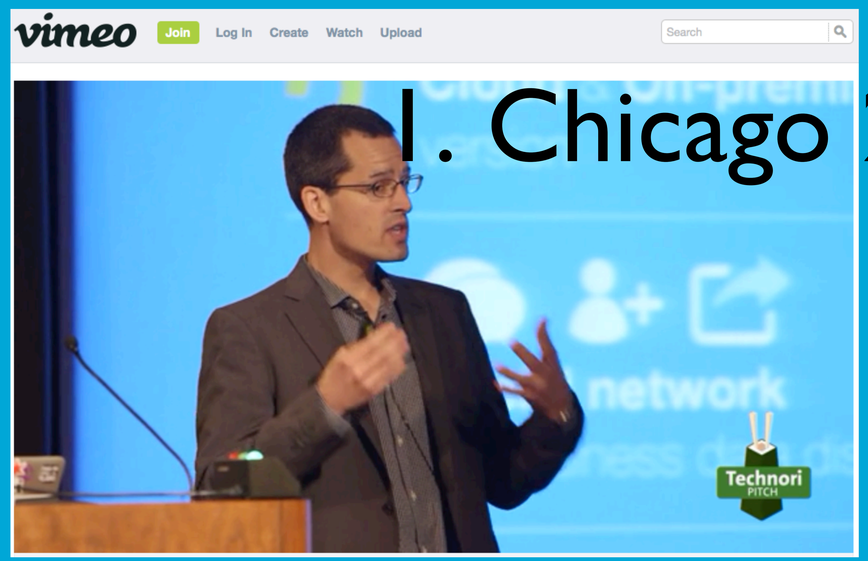
BellaDati deliver across industries

Our innovative customers are in USA, Europe, Asia

Consumer Packaged Goods	Banking	Retail & E-Commerce	Automotive	Heavy Industry	Production & Services
Telecommunication	Retail & Services	Hospitality	Service Desk	Fire-Rescue	Car Rental E-Commerce
HR	Consumer Packaged Goods	Insurance	Education	Heavy Industry	Energy Market

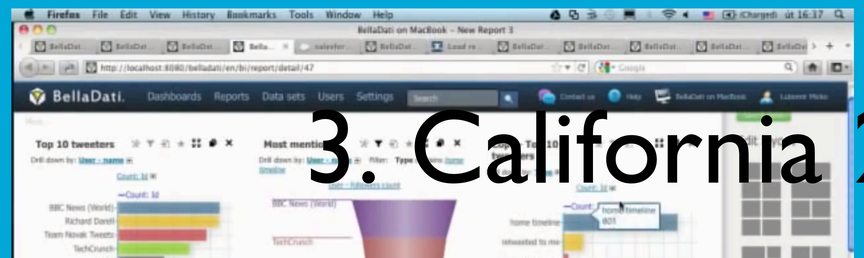
Practise your BellaDati Sales pitch

(Using videos)



1. Chicago 2014 https://vimeo.com/97284439

2. Singapore 2012 ‣ http://youtu.be/Kwm0SP_hJQQ



3. California 2012 https://youtu.be/f0sszu0geFk

“8 key product features in detail!
The Thinker creates unique market position”

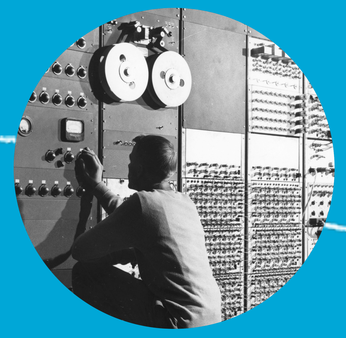
BellaDati Market Positioning

(BI evolution chart)

1855

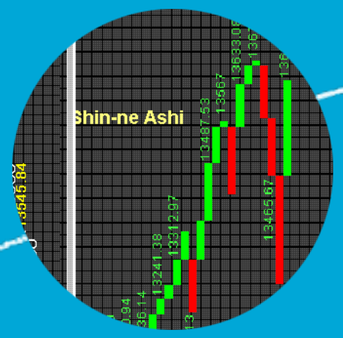
Florence Nightingale

1960



Decision support system

1988



Multiway Data Analysis

BI

1997

COMPLEX

Cognos,SAP BO,Microstrategy, Oracle BI

QlikView, Spotfire,Tableau

Business Analytics

2008

BellaDati. Web based.Agile BI for enterprise

2015

Business users want it as simple as in 1885 with power of 2008 and fast enterprise wide deployment

High-level comparison chart

1. **Agile** BI. **Pure** web-tech. **Complete** BI.

2. **Cloud** & **On-premise** version

3. **Social network** for business data discovery

4. Reports are **created** **realtime** not developed

5. **Un**structured and **structured data** analysis

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

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

8. **Data analytics** **platform** SDK & APIs

- ■ Advantage over Classic BI Cognos.OBI. SAP BO
- ● Unique advantage over Agile BIs Tableau.OlikView

Highlevel comparison chart services appendix

(Licensing and product roadmap flexibility)

9. Special features for customer 2-4 weeks delivery

initial sales boost

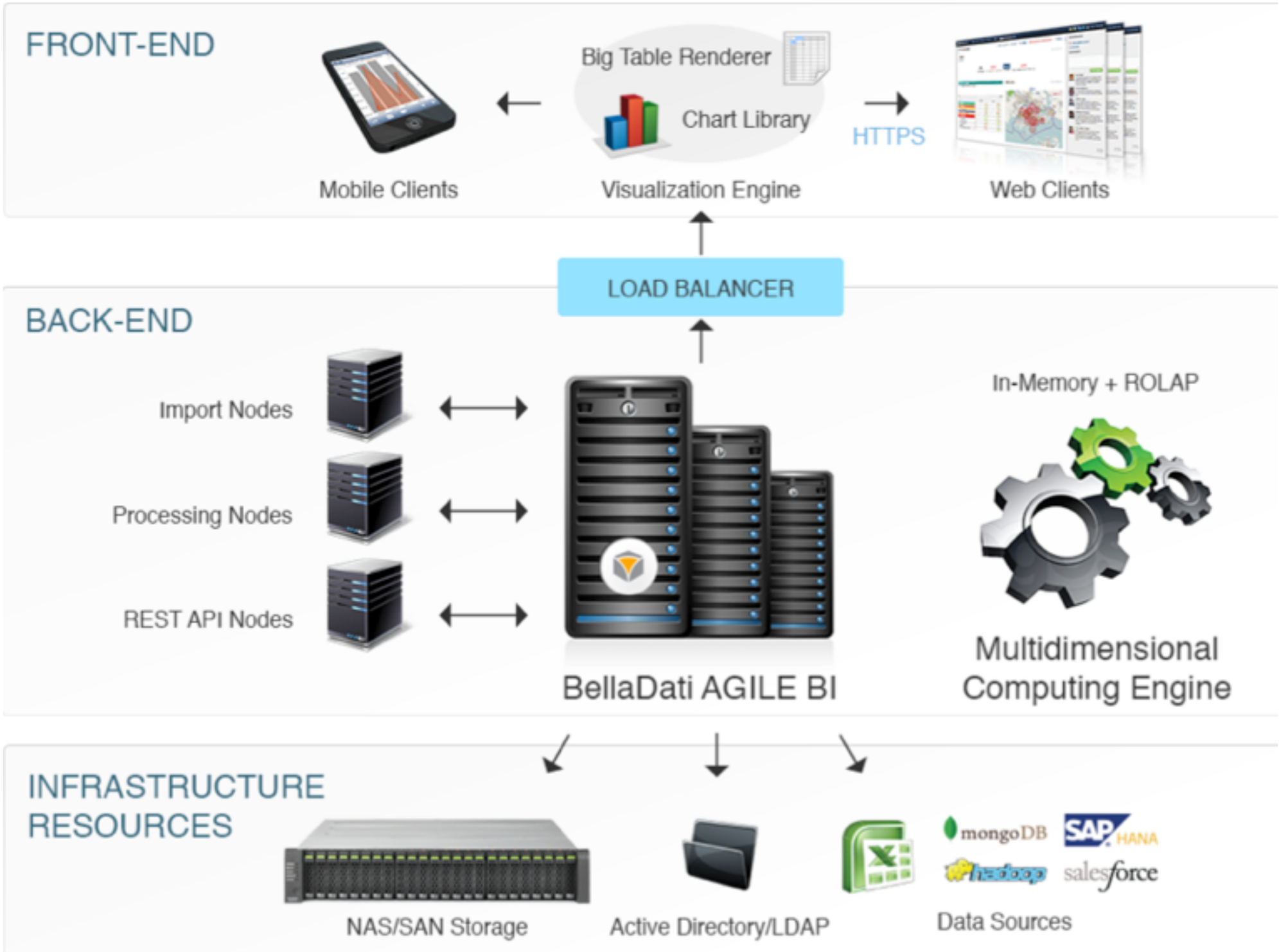
10. Flexible licensing. It is build within license key.

initial sales boost

controlled up-sell

Versus Tableau,QV. No flexible license key. No special features delivery. Regularly 10-12 month

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



2. Cloud or On-premise installation

BellaDati cloud...

