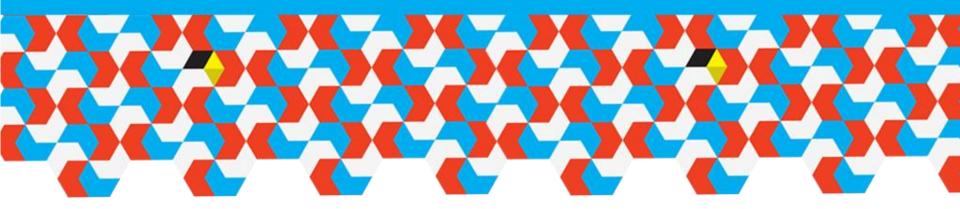


Sydney BA User Group 14th June 2012





IBM Cognos Forum 2012 Melbourne

Mary-Jane Goddard
CTP – BA Pre-Sales

14 June 2012



Welcome Night

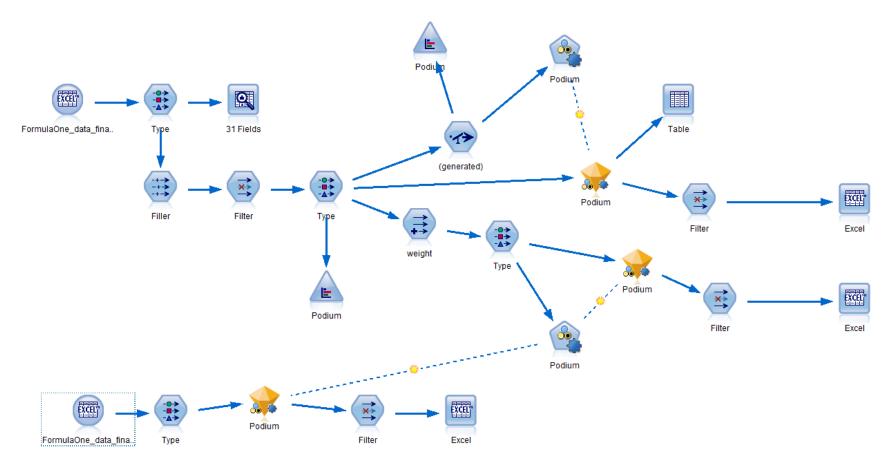


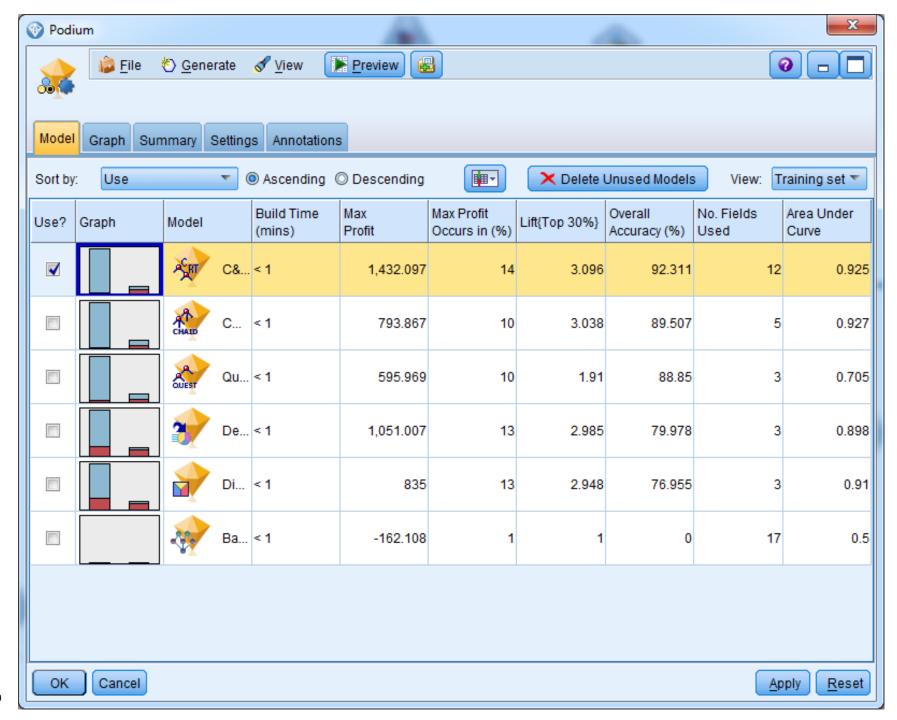


Highlights

- Racing Theme
- Eric Yau and Don Cambell
 - Now, Future and Vision
- Great Food
- Release of IBM Cognos TM1 10
- Hot of the Press was Cognos Insight
- Great mix of Customer, IBM and Partner Presenations
- Australian Rock Night
- Ended with drinks, prize winners

SPSS Model





And....the Result Melbourne F1 2012

Actual Result

- 1. Jenson Button
- 2. Sebastian Vettel
- 3. Lewis Hamilton
- 4. Mark Webber
- 5. Fernando Alonso

Podium Prediction

- 1.Jenson Button 1
- 2.Lewis Hamilton 1
- 3. Sebastian Vettel
- 4. Mark Webber
- 5. Nico Rosberg





Customer Presentations



Thank you











































Why should we care about data visualisation?