amazon web services | Partner Network

TECHNOLOGY PARTNER

Installation on customer server

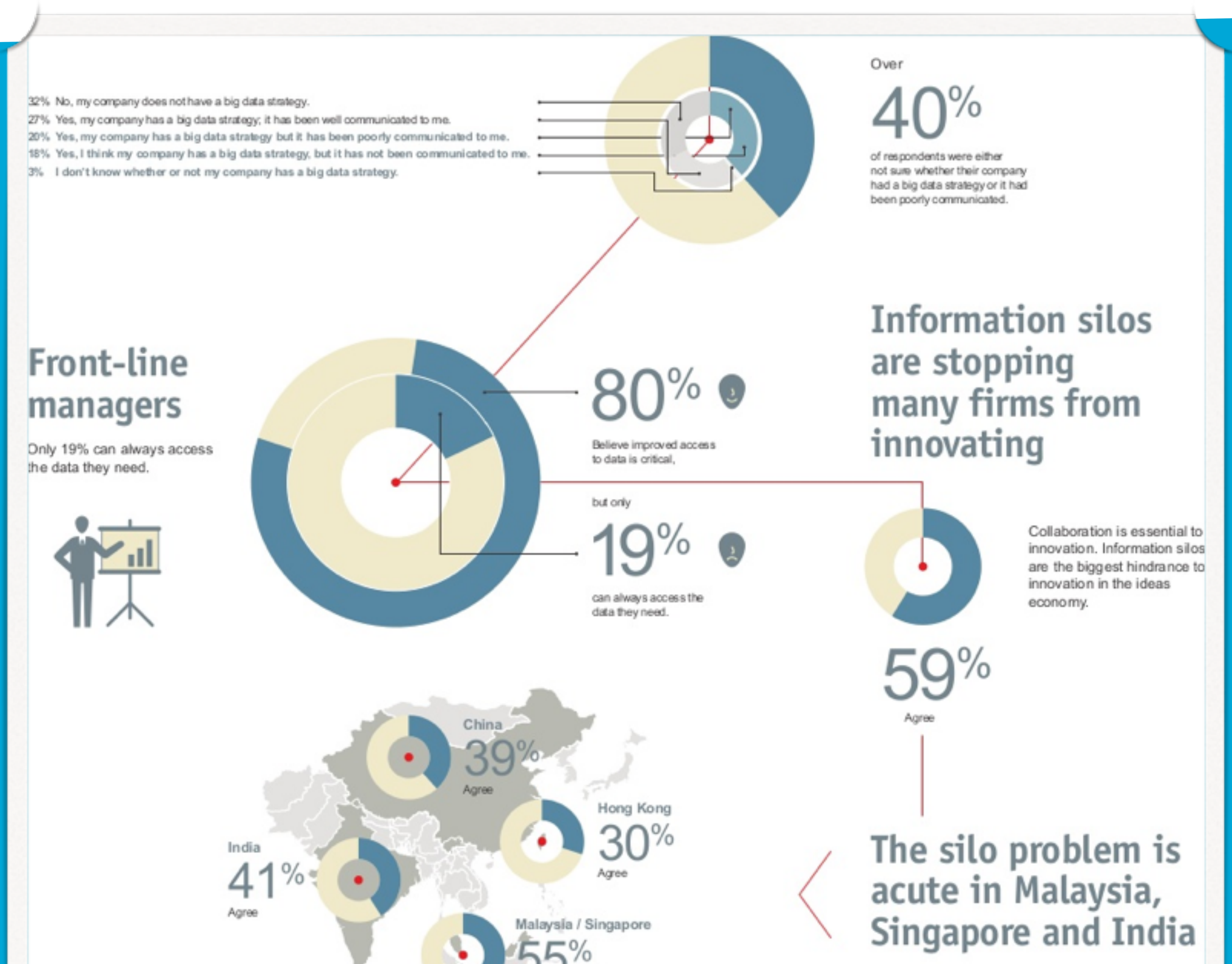
your local

server

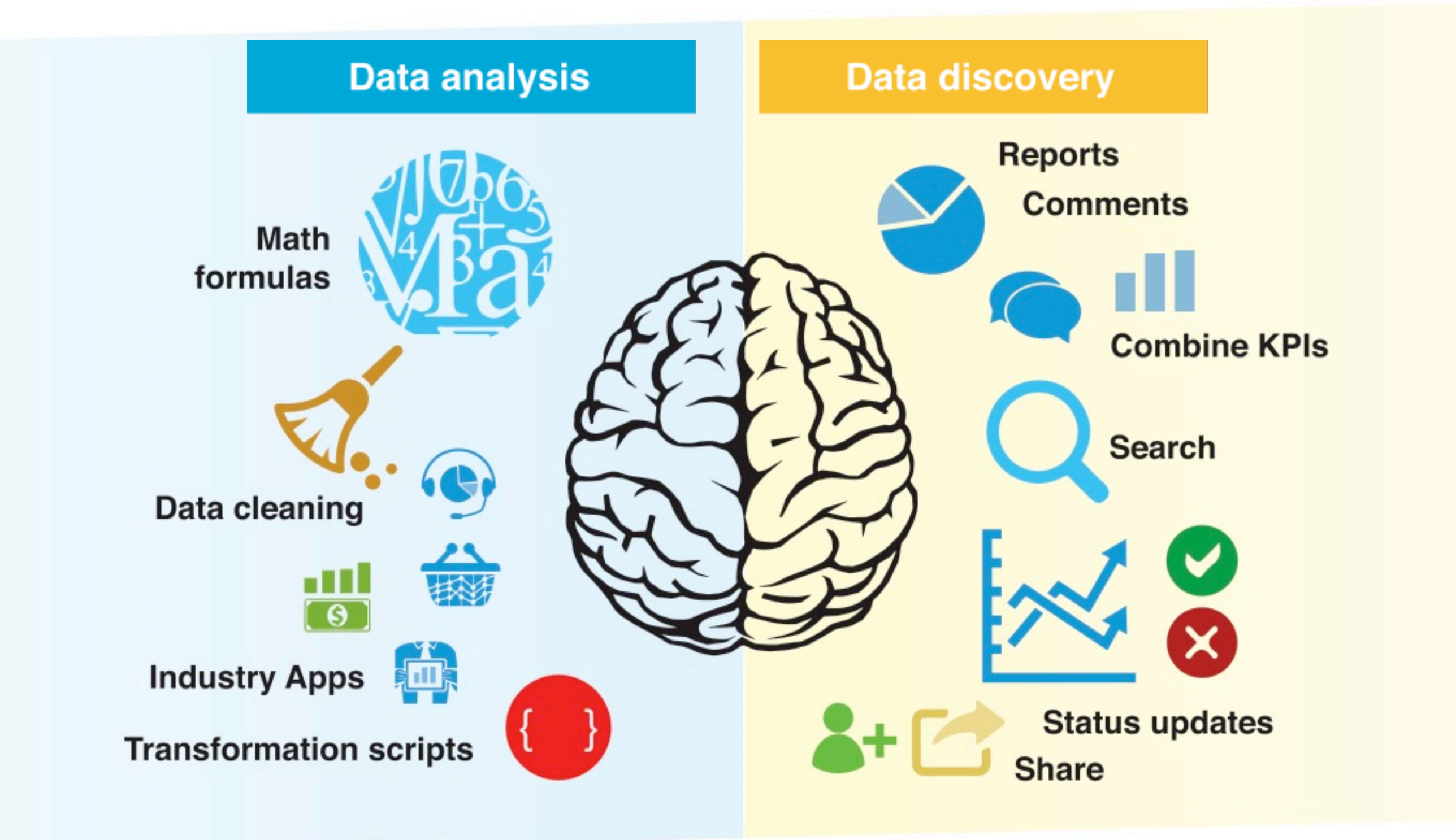
scale it

3. Social network for business data

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



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



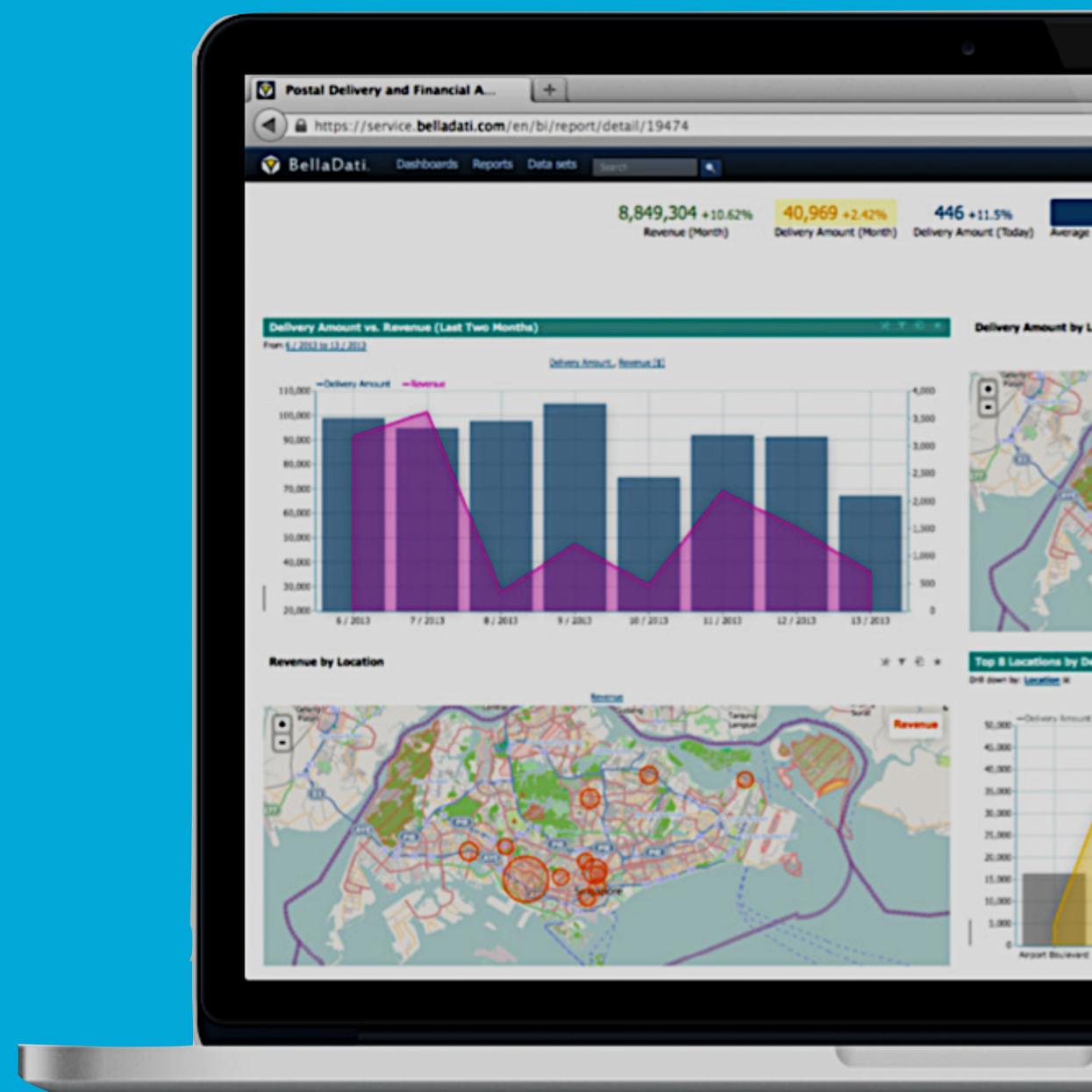
Social network for business data discovery focused on true business user

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

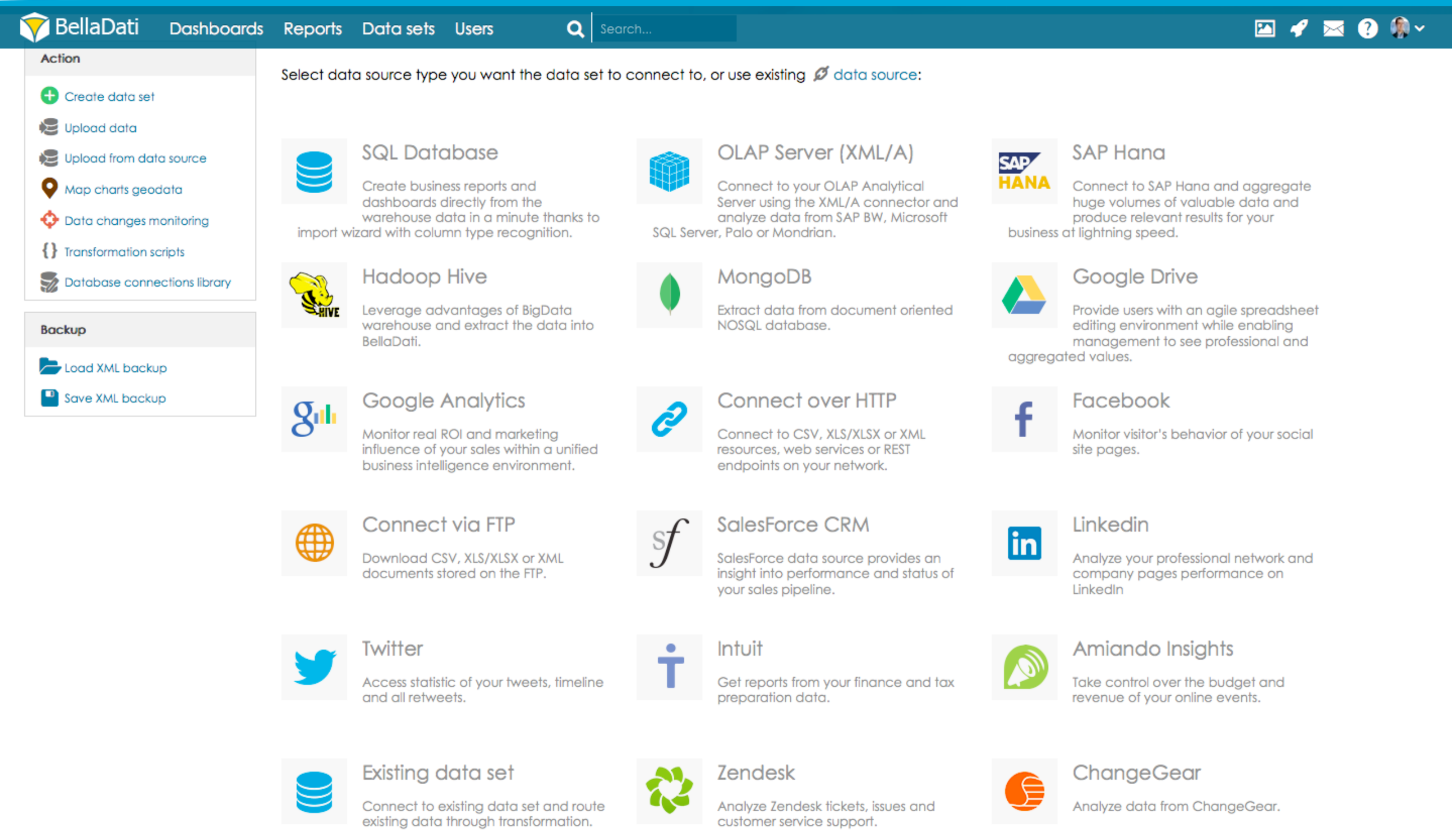
sales, marketing,
finance, hr....

4. 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

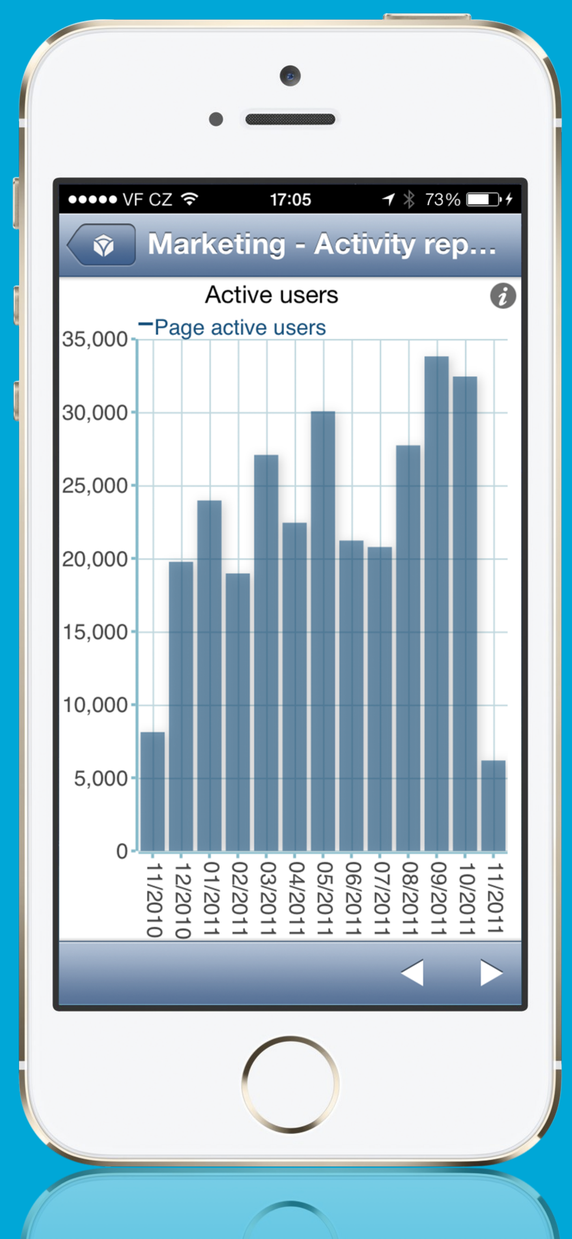


5. an 6. BIG DATA and over 100 data connectors



7. 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



8.Data Analytics Platform SDK/API

(Customize BellaDati. Create new analytics apps for customer)

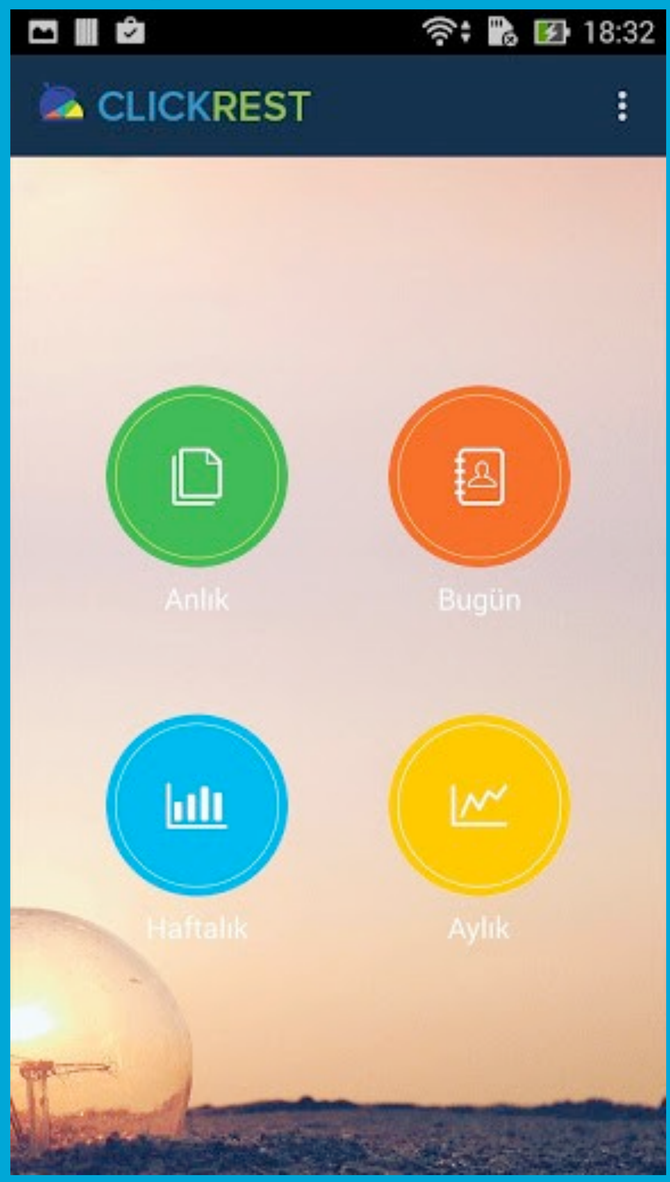
- Professional services revenue for partner
- Agile BI engine in the backend
- Web, iPhone or Android based analytics apps
- Embedable analytics SDK & API - ready components

8. Data Analytics Platform SDK/API

(New analytics app versus customised BellaDati. Professional services)

{API+SDK}

Totally new analytics app for restaurants using BellaDati platform



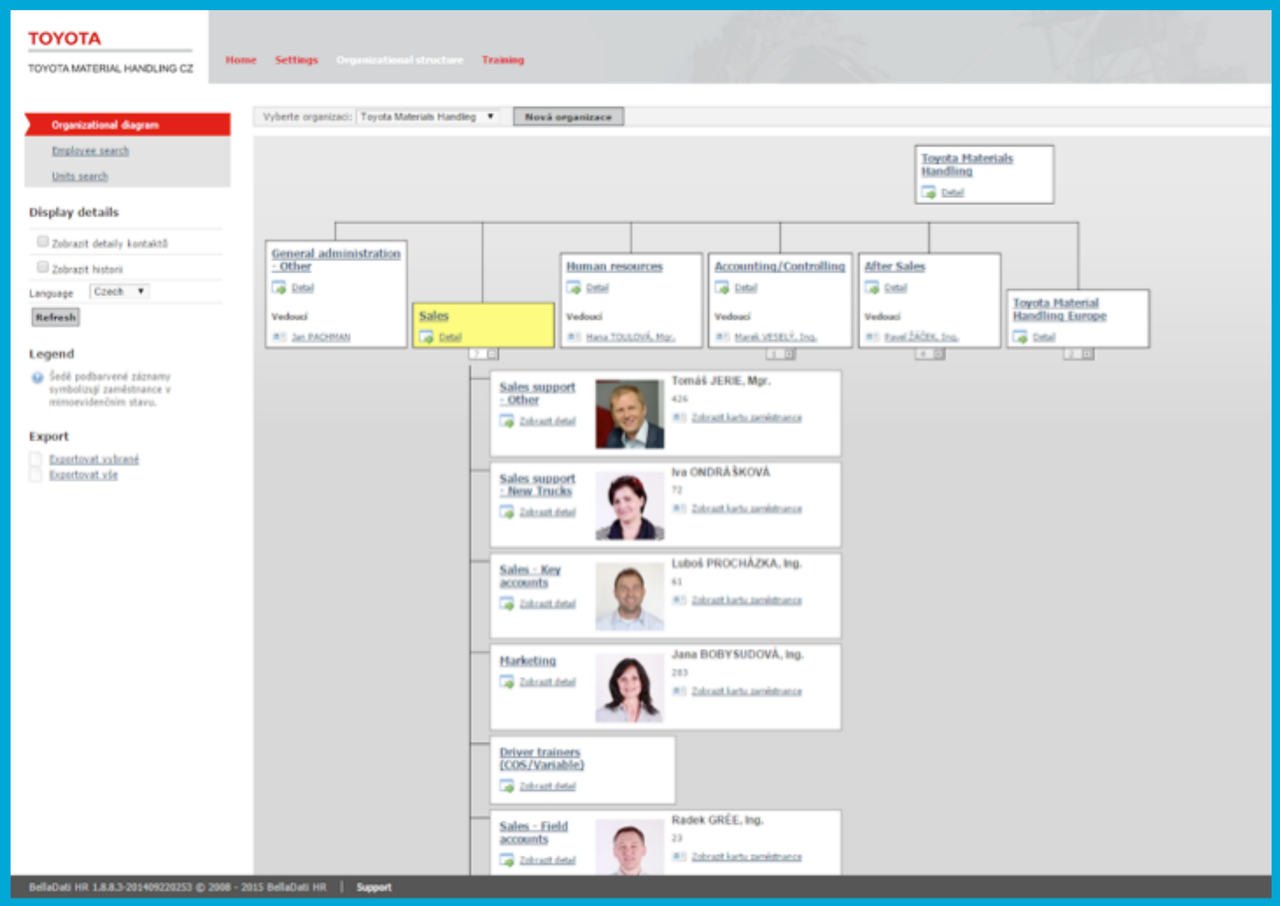
X

Customised & rebranded BellaDati Application

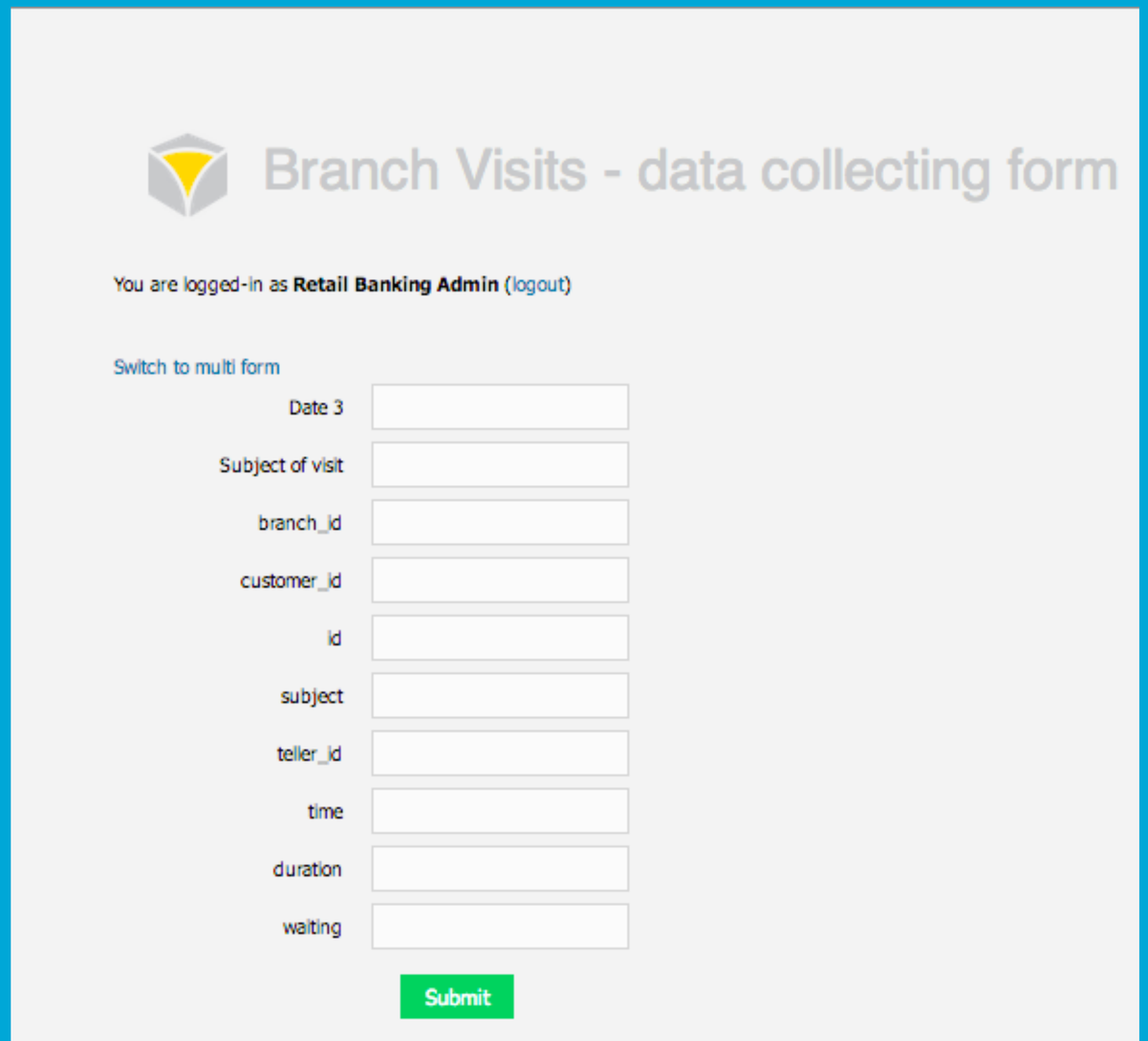
BellaDati 2 extension modules

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

HR Portal



Essential form builder



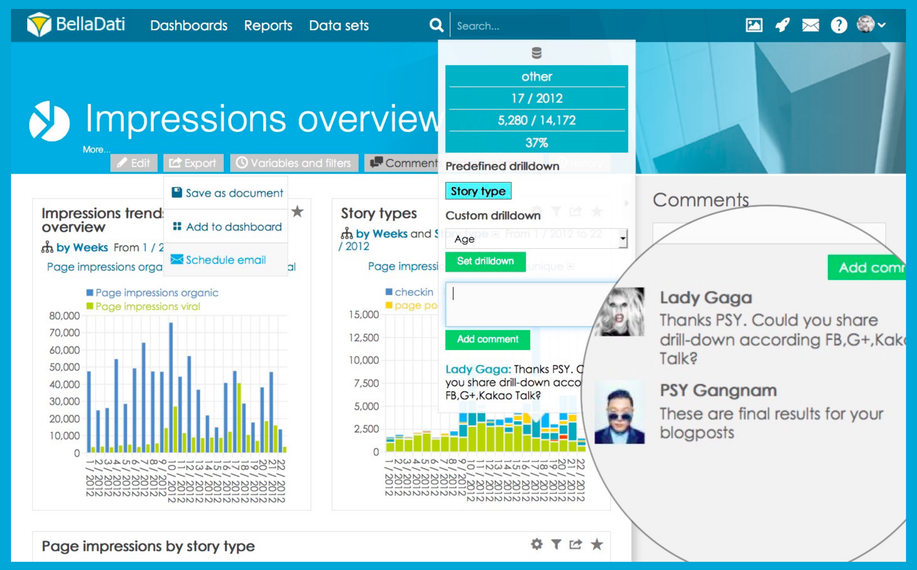
**"Sales process scrutinised!
Resources. Pricing"**

OPTIONAL MARKET OVERVIEW SLIDE

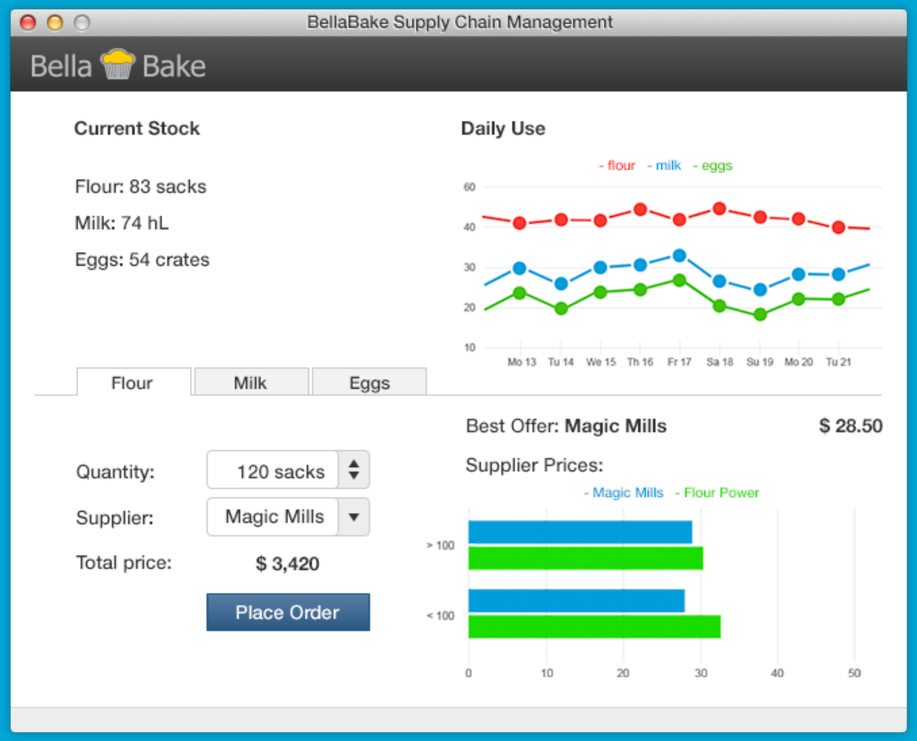
How to sell BellaDati

(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)

Partner's team

BellaDati team
3 cases with intensive
& continous 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	Flyer (one page 8 key advantages) Blogpost (Industry focused) Product video	Success story (or industry use case) Blogpost (Industry focused) Video tutorials Demo video (26 min live demo rec.)	Documentation Video tutorials Trial (Cloud/Partner server)

Important resources

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

Partner portal - partners.belladati.com

(Do You Have your personal password already?)

BellaDati | Support

Documentation Developers Helpdesk Partners

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

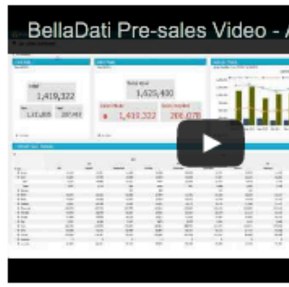
- Basic Video Tutorial
- Product Presentation
- Leaflet
- Pricelist

New Content

- BellaDati 售前展示.ppt
  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



See more pre-sales videos

Contact us

USA: +1(415) 729 3372

One Magnificent Mile,

Blog - www.belladati.com/blog

(Use it to engage with customer in e-mails. Replicate on your own blog)

BellaDati

Product Solutions Customers Partners Resources Company Try BellaDati

Consumer goods data analytics illuminated at AGFoods

Coffee, tea, frappe and you name it. Consumer packaged goods producer AGFoods.eu keeps it's customers rocking since 1990 in Slovakia, Poland, Hungary, Czech and all over the Europe including Great Britain and Russia. In this Innovative Customer Highlights edition we are having AGFoods senior controlling analyst, Michal Popelka. He shared with us, how his team gets better insights from consumer packaged goods data with cloud based BI.

Can you tell us how long have you been using BellaDati?

We are using BellaDati cloud since September 2014. With BellaDati we are now connecting directly to our

Search for: Search

Recent Posts

On-line travel agency's hammer against razor thin margins are data analytics apps
Singapore smart nation grows with cloud data analytics
6 virtues of kick-ass market research agency data project
Data analytics whitelabeling tutorial for Digital Agencies
Consumer goods data analytics illuminated at AGFoods

Tags

agile API belladati BI Consumer goods CPG Digital Agency e-commerce Education Embedded Analytics Internet of Things Logistics Market Research Agency MongoDB OEM operations OTA Platform Retail SDK Sentiment Smart City Smart Nation

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?

r 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 od 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

amazon web services | Partner Network

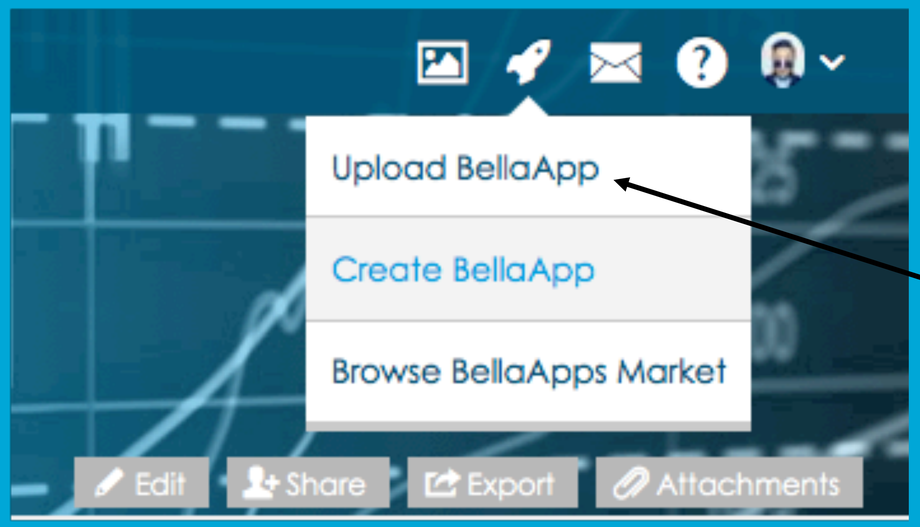
TECHNOLOGY PARTNER

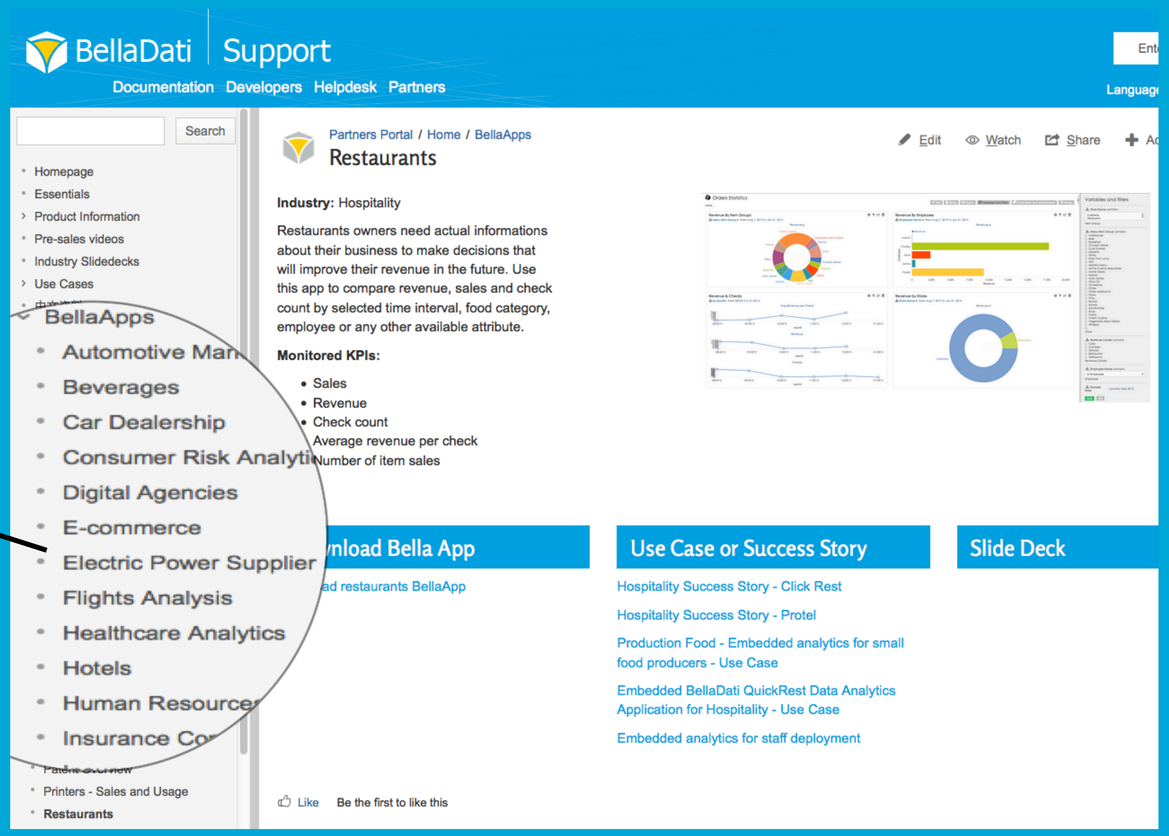
Trials and demos

- 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)

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.

COLD STONE CREAMERY

CAFFE' VERGNANO 1882

NYF newyorkfries

+30 more chains

CLICKREST

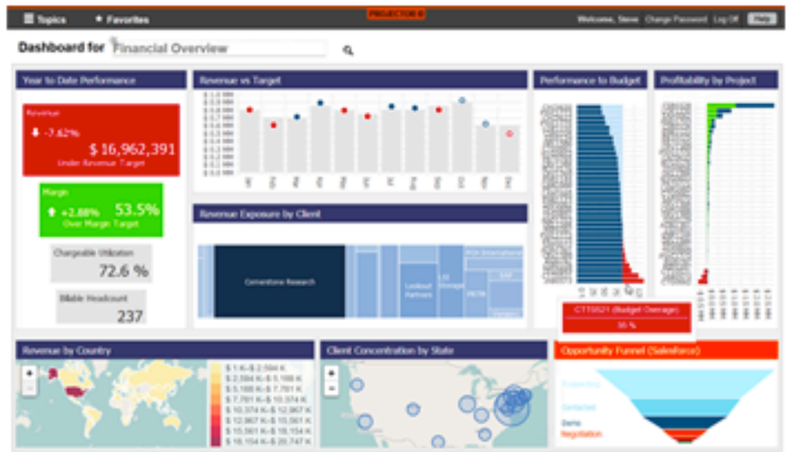
DETAY

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, Cancelation Rate
- Datasource - POS Micros, Sybase DB
- Use BellaDati SDK, API platform

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.