Some Examples





Before



Region	Retailer country	Product line	Product type	Quantity	Revenue	Planned revenue	Gross margin	Gross profit
Asia Pacific	Australia	Personal Accessories	Binoculars	25,537	\$2,954,943.38	\$3,190,714.01	43.6110%	\$1,104,623.31
Southern Europe	Austria	Personal Accessories	Binoculars	34,388	\$4,452,917.02	\$4,627,332.05	46.0563%	\$1,891,304.20
Central Europe	Belgium	Personal Accessories	Binoculars	27,083	\$3,358,134.23	\$3,527,164.70	44.6223%	\$1,381,587.08
Americas	Brazil	Personal Accessories	Binoculars	33,105	\$4,137,656.74	\$4,340,517.88	44.3745%	\$1,698,780.70
Americas	Canada	Personal Accessories	Binoculars	65,621	\$7,975,997.42	\$8,421,092.58	44.0715%	\$3,118,995.93
Asia Pacific	China	Personal Accessories	Binoculars	72,796	\$8,743,628.50	\$9,269,383.23	46.2259%	\$3,423,203.30
Northern Europe	Denmark	Personal Accessories	Binoculars	15,078	\$1,786,149.21	\$1,917,745.82	44.2174%	\$694,173.63
Northern Europe	Finland	Personal Accessories	Binoculars	39,502	\$4,636,490.05	\$4,961,682.89	43.1688%	\$1,738,618.49
Central Europe	France	Personal Accessories	Binoculars	68,986	\$8,600,259.73	\$9,042,264.59	45.3332%	\$3,517,760.09
Central Europe	Germany	Personal Accessories	Binoculars	63,393	\$7,768,141.64	\$8,194,672.35	45.3595%	\$3,128,883.41
Southern Europe	Italy	Personal Accessories	Binoculars	41,546	\$5,037,224.41	\$5,325,269.96	44.9245%	\$2,001,658.19
Asia Pacific	Japan	Personal Accessories	Binoculars	87,761	\$10,897,655.58	\$11,439,396.67	45.7619%	\$4,460,841.31
Asia Pacific	Korea	Personal Accessories	Binoculars	47,090	\$5,478,379.06	\$5,854,140.76	44.4398%	\$2,054,143.54
Americas	Mexico	Personal Accessories	Binoculars	39,617	\$4,605,057.70	\$4,934,107.80	43.7201%	\$1,730,476.38
Northern Europe	Netherlands	Personal Accessories	Binoculars	45,303	\$5,472,350.32	\$5,809,918.14	46.4875%	\$2,207,933.33
Asia Pacific	Singapore	Personal Accessories	Binoculars	47,011	\$5,669,699.37	\$6,004,208.82	45.7014%	\$2,233,667.86
Southern Europe	Spain	Personal Accessories	Binoculars	36,601	\$4,437,503.75	\$4,691,590.80	45.4878%	\$1,749,940.99
Northern Europe	Sweden	Personal Accessories	Binoculars	17,755	\$2,217,291.99	\$2,339,357.15	45.4449%	\$910,065.26
Central Europe	Switzerland	Personal Accessories	Binoculars	22,652	\$2,942,174.82	\$3,071,583.17	46.3258%	\$1,238,107.22
Central Europe	United Kingdom	Personal Accessories	Binoculars	58,250	\$6,986,671.58	\$7,428,399.93	43.3512%	\$2,717,094.29