Sign Up
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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Last Name
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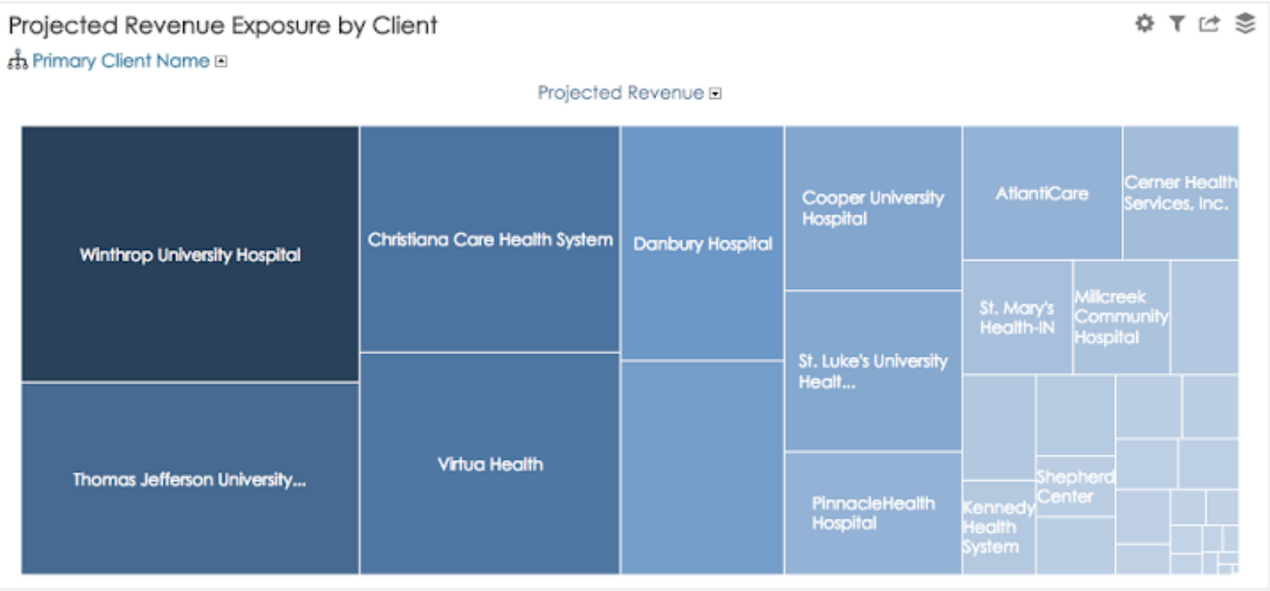
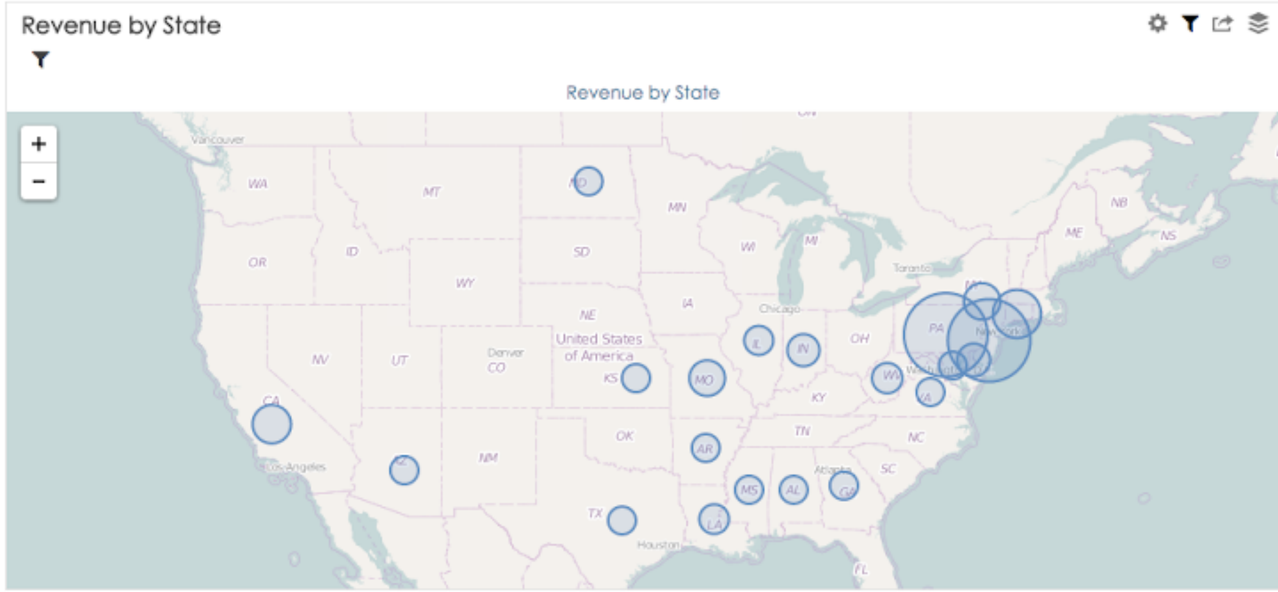
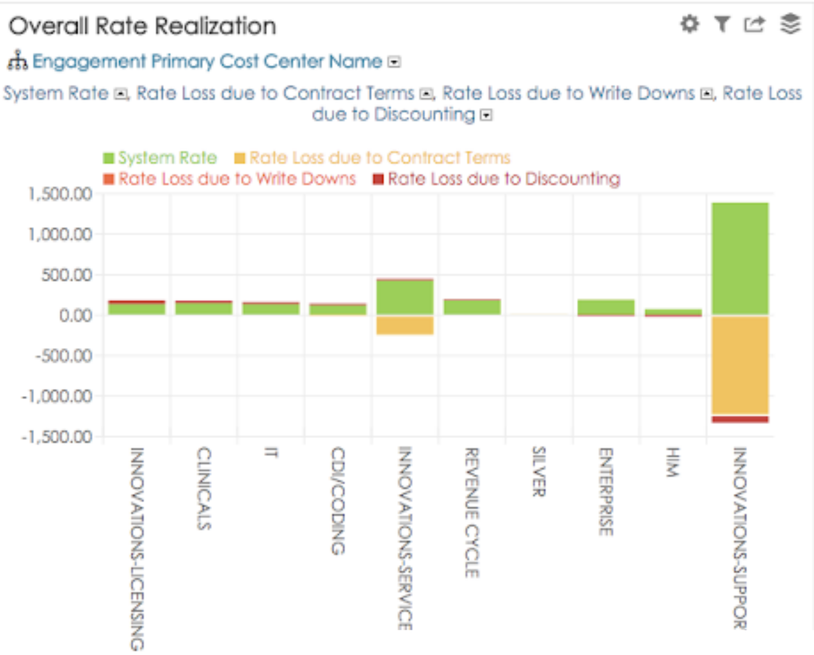
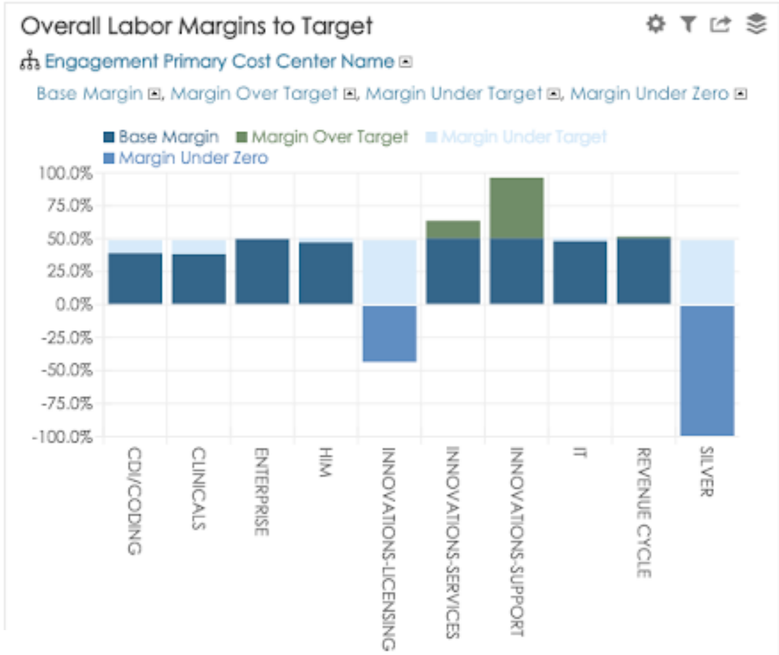
- The Projector e3 Community – A

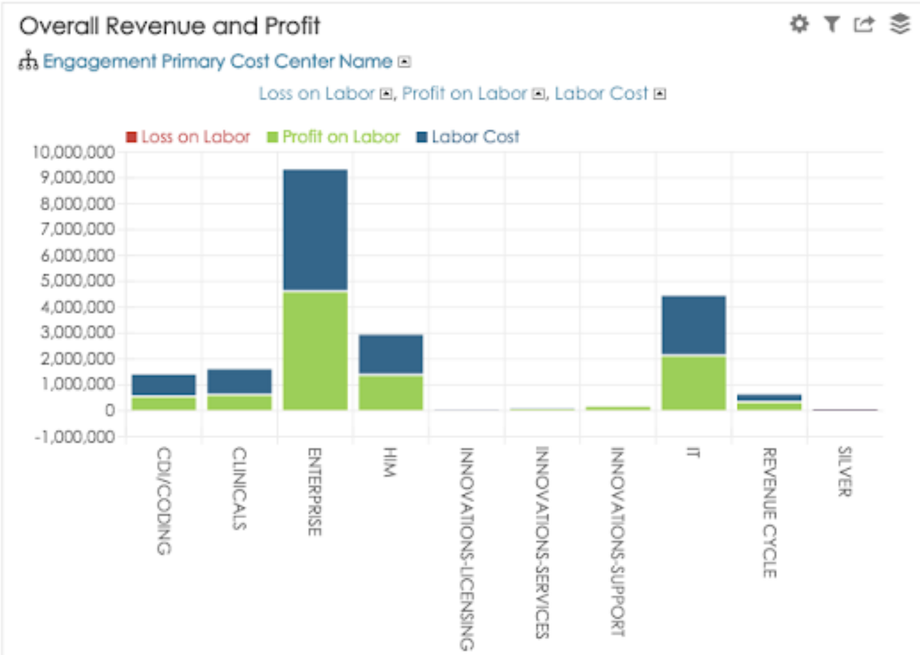
BellaDati Embedded into the ProjectManagementCloud











DELL GE AVNET technology solutions

Soffico Orchestra Hospitals an other industries - Germany

HOME CONTACT IMPRINT

Orchestra by soffico

ORCHESTRA Maximum benefits | FEATURES Practice-oriented applications | REFERENCES across industries | CLOUD Orchestra Cloud Technology | SOFFICO the company

soffico community

Reliable and efficient: Orchestra

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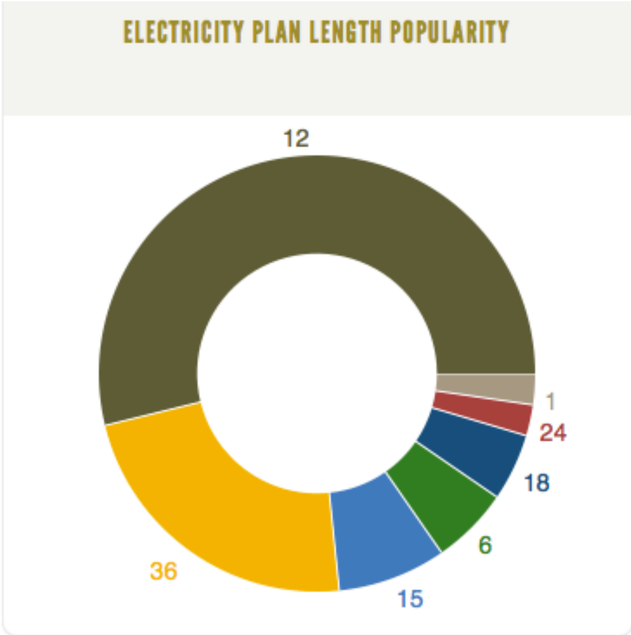
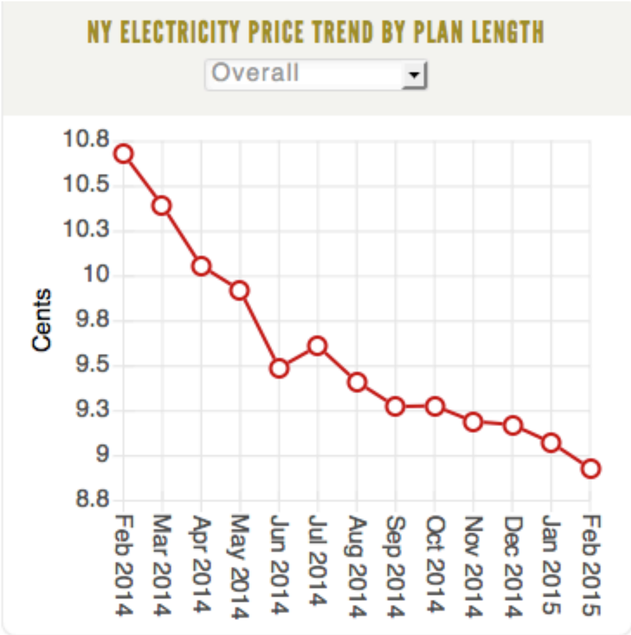
> "Thanks to Orchestra we have fully automated our billing process and saved more than 400 man-days per year in manual post processing and error handling

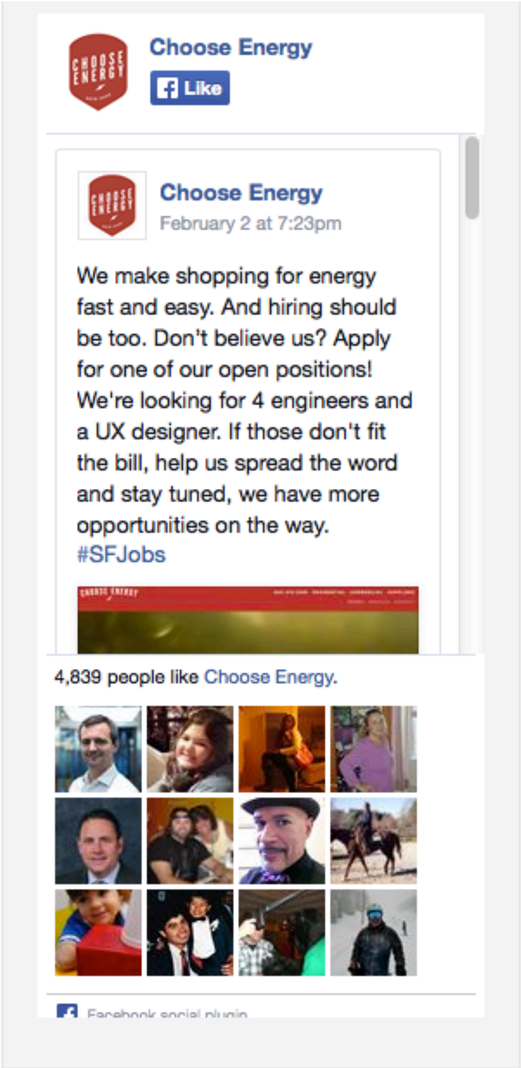
Plus:

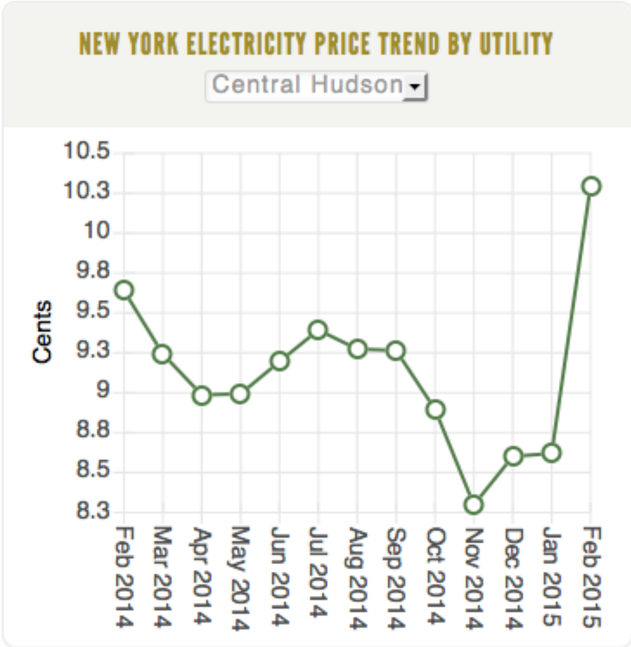
- Orchestra uses open standards and technologies widely available in the market
- For use across installations: supporting all security-relevant protocolls

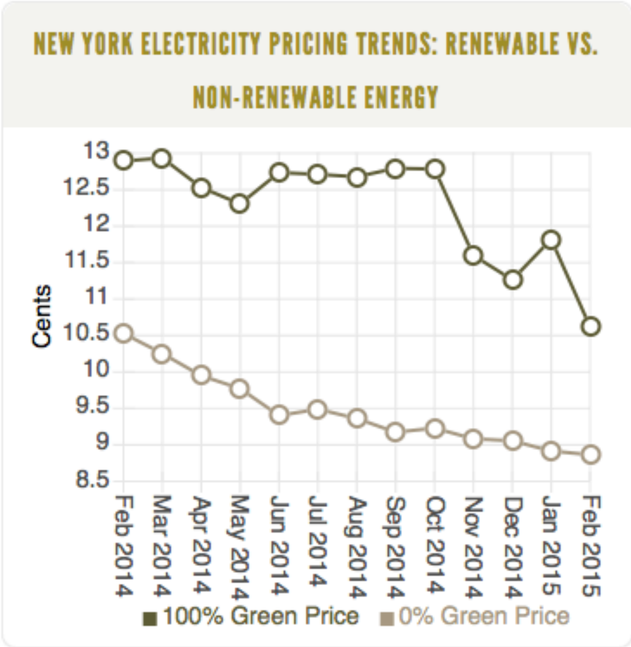
Chooseenergy energy prices analytics web apps

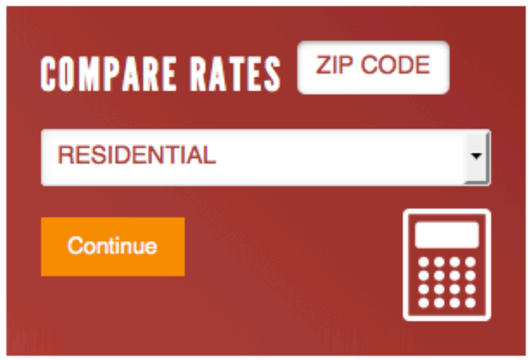










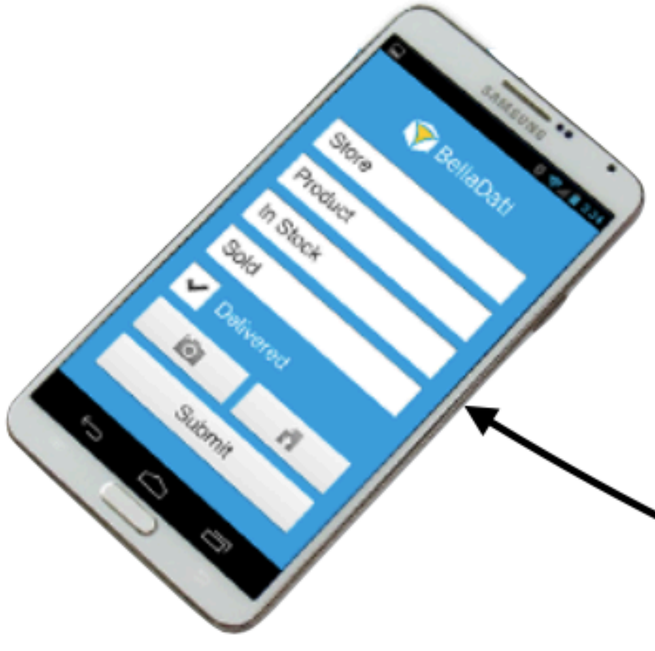


LEAVE A COMMENT

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

2. Data analysed in BellaDati in realtime

1. Consumer send data/picture about product placement (price, Geo)



- ☑ Competition product placement data
- ☑ Your product pricing,placement
- ☑ Consumer involved with the brand
- ☑ Consumer is CPGs field salesforce
- ☑ CPG helps RETAILER to sell more

3. Consumer receives digital coupon for particular store

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

1. CPG INTERACTION WITH CONSUMER

Social media

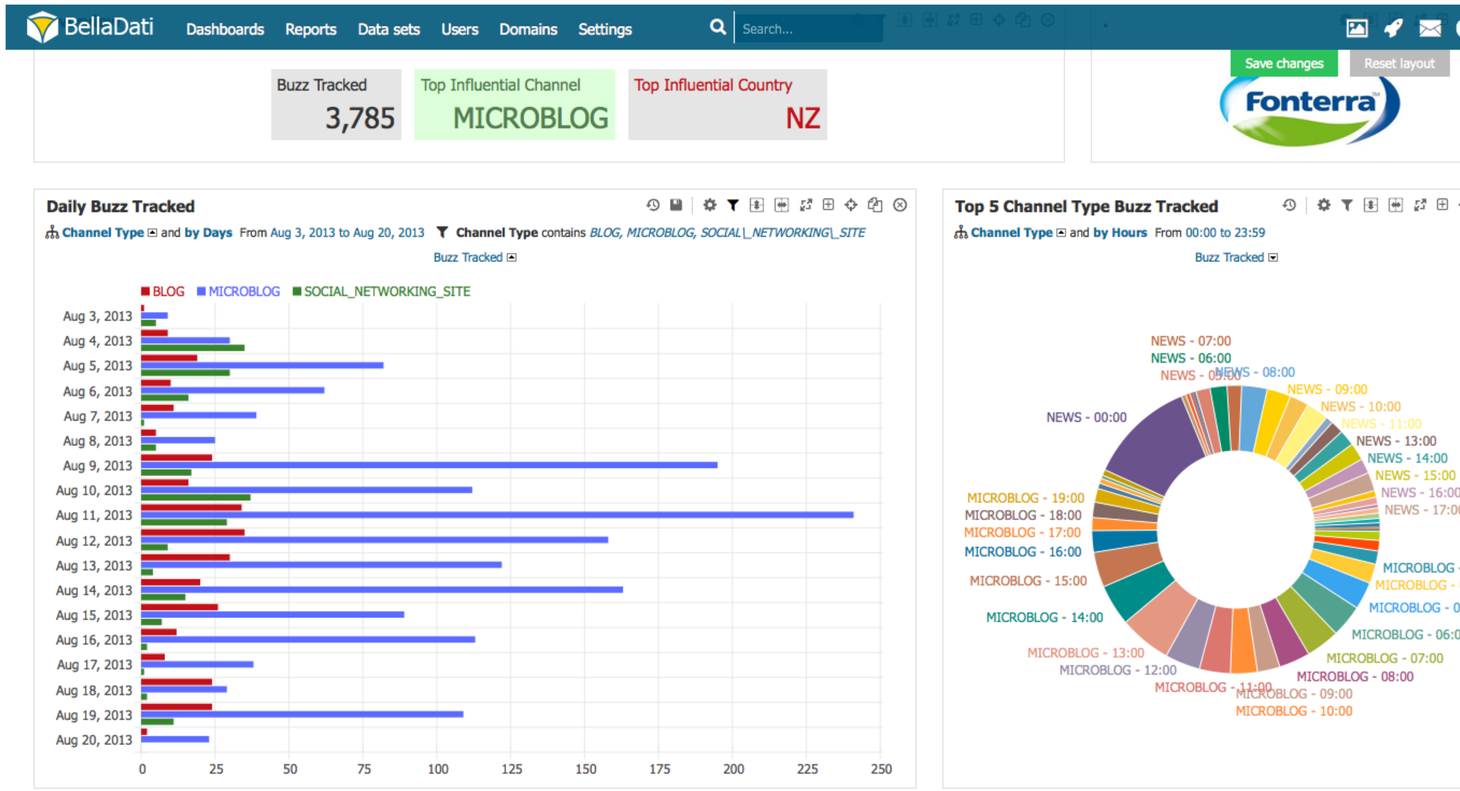
Call centre

E-mail

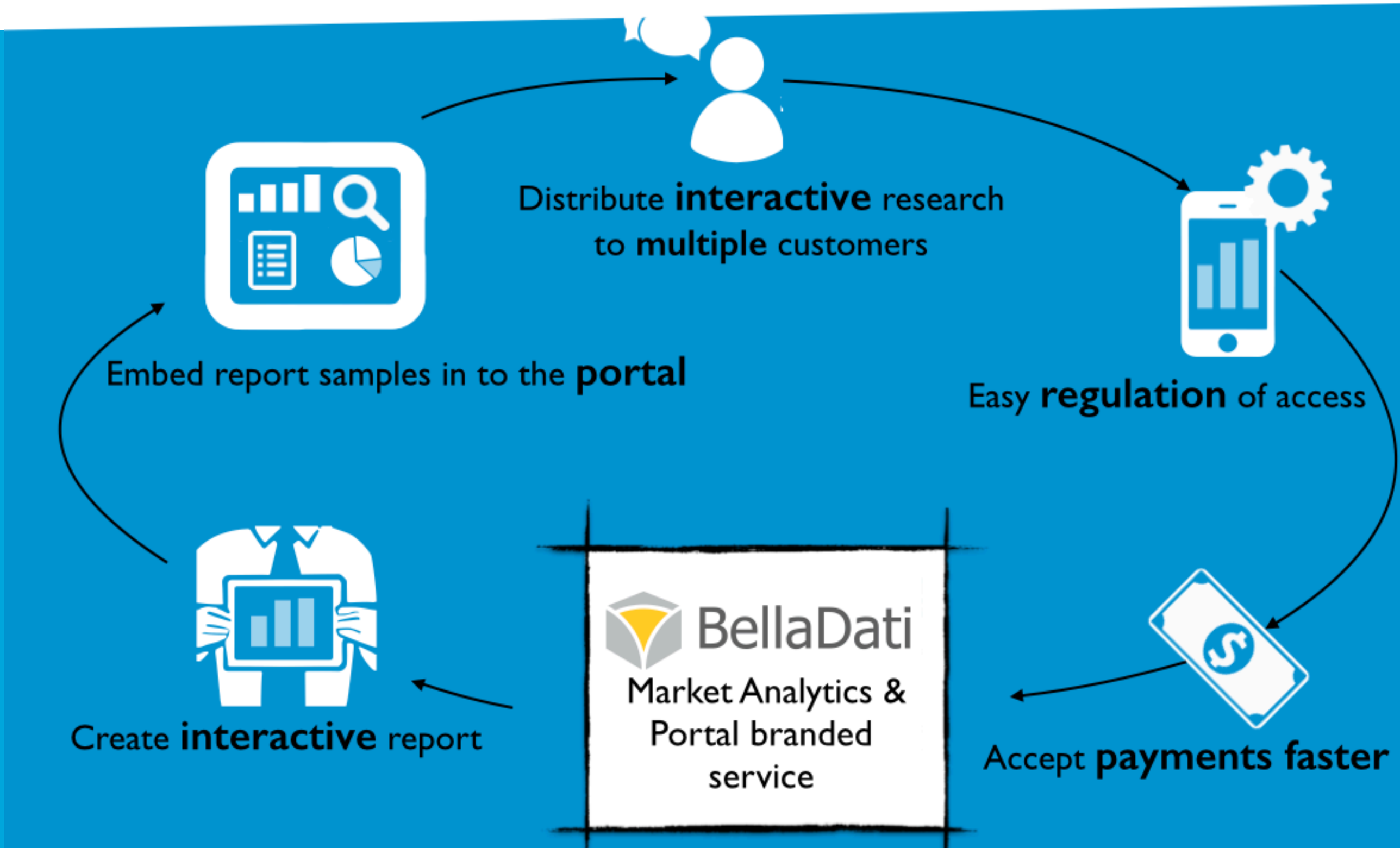
2. USE/CREATE ANY CONSUMER KPI. NO CODING.

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

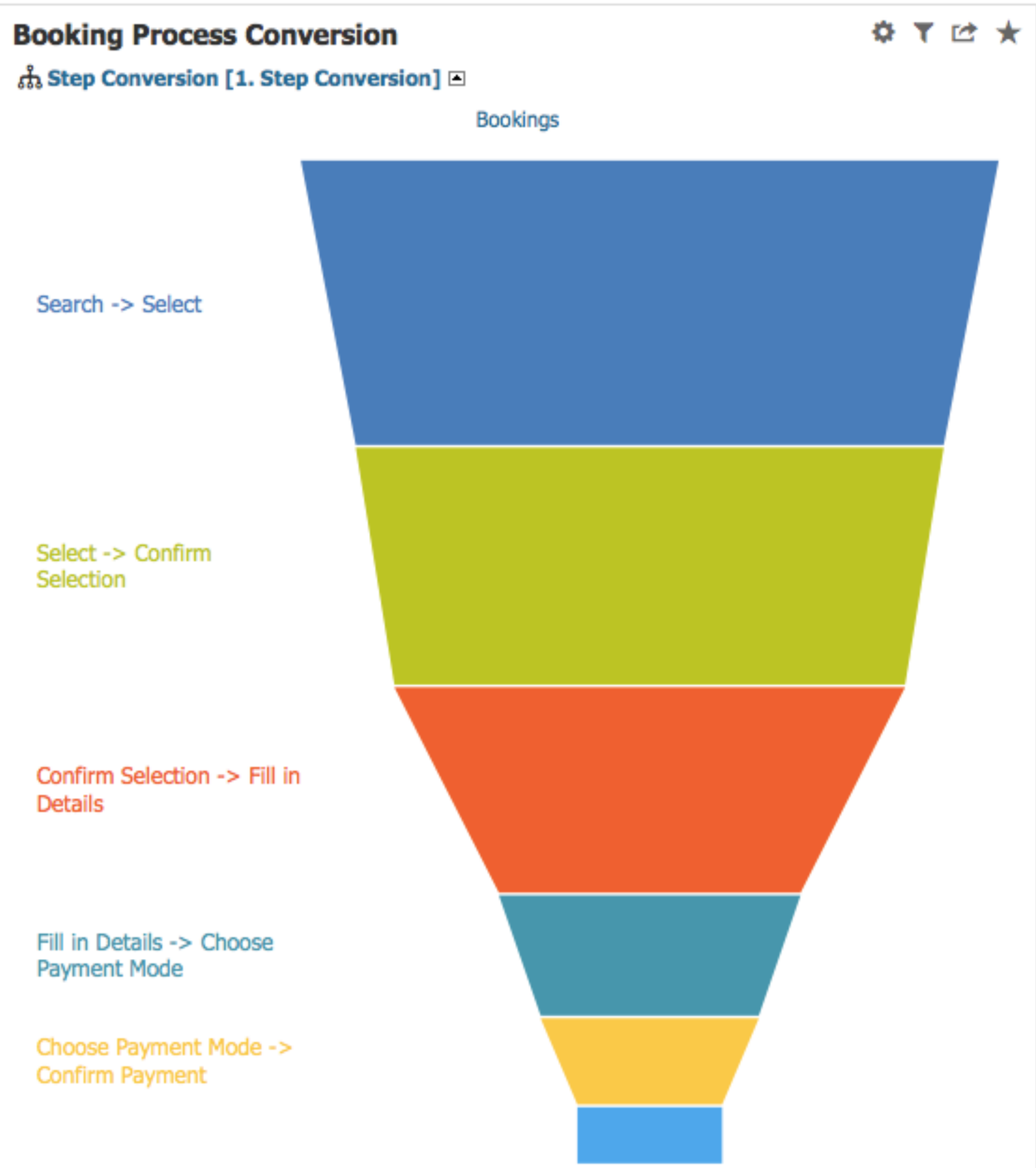
3. REALTIME ACTIONABLE INSIGHTS FOR MARKETING & SALES



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

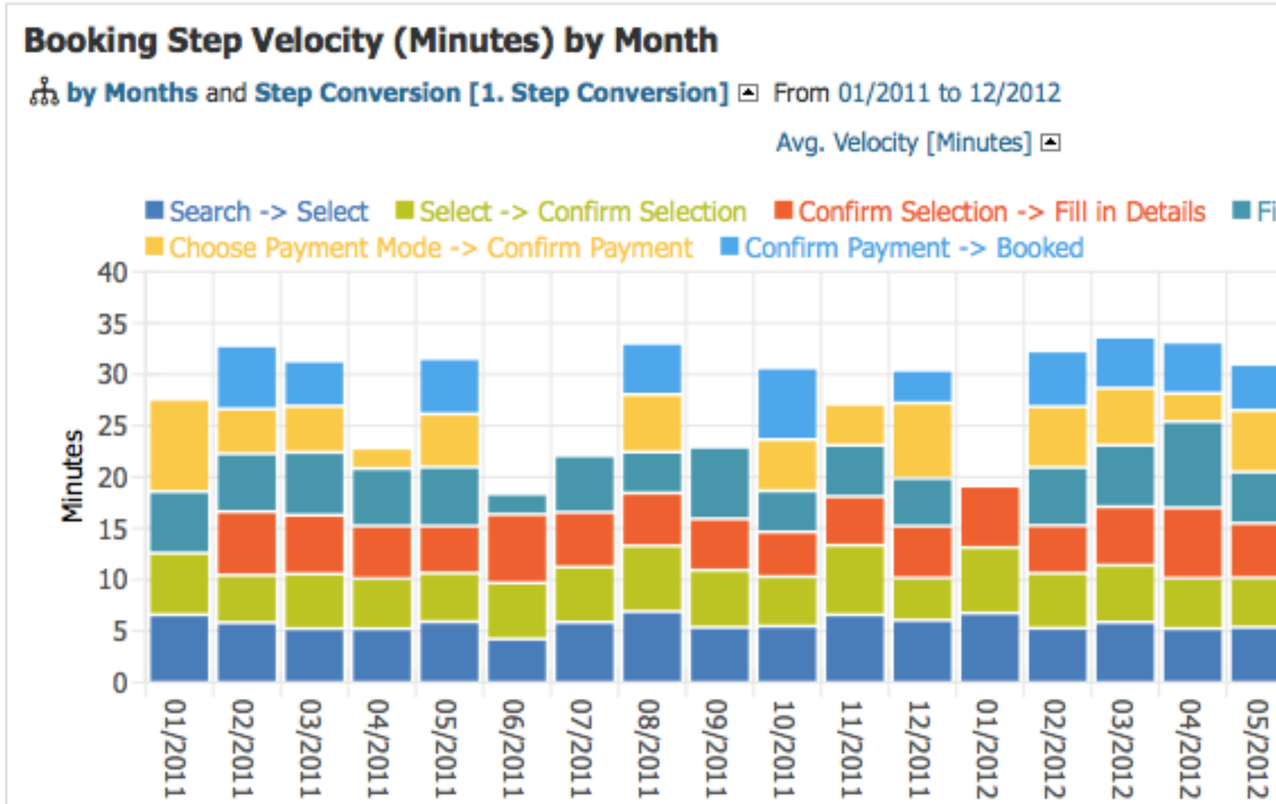


E-commerce apps - travel booking sites use case, CTR analysis & identifies most popular airlines by destination