After

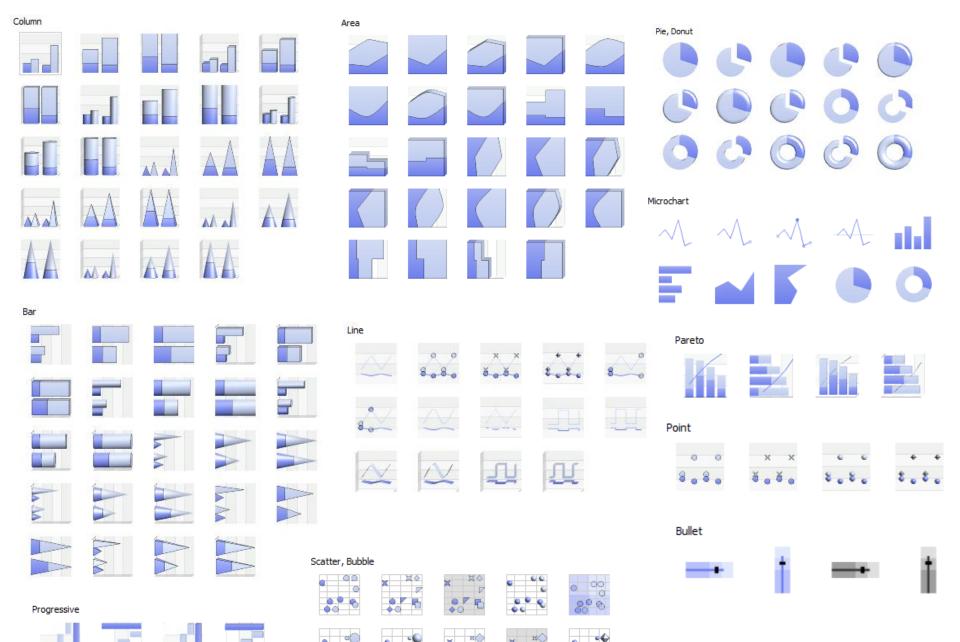


Region	Retailer country	Product line	Product type	Quantity	Revenue	Planned revenue	Gross margin	Gross profit
Americas	Brazil	Camping Equipment	Cooking Gear	358,178	\$7,259,471	\$8,037,623	— 42.8%	\$2,820,798
			Lanterns	136,894	\$3,607,746	\$3,829,395	 42.4%	\$1,544,325
			Packs	77,404	\$9,967,344	\$10,618,688	▼ 39.7%	\$3,928,614
			Sleeping Bags	88,124	\$8,676,351	\$9,361,092	 4 0.4%	\$3,404,718
			Tents	91,738	\$15,321,583	\$16,149,954	▼ 35.8%	\$4,858,293
		Golf Equipment	Golf Accessories	86,583	\$1,456,218	\$1,614,866	▲ 57.2%	\$895,636
			Irons	10,542	\$6,866,791	\$7,377,856	4 6.3%	\$3,200,877
			Putters	36,289	\$2,981,546	\$3,516,042	4 6.3%	\$1,419,870
			Woods	8,865	\$8,745,493	\$9,325,561	 47.8%	\$4,197,813
		Mountaineering Equipment	Climbing Accessories	150,837	\$2,148,393	\$2,235,311	▲ 50.8%	\$1,102,395
			Rope	10,976	\$3,026,813	\$3,194,125	▼ 31.4%	\$953,865
			Safety	33,236	\$2,431,815	\$2,575,977	▼ 38.0%	\$906,005
			Tools	70,906	\$3,718,250	\$3,885,733	—41.3%	\$1,562,482
		Outdoor Protection	First Aid	22,278	\$344,511	\$373,000	▲ 53.7%	\$166,177
			Insect Repellents	163,341	\$1,044,649	\$1,088,025	▲ 64.3%	\$688,961
			Sunscreen	143,320	\$719,494	\$742,900	▲ 57.1%	\$428,060
		Personal Accessories	Binoculars	33,105	\$4,137,657	\$4,340,518	44.4%	\$1,698,781
			Eyewear	651,019	\$27,209,699	\$27,318,478	42.3%	\$11,007,358
			Knives	217,138	\$4,601,169	\$4,785,459	 47.8%	\$1,822,509
			Navigation	57,766	\$6,163,347	\$6,426,513	▼ 37.1%	\$2,312,235



What We Have







What We Need

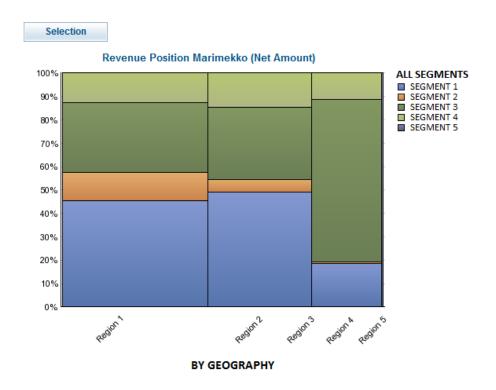




A Customer Example: Jabil

Defined reporting standard – consistent look and feel

- Bar & line: Easily spot monthly, quarterly and yearly trends for more accurate forecasting
- Bubbles: Size of the bubble measures profitability
- Marimekko: Understand the proportional relationship