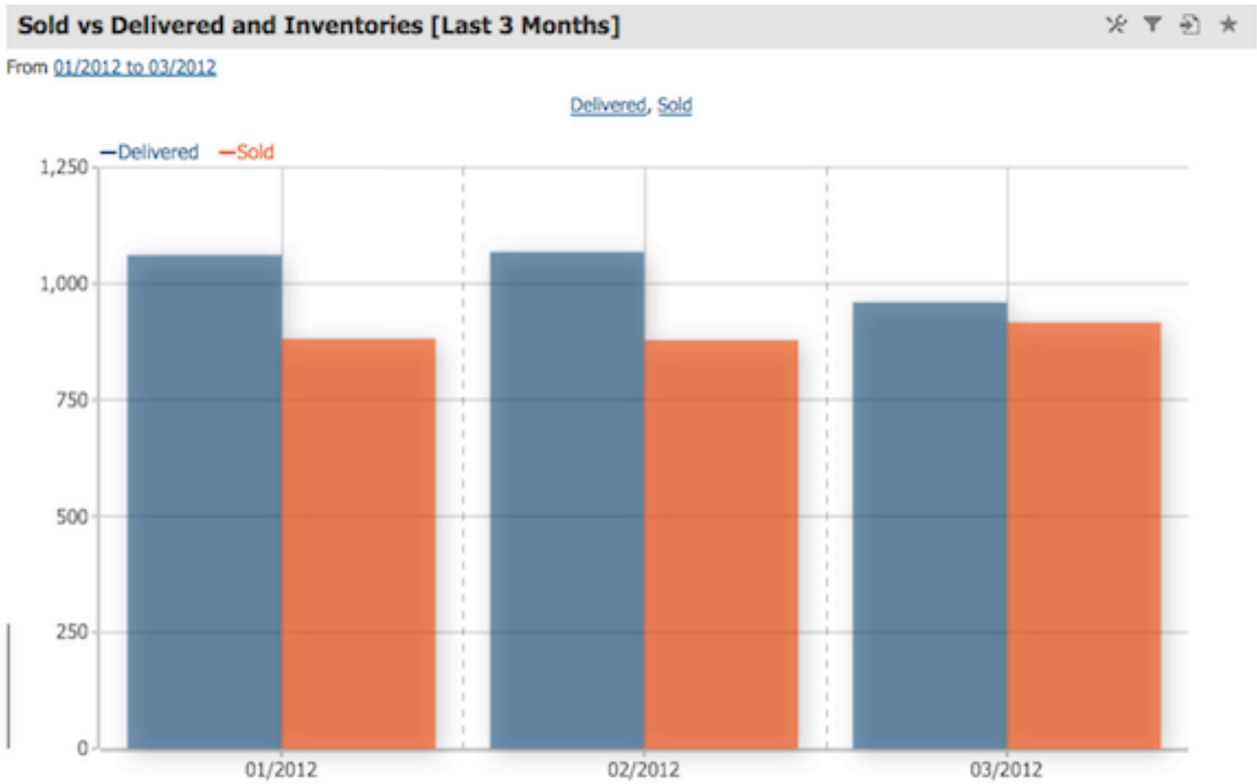


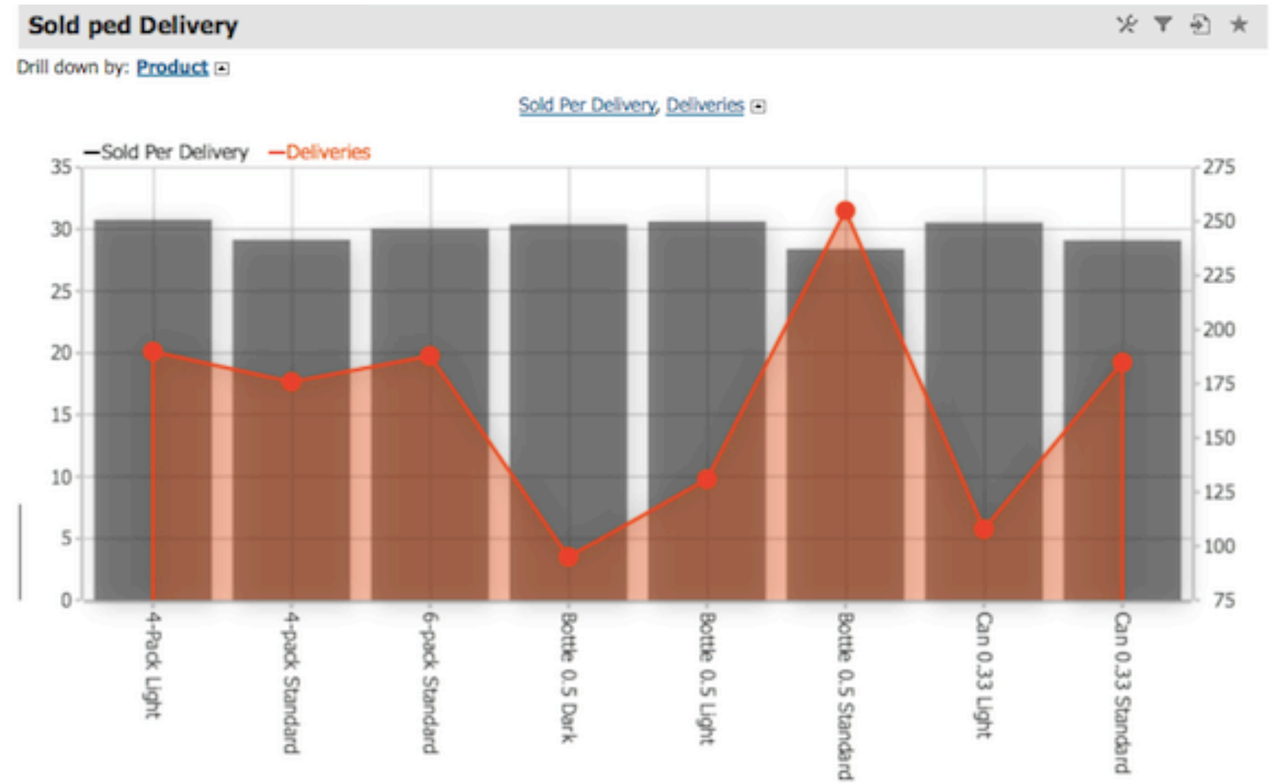
Booking Step Velocity and Conversion

Step Conversion [1. Step Conversion]	Velocity [Minutes]
Search -> Select	5.53
Select -> Confirm Selection	5.47
Confirm Selection -> Fill in Details	5.28
Fill in Details -> Choose Payment Mode	5.68
Choose Payment Mode -> Confirm Payment	5.73
Confirm Payment -> Booked	5.44



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





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

1.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

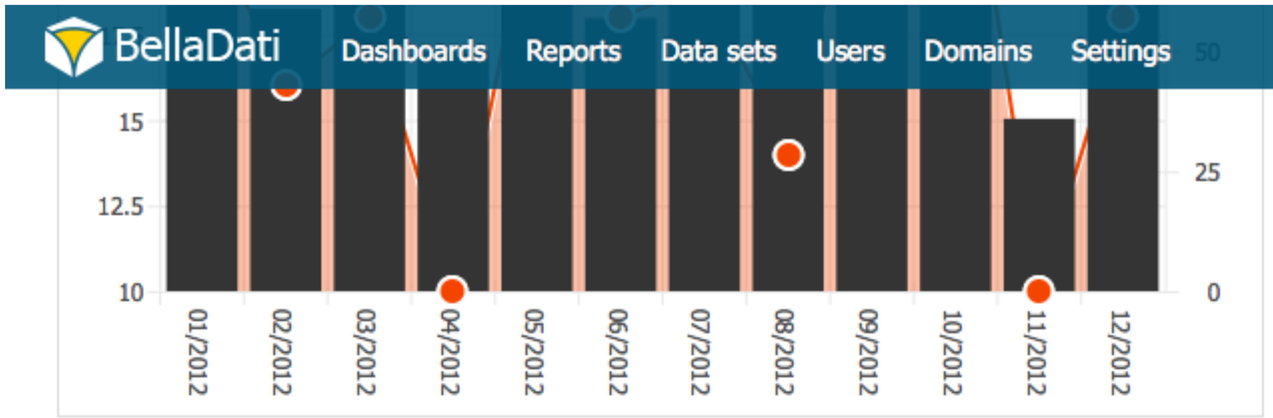
- First insights after 1 week
- Realtime analytics/reporting
- Analysis created in hours
- Used directly by marketing and sales
- Realtime reports shared on-line
- Field salesforce is using Mobile BI
- Private data analytics cloud saves costs
- Solution deployed in 2 days
- Ad-hoc connection to SAP,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

Few samples of reports/KPIs analysed by RedBull

Beverage product placement

Contracted Outlets & Coolers

Field Sales Performance



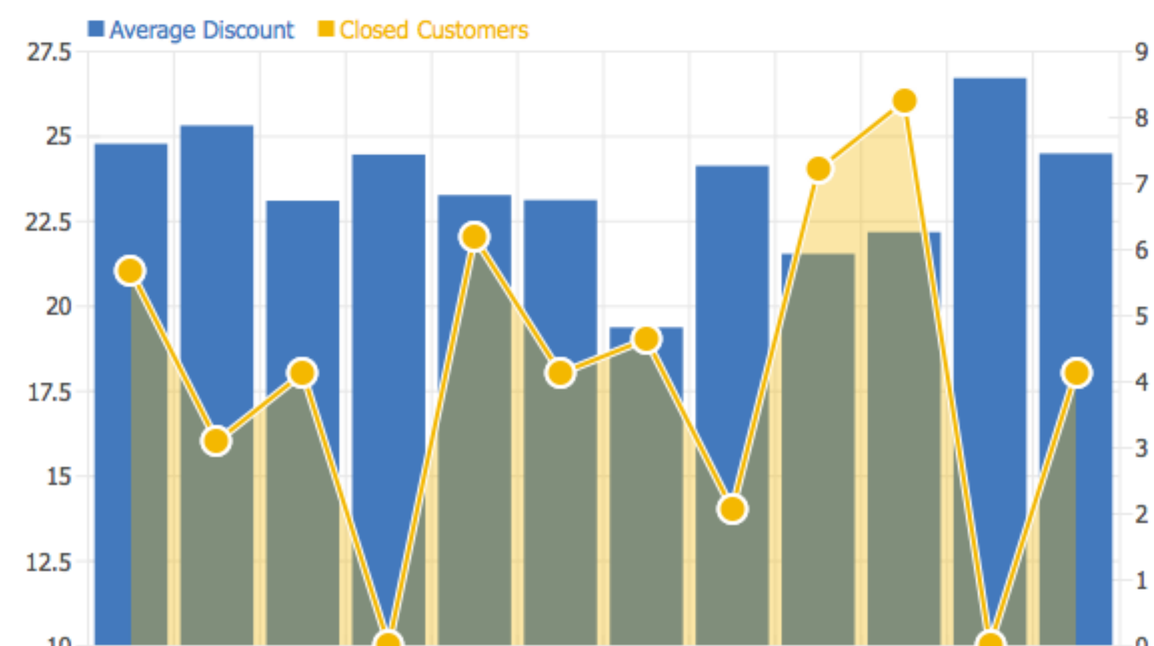
New Customers and Coolers by Sales Region Outlet Type and Channel

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]

by Months From 01/2012 to 12/2012 Client_Status contains *Client Closed*

Average Discount, Closed Customers



E-commerce Use Case - Car Rental company in China

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日期...　时间...

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Banking, securities, insurance companies

前海人寿
FORESEA LIFE INSURANCE

Business, Health, Life, Accidents insurance

BellaDati Dashboards Reports Data sets Users Search...

Life Insurance Analysis

More...

Edit | Share | Export | Variables and filters | Comments and attachments | History

Overall

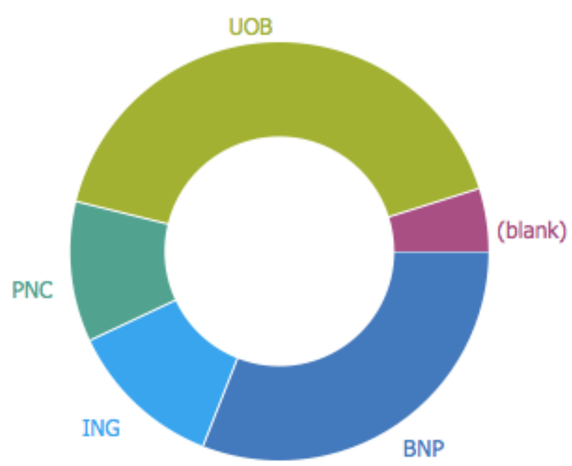
From 01/2014 to 09/2014

RENEWAL PREM	SURRENDER PREM	WRITTEN SCALE PREM	WITHDRAW PREM	Withdraw Rate	Surrender Rate
358	15,157	573,586	72,233	2.64%	11.18%

Renewal Prem by Bank

BANK ORG NAME From 01/2014 to 09/2014

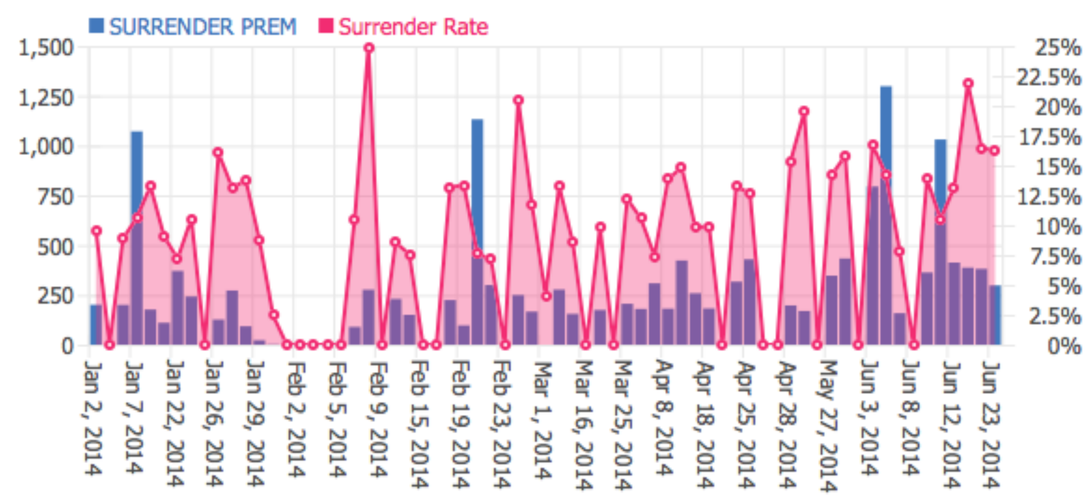
RENEWAL PREM



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

前海人寿
FORESEA LIFE INSURANCE

Business, Health, Life, Accidents insurance

Solution Includes

Prior to BellaDati, Cognos was in use. Too complex for business users. To 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

Policies Overview

Dashboards Reports Data sets Users Search...

IndiaFirst LIFE INSURANCE

Policies

Number of Policies
6,601

In Force Rate
50.57 %

Amounts

Average Premium Amount
₹ 24,594

Average Amount Deposited
₹ 25,396

Death Claims

Death Claim Rate
0.58 %

Average Sum Claimed
₹ 167,500

Attachments

Edit

Add attachment

Comments

Add comment

India First
We have got policies peak here.Why?

India First
top left

India First
average sum

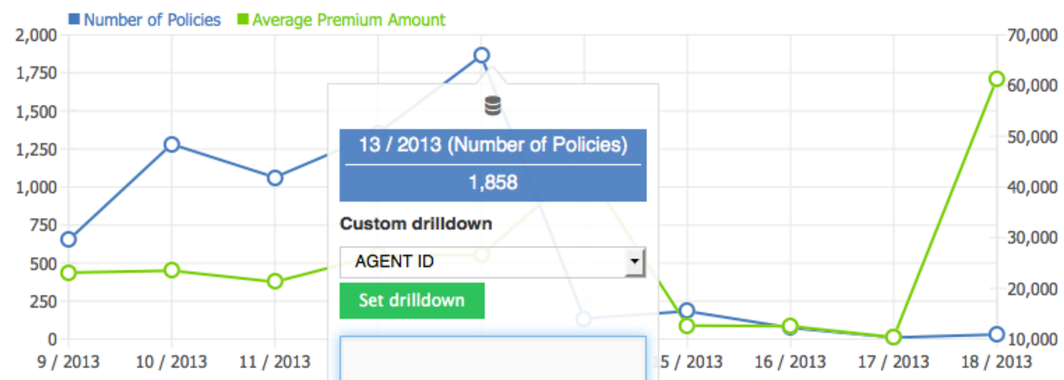
India First
We need to find ways to reduce this!

India First
This is an overview of life insurance data.

Policies by Application Date

by Weeks

Number of Policies, Average Premium Amount [₹]



13 / 2013 (Number of Policies)
1,858

Custom drilldown

AGENT ID

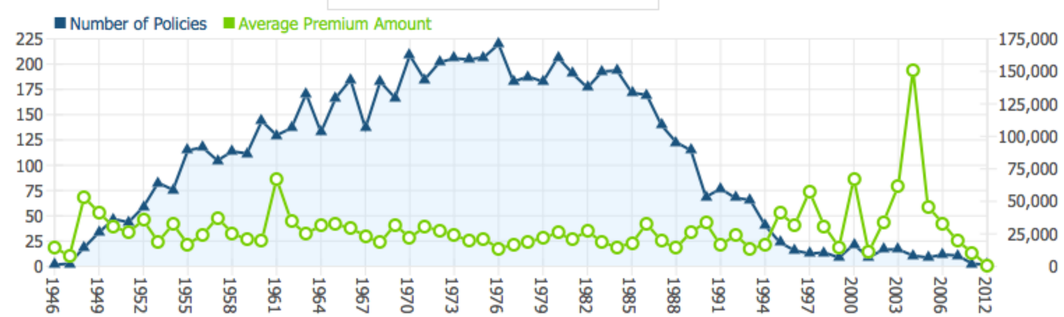
Set drilldown

Add comment

India First: We have got policies peak here.Why?

Policies by Assured Year of Birth

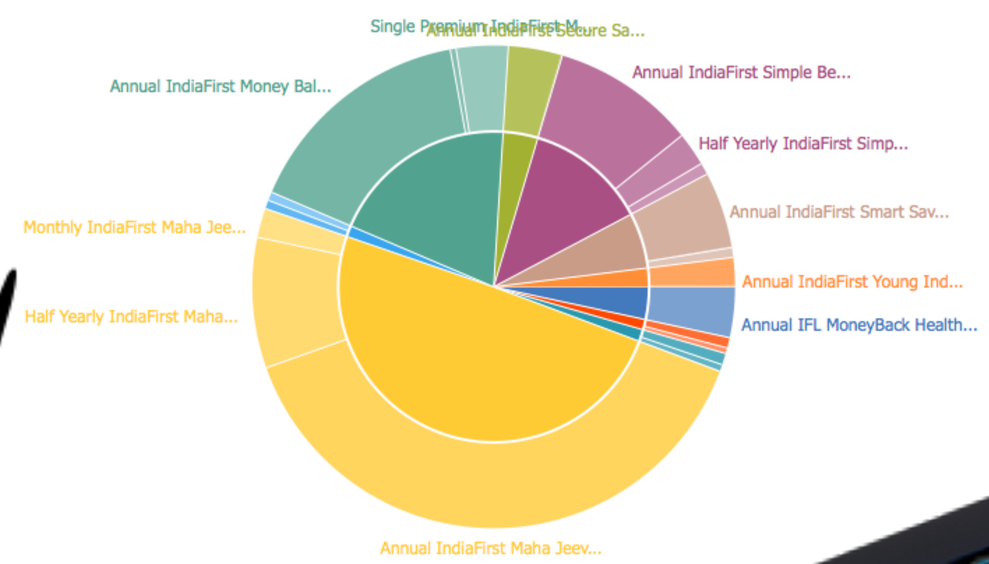
by Years



Policies by Type

PRODUCT NAME

Number of Policies



Policy Detailed Overview

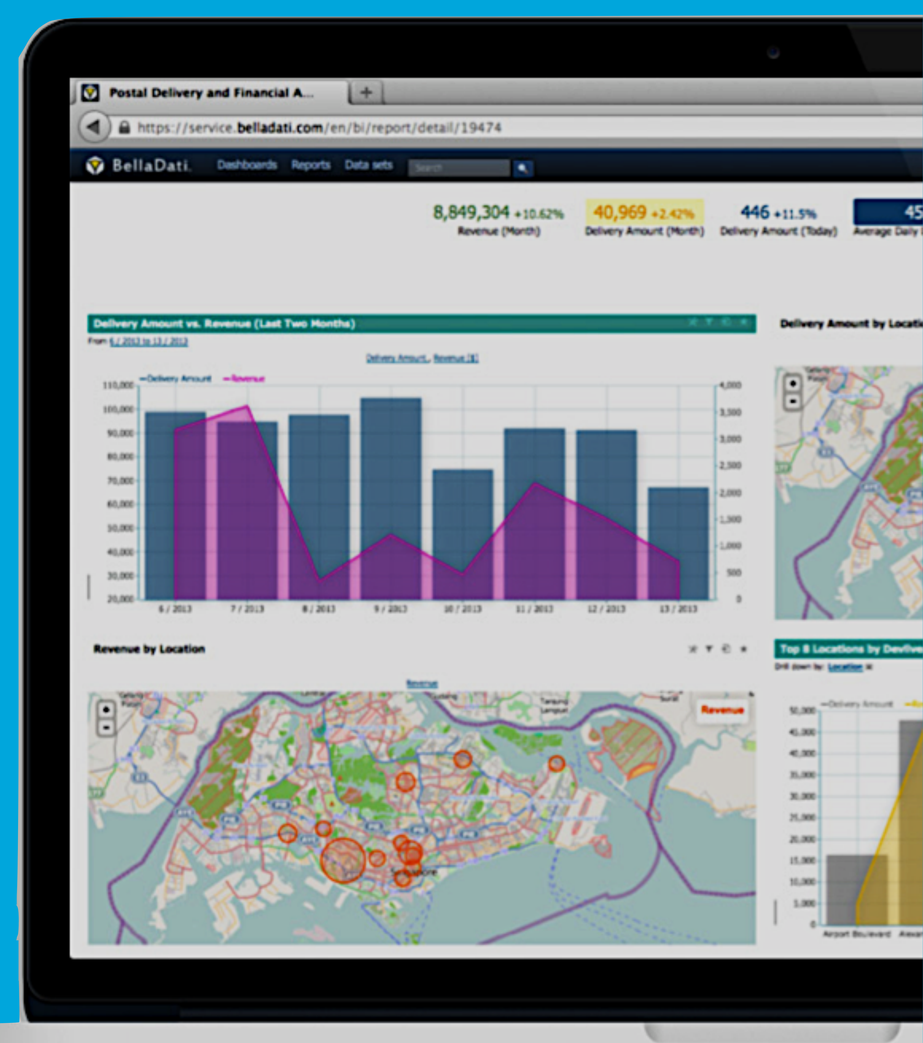
		Annual				
		Number of Policies	Average Premium Amount [₹]	Average Sum Assured [₹]	Number of Policies	Average Prem [₹]
PRODUCT NAME	CURRENT STATUS	05/2013	05/2013	05/2013	05/2013	05/2013
IndiaFirst High Life Plan	In Force	1	75,000	562,500		
	Policy Discontinuance	1	99,000	990,000		
IndiaFirst Money Balance plan	In Force	9 ↓	39,211 -32.13%	507,333	1	7,50
	Policy Discontinuance	6 ↑	110,500 +9.97%	1,234,000		
IndiaFirst Secure Save Plan	In Force	1 ↓	49,140 -30.84%	460,900		
IndiaFirst Smart Save Plan	In Force	2 ↑	26,000 +16.2%	345,000		

Education - Libraries, Universities, High-schools

Fast insights on 7 libraries data system
NUS Library Singapore

DW VIZ ANL COL SDK

BellaDati



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%

Order Turnaround

From Aug 1, 2013 to Mar 31, 2014

Avg. Order Turnaround
26 Days

Order Turnaround within 45 days %
90%

Request Turnaround

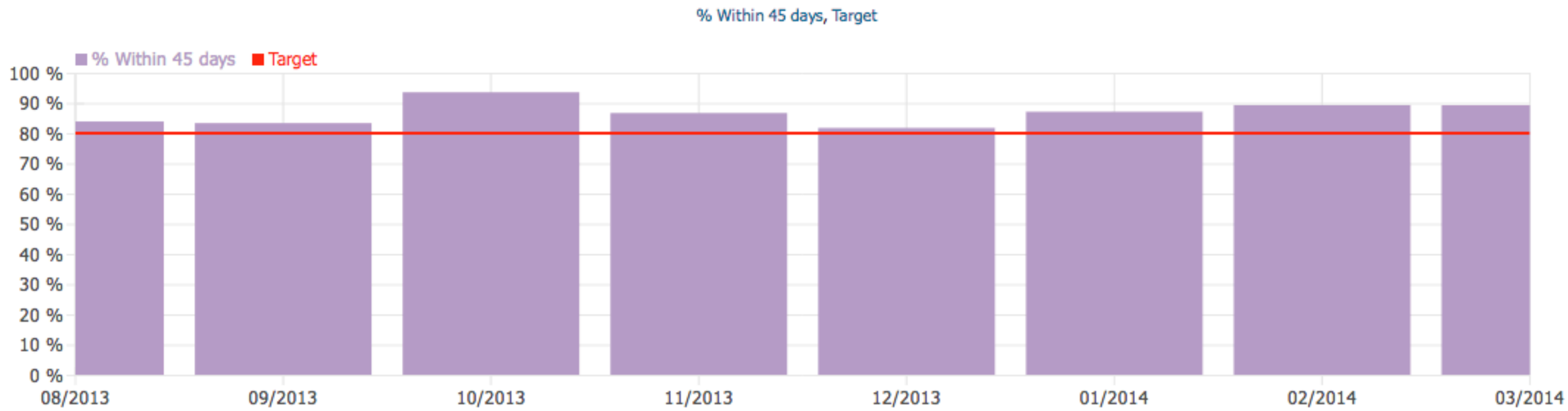
From Aug 1, 2013 to Mar 31, 2014

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



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

	2013	2014

Variables and filters

StartDate	8/1/2013
EndDate	3/31/2014

Save | Reset | Edit

2012 ANNUAL DISTRICT PROFILE

District Schools	Enrollment [students]	Absolute Rating	Dropout Rate [%]	Retention Rate [%]
26	↑ +589.1% 68,910 students	Average	+16.47% 5.8 %	-67.65% 3.2 %

Education - ANNUAL DISTRICT REPORT CARD

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

Education - ANNUAL DISTRICT REPORT CARD

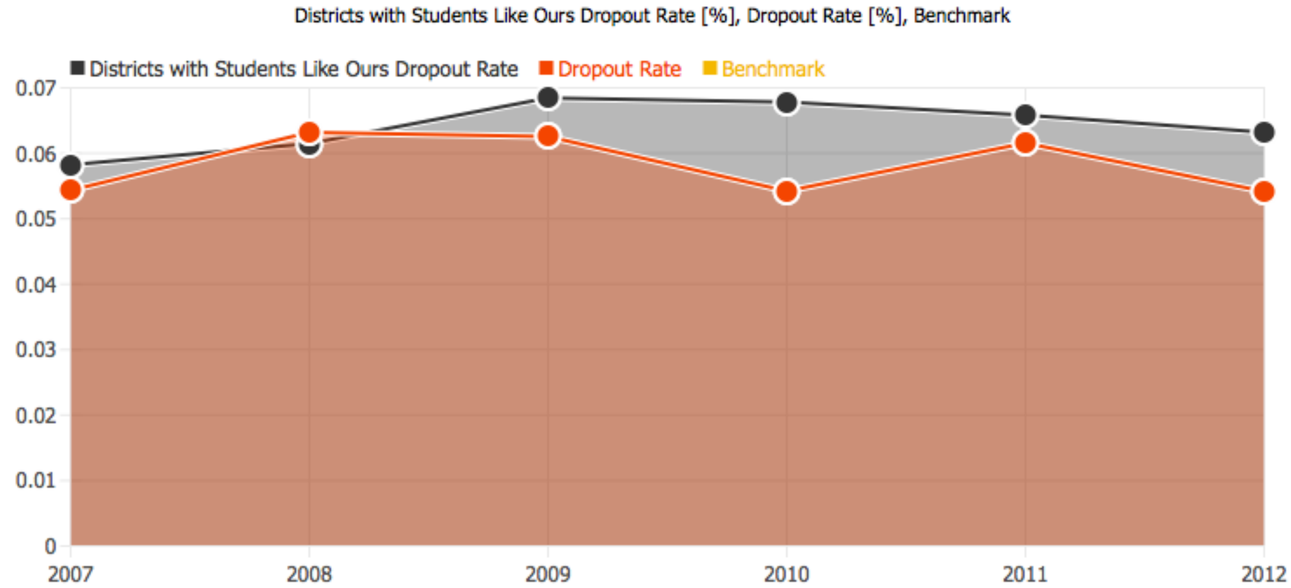
RATINGS OVER 5-YEAR PERIOD

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

Education - ANNUAL DISTRICT REPORT CARD

6-YEAR PERIOD ANNUAL DISTRICT DROPOUT RATE

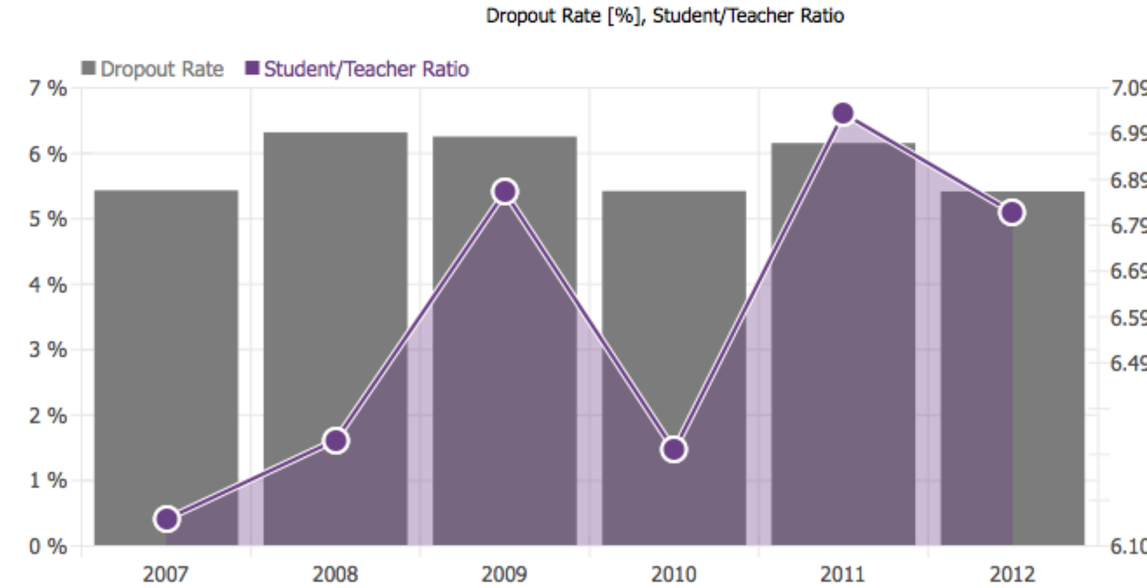
by Years From 2007 to 2014



Education - ANNUAL DISTRICT REPORT CARD

6-YEAR PERIOD ANNUAL DISTRICT DROPOUT RATE

by Years From 2007 to 2012



Education - ANNUAL DISTRICT REPORT CARD

2012 ANNUAL SCHOOL PROFILE

Logistics, shipping…

Logistics use case with major Africa Logistics company

Bolloré
AFRICA LOGISTICS

- Operational focused data analytics
- Truck delays depending on road, day etc.
- Weight of load transported
- Dispatch and load times
- Consolidated pick-up and delivery
- Paid & non-paid roads
- Overloaded trucks monitoring
- Overall financial statistics
- Operational capacity planning
- Data source Oracle DB, Excel

Logistics use case with major Africa Logistics operator

BellaDati Dashboards Reports Data sets Users Domains Settings Search...

Dalivery Duration and Delays

More... Edit Share Export Variables and filters Comments and attachments History

Overview

Date 20 / 2014

Delay Rate [%]	Avg. Delay [mins]
36.4 %	18.8 mins

No. of delay and avg. delay by days

by Days

Delay Rate [%], Avg .Delay

10000 % 7500 % 5000 % 2500 % 0 %

150 100 50 0 -50 -100 -150 -200 -250 -300 -350 -400

Delay Rate
Avg .Delay

May 6, 2014 May 8, 2014 May 9, 2014 May 10, 2014 May 11, 2014 May 14, 2014 May 16, 2014 May 17, 2014 May 18, 2014

Apr 30, 2014 (Delay Rate)
5000 % %

Custom drilldown
Commodity
Set drilldown
Add comment

Delays By Location

Delay

Kasembo
KASEMBO
Rainbow
Sabot
Zalawi

Delay by Haulier

Haulier

Delay

Zalawi (332.2300177688466/1,520.460946676641)

Rainbow (36.32217347796419/1,520.460946676641)

KASEMBO (97.11598578440459/1,520.460946676641)

1,520.460946676641

Kasembo (716.2126448379618/1,520.460946676641)

Delay by Haulier

No. of delay and avg. delay by Day of Week

Day of Week

Delay Rate [%], Avg. Delay

Logistics POC for SingPost (last mile time optimisation analytics)

BellaDati Dashboards Reports Data sets Users Search...

Postal Delivery and Financial Analysis

More...

Edit | Share | Export | Variables and filters | Comments and attachments | History

Key Performance Metrics

Revenue (Month) [$]	Delivery Amount (Month)	Delivery Amount (Today)	Average Daily Delivery Amount	No. of Speedposts
+10.62% 8,849,304	+2.42% 40,969	+11.5% 446	455.2	52

Variables and filters

benchmark 2000

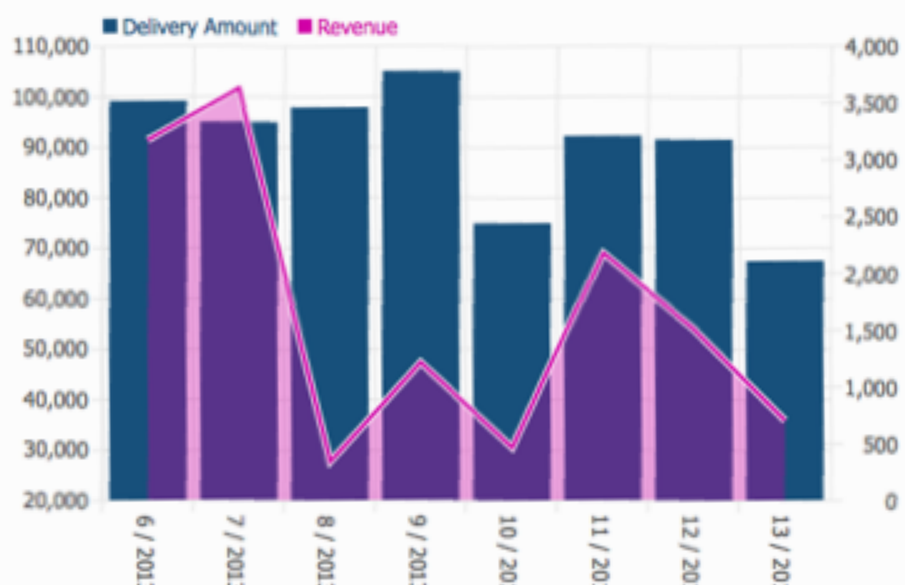
today 3/20/2013

Save Edit

Delivery Amount vs. Revenue (Last Two Months)

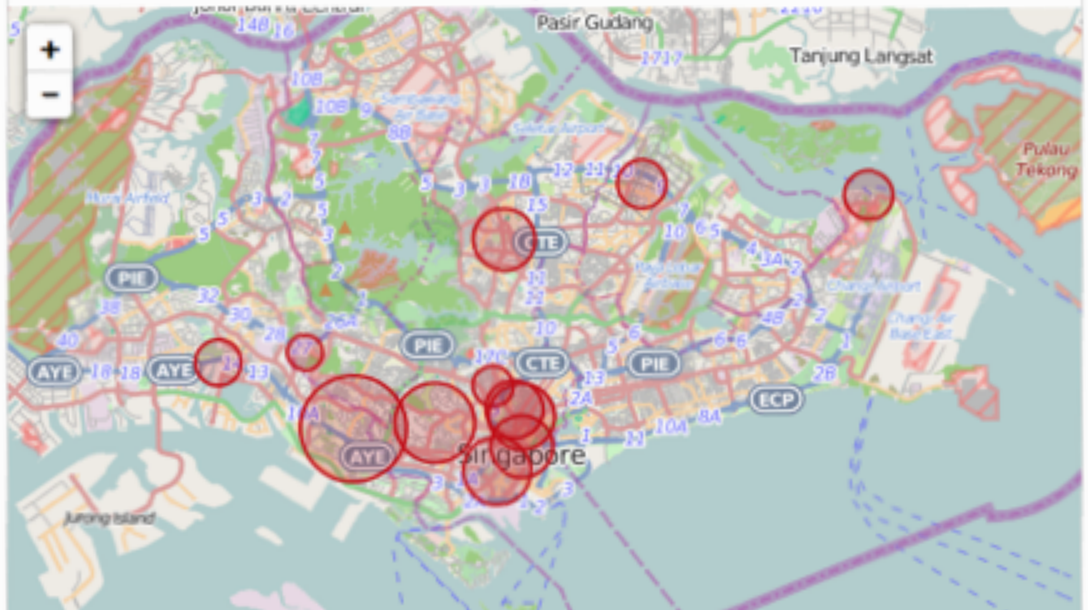
by Weeks From 6 / 2013 to 13 / 2013

Delivery Amount , Revenue [$]



Delivery Amount by Location

Delivery Amount



Beyond standard logistics data. Last mile delivery optimalization 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)

Have a big fleet but act as a small ship. Be agile. Create any report without coding. Generate new profits.