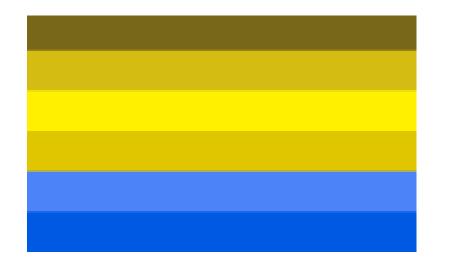




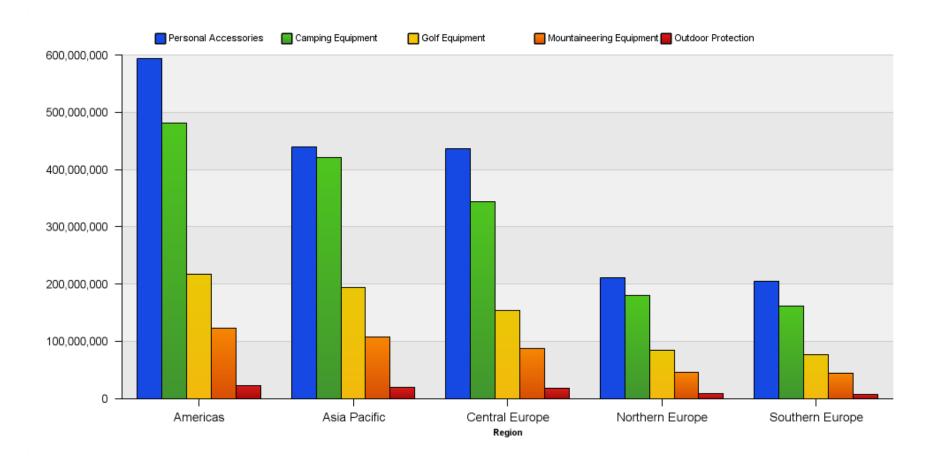
Colour blindness

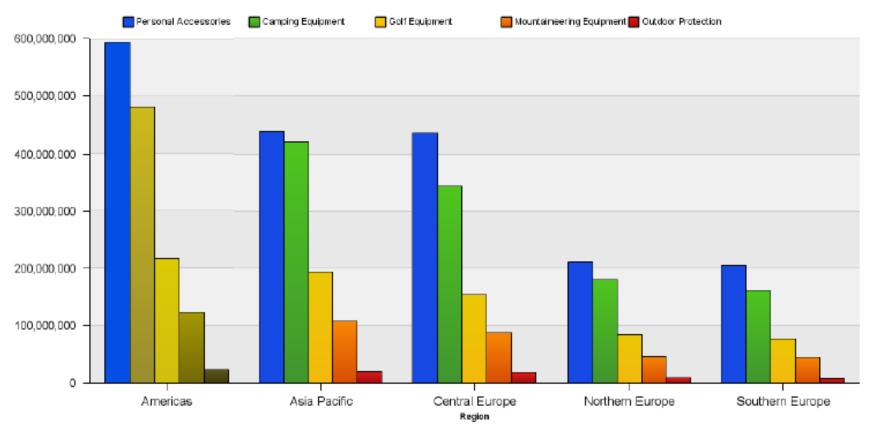




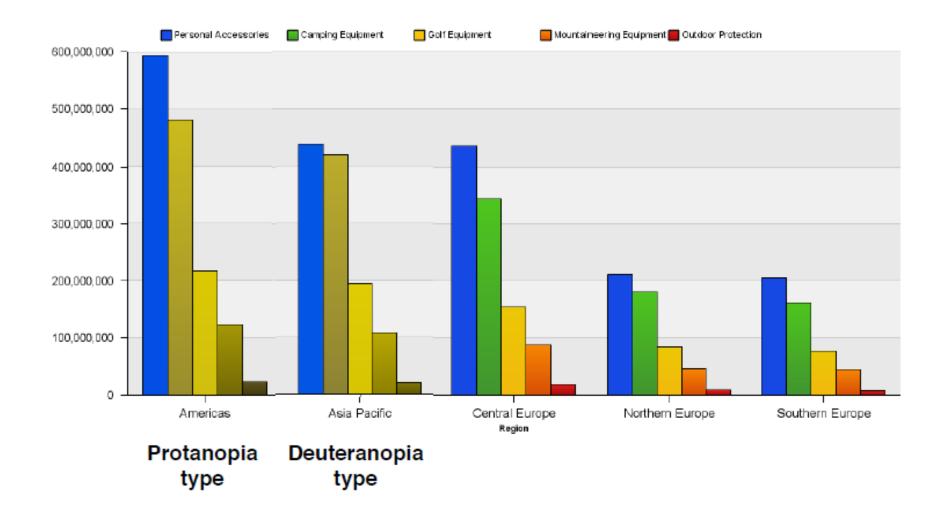


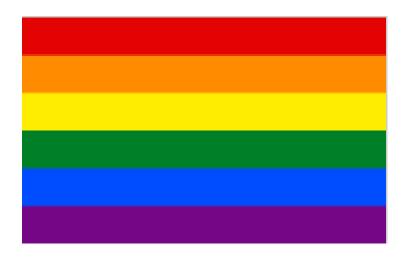


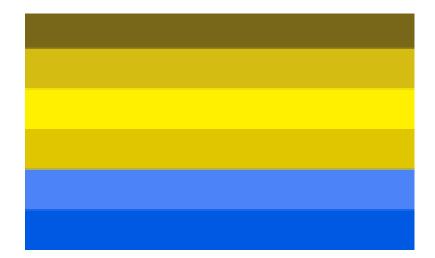




Protanopia type







Protanopia Not able to see Red



Deuteranopia confuse blues and greens, greens and reds



A Customer Example: Central Queensland University



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35

on Property of the state of the



Renovators Delight





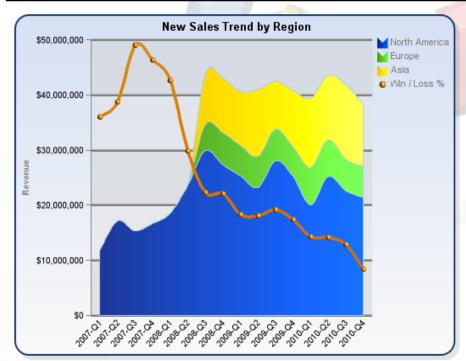
Before

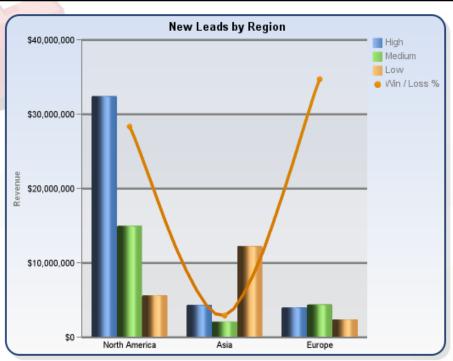




Quarterly Sales Performance

Status	Trend	Region	Revenue	Attainment	Contribution	% of Target
•	4	North America	\$53,293,587	90.0%	64.0%	-
•	*	Europe	\$11,047,017	92.8%	13.3%	-
•	<u> </u>	<u>Asia</u>	\$18,924,708	118.4%	22.7%	





	Metrics	North America				<u>Europe</u>		<u>Asia</u>		
Wetrics		<u>High</u>	<u>Medium</u>	Low	<u>High</u>	<u>Medium</u>	Low	<u>High</u>	<u>Medium</u>	Low
	Revenue	\$32,494,049	\$15,064,456	\$5,735,082	\$4,109,061	\$4,477,486	\$2,460,470	\$4,429,959	\$2,160,654	\$12,334,095
	Growth %	(3.1%)	(17.5%)	5.1%	3.1%	(7.9%)	50.3%	13.2%	16.8%	(6.0%)
	Inquiry Rate	27.9%	23.9%	17.2%	17.4%	13.9%	15.6%	20.5%	13.2%	21.6%
	Win / Loss %	36.8%	23.0%	22.2%	40.1%	22.5%	54.1%	29.8%	24.4%	14.0%
	Market Share	8.0%	4.2%	1.9%	2.4%	2.5%	6.6%	4.0%	2.8%	2.4%



After

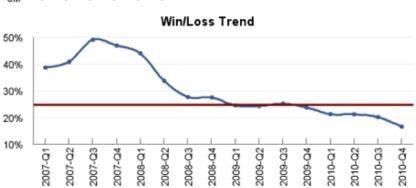


Quarterly Sales Performance

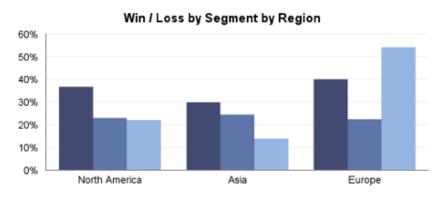


Region	Status	Quarterly Trend	% of Target	Revenue	Attainment	Contribution
North America	_	~~~~	-	\$53,293,587	90.0%	64.0%
Europe	_		-	\$11,047,017	92.8%	13.3%
Asia				\$18,924,708	118.4%	22.7%





Revenue by Segment and Region (USD) High Medium Low Low Hom OM



	North America				Europe		Asia			
	High	Medium	Low	High	Medium	Low	High	Medium	Low	
Revenue	\$32,494,049	\$15,064,456	\$5,735,082	\$4,109,061	\$4,477,486	\$2,460,470	\$4,429,959	\$2,160,654	\$12,334,095	
Growth %	-3.1%	-17.5%	5.1%	3.1%	-7.9%	50.3%	13.2%	16.8%	-6.0%	
Inquiry Rate	27.9%	23.9%	17.2%	17.4%	13.9%	15.6%	20.5%	13.2%	21.6%	
Win / Loss %	36.8%	23.0%	22.2%	40.1%	22.5%	54.1%	29.8%	24.4%	14.0%	
Market Share	8.0%	4.2%	1.9%	2.4%	2.5%	6.6%	4.0%	2.8%	2.4%	



References

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Colour – Where do you Start?



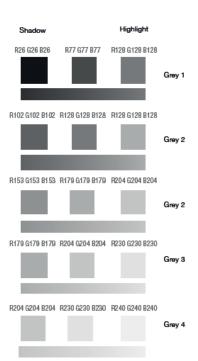




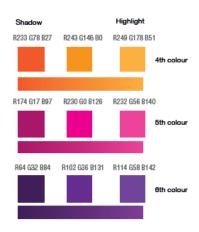
Primary

Shadow Highlight R10 G147 B208 R46 G171 B226 R121 G205 B244 Primary colour R178 G25 B25 R227 G9 B23 R229 G39 B43 Primary colour R127 G32 B111 R149 G27 B129 R170 G64 B144 3rd colour

Grey palette



Extended



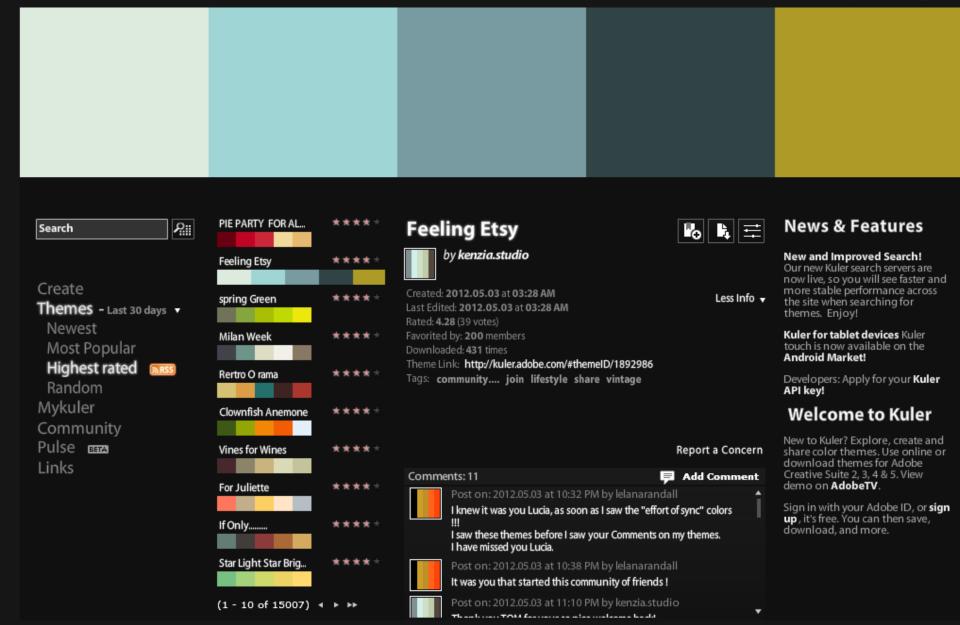


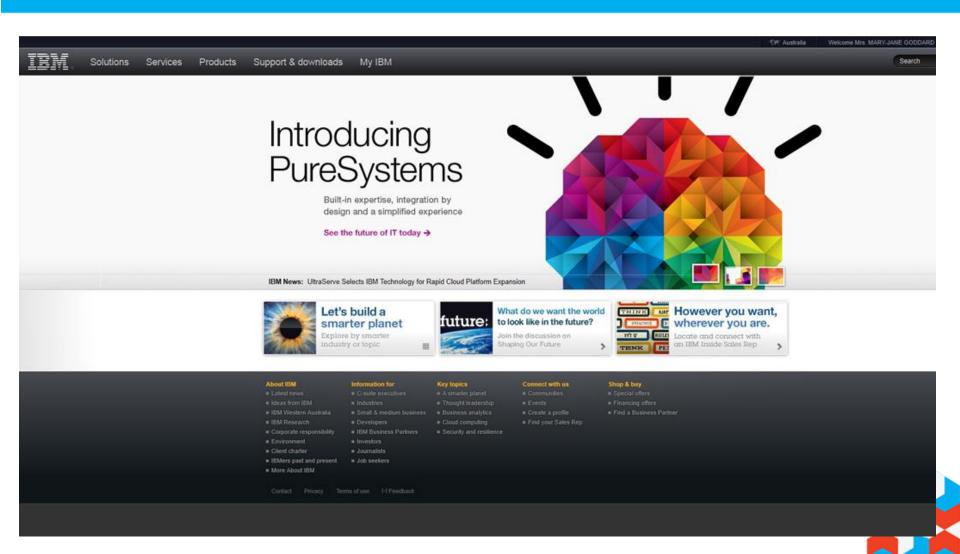


Kuler

http://kuler.adobe.com/







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Create

From a Color

From an Image

Themes Mykuler Community Pulse BETA Links

Select a Mood Colorful

Muted

Deep Dark

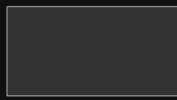


Title:



Public Private

Tags:



h Upload



Create From a Color From an Image

Themes
Mykuler
Community
Pulse

Select a Rule

Analogous Monochromatic Triad

Complementary Compound Shades

Custom



Title:

IBM

Tags:

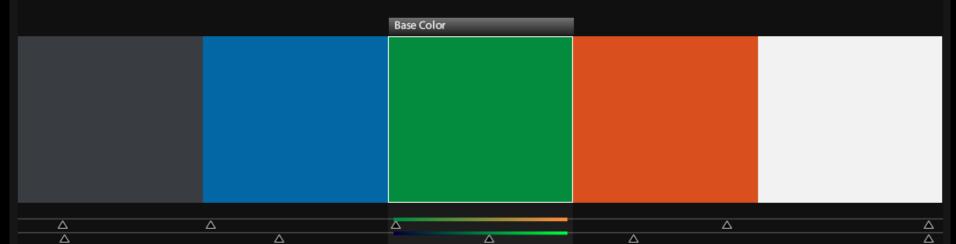
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LAB	52	52	54	
HEX	D95	01E		

	HSV	0	0	95	
٠	RGB	242	242	242	
	CMYK	0	0	0	5
	LAD	OF			

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HEX F2F2F2



Cognos Insight Update



IBM Cognos Insight 10.1

Data: Self sufficient authoring and data flexibility



Visualize:

Complete control
over the look and feel



IBM

With Next Release of Cognos Insight

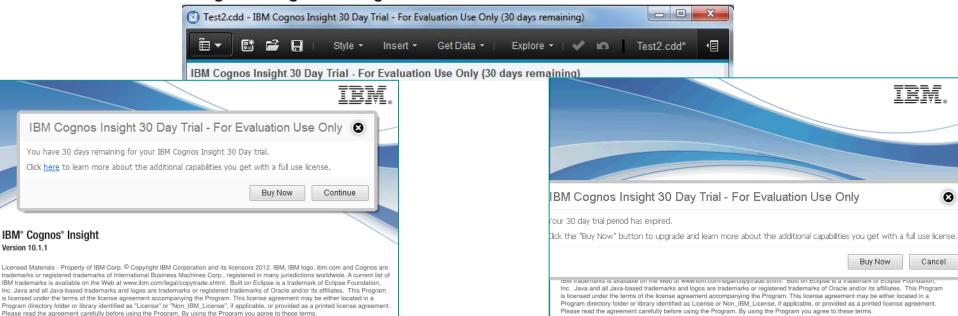
- Released 12th June 2012
- 30 day Free Trial
- Fully Accessible
- http://www.analyticszone.com/





Cognos Insight 10.1.1 - 30 Day Trial Edition

- Along with Cognos Insight Standard Edition a separate evaluation version of CI 10.1.1 is also available at no cost from analyticszone.com which has functionality similar to the Standard Edition of Cognos Insight with the following exceptions:
 - Cognos Insight 30 Day Trial only supports xls and csv file import, and not ODBC or Cognos reports or TM1 Cube Views
 - Workspaces created in IBM Cognos Insight 30 Day Trial cannot be shared or published to IBM Cognos BI, IBM Cognos TM1 or IBM Cognos Express servers
 - The banner at the top of the Cognos Insight 30 Day Trial interface clearly indicates that a trial edition of Cognos Insight is being used



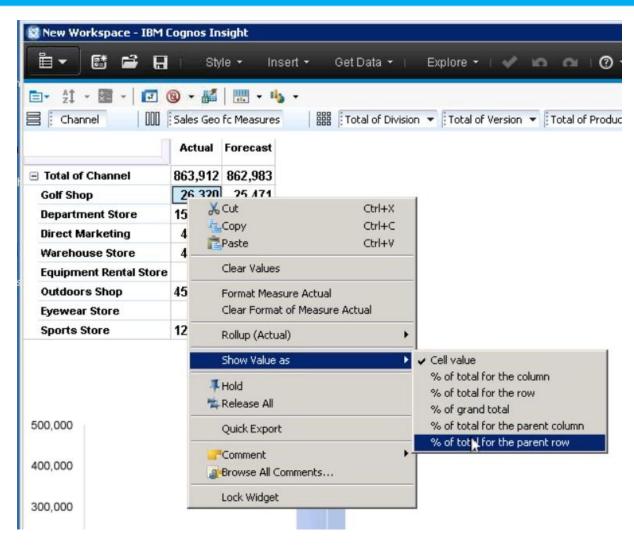
Top 6 from the Labs for Cognos Insight

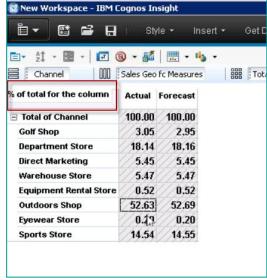
- 1. Show values as % Like PowerPlay
- 2. Chart Interactivity for what if
- 3. Formatting
- 4. Simplified Menus
- 5. Updated Guided Import
- 6. Date Dimension





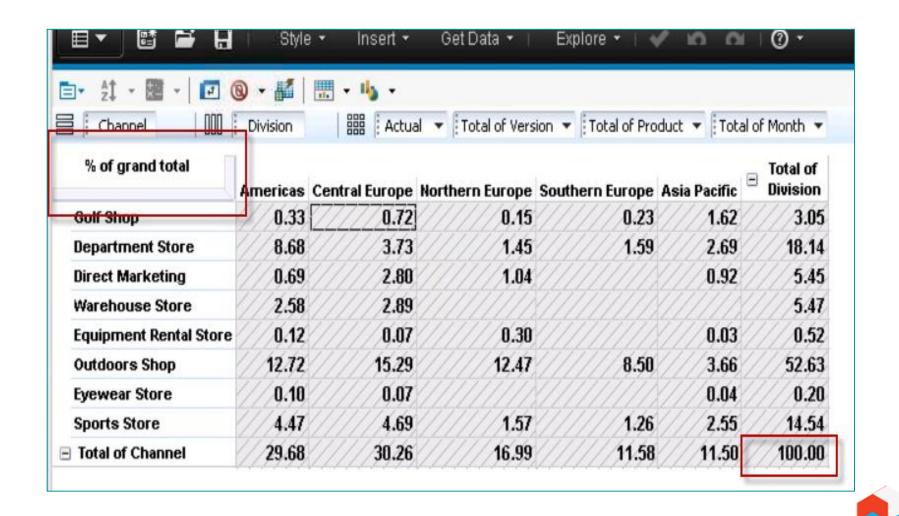
1. Show values as % - Like PowerPlay





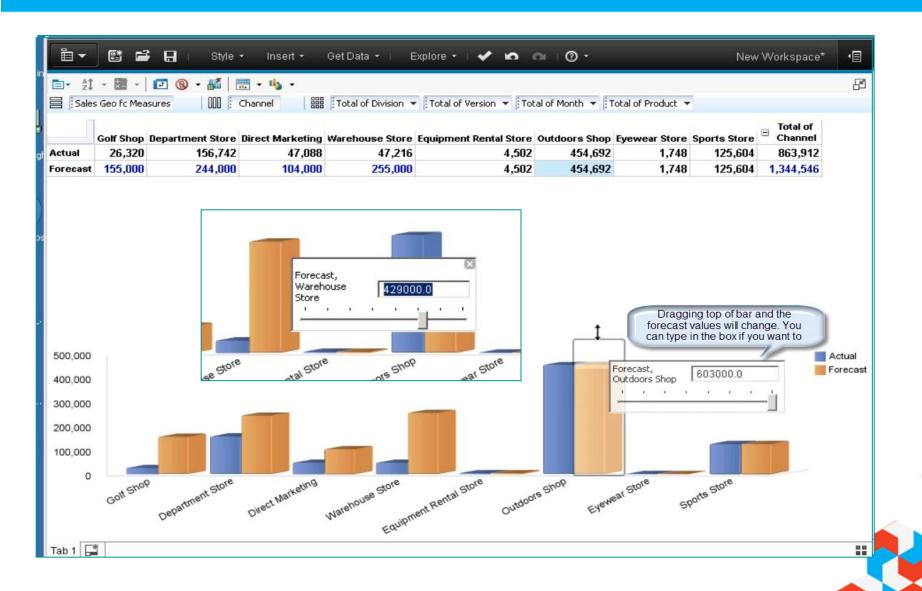


1. Show values as % - Like PowerPlay



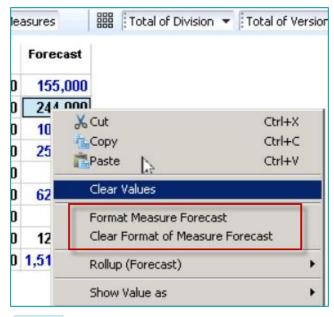