Operational efficiency

Customer experience

→

New business model

- Customer loyalty analytics
- Consolidate pick-up and delivery
- Short and min-term capacity planning
- Service improvement & product innovation
- Longterm demand forecast for transport
- Financial demand & supply chain analytics
- Supply chain disruption analytics

The aggregation of shipment records comprising origin, destination, type of goods, quantity is an extensive source of valuable market intelligence

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.

PHILIPS Building Analytics

More...

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PHILIPS

Key Indicators

Max KW used	# Lights Overrides
72.8 KW	91 times

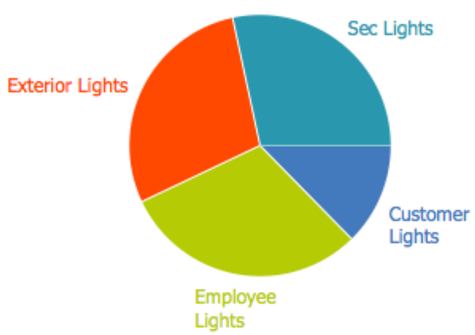
Temperature

Average Outside Temp	Average Inside Temp
70.9 °F	75 °F

Light Types

Datasource property name

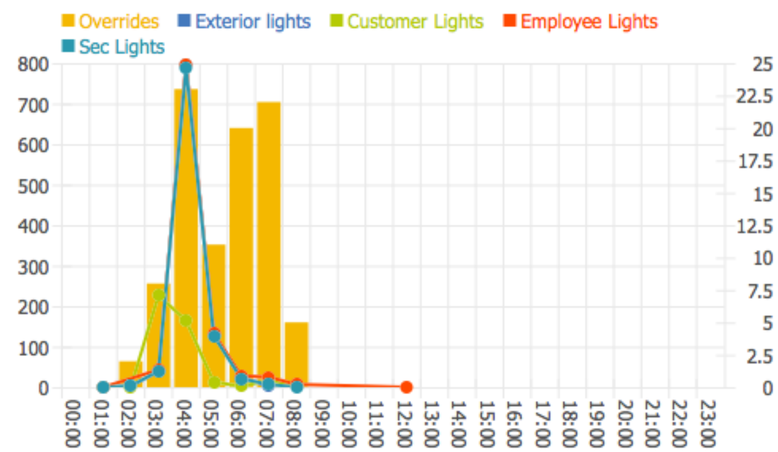
Number of Sources



Lights

by Hours

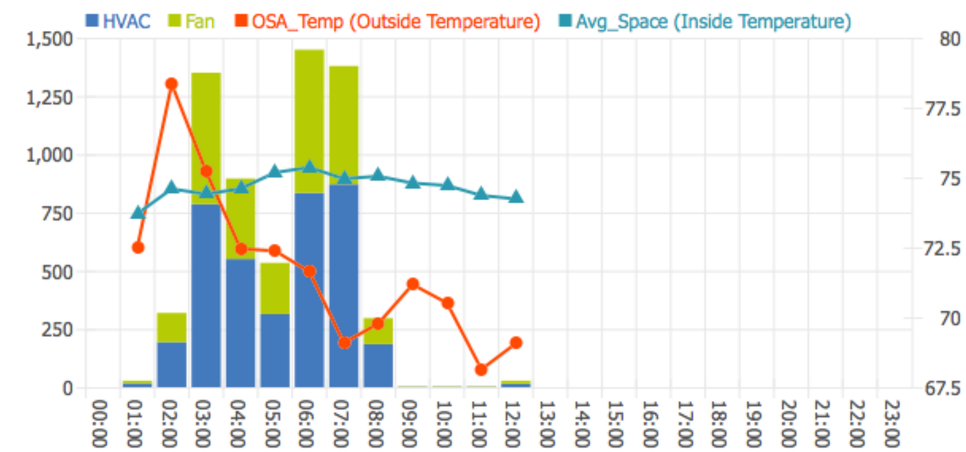
Overrides, Exterior lights, Customer Lights, Employee Lights, Sec Lights



Temperature vs HVAC/Fan

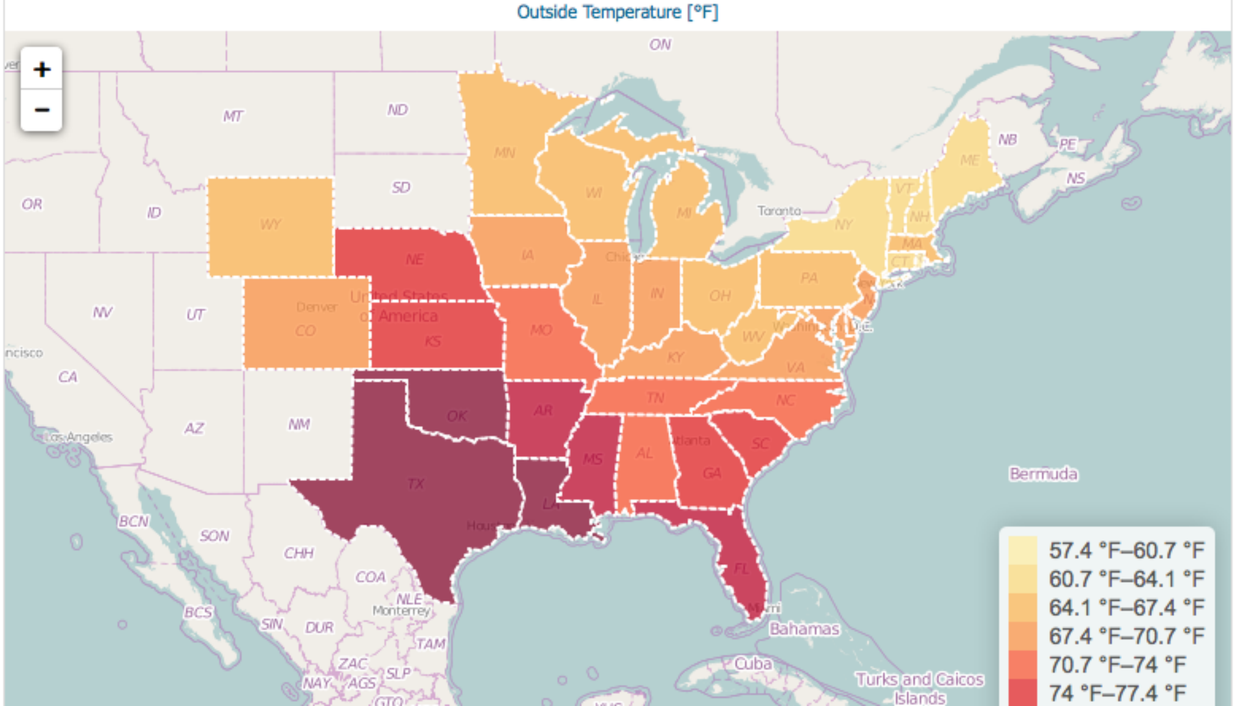
by Hours and Datasource name

HVAC/Fan on, Outside Temperature, Inside Temperature



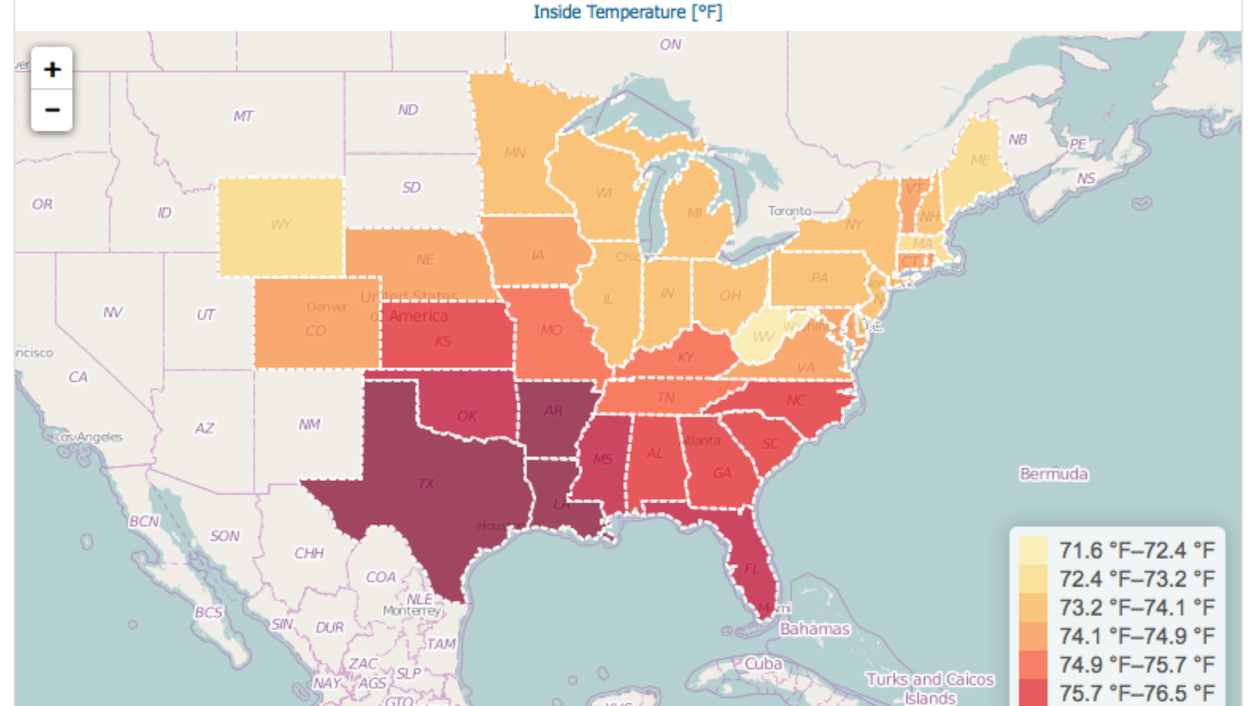
Average Outside Temperature by State

Outside Temperature [°F]



Average Inside Temperature by State

Inside Temperature [°F]



TELCO - Roamers Voice Events

More...

Edit | Share | Export | Variables and filters | Comments and attachments | History

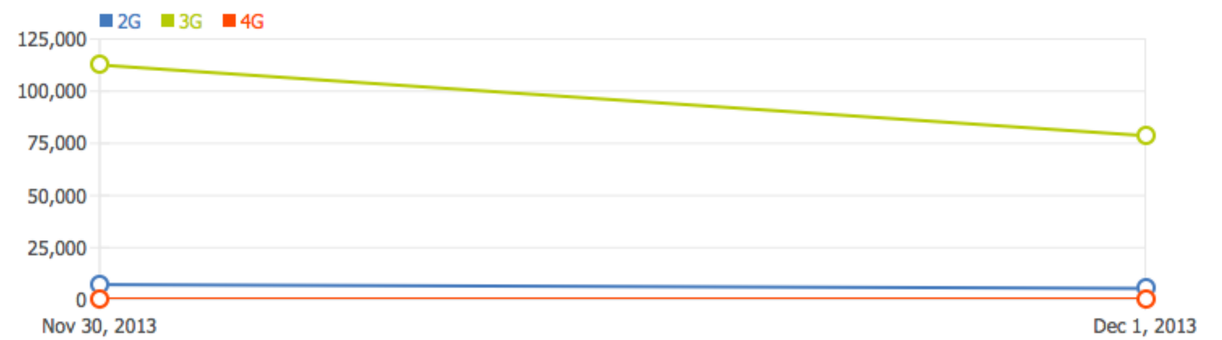
Voice Events Overview

Voice 2G	Voice 3G	Voice 4G
11,970	190,487	0

Voice Events by Days

by **Days** and **Type** From Nov 30, 2013 to Dec 1, 2013

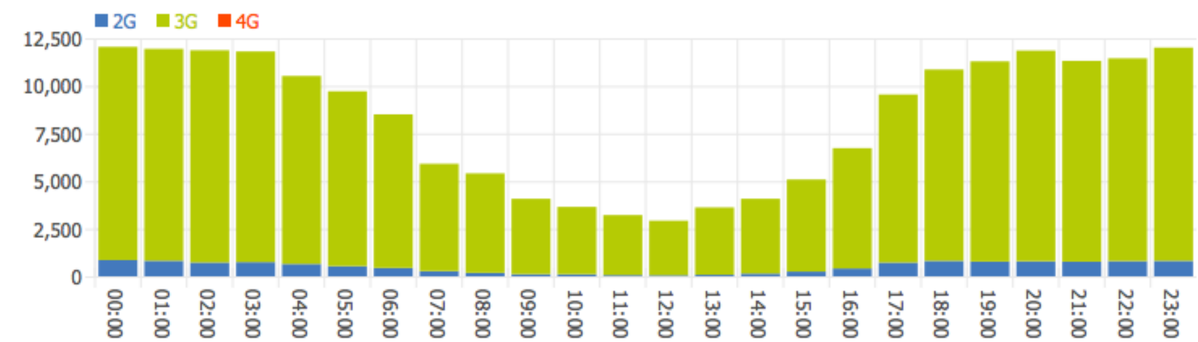
Voice



Voice Events over Day

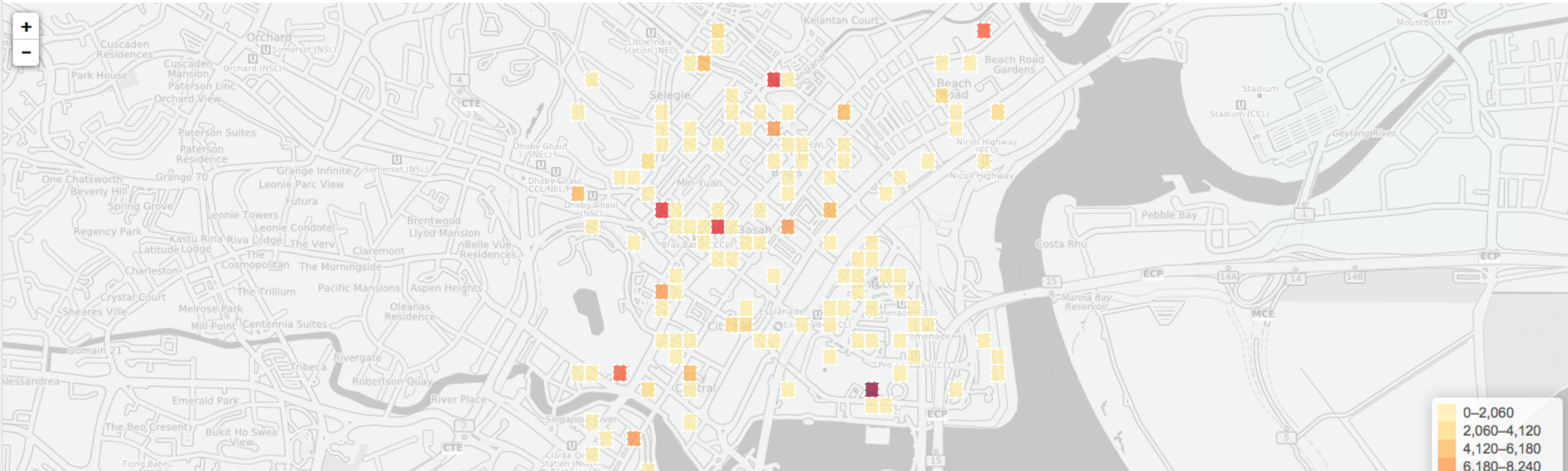
by **Hours** and **Type** From Nov 30, 2013 to Dec 1, 2013

Voice



Voice Data

Voice



There is more use cases and success stories at :

partner.belladati.com

Q&A

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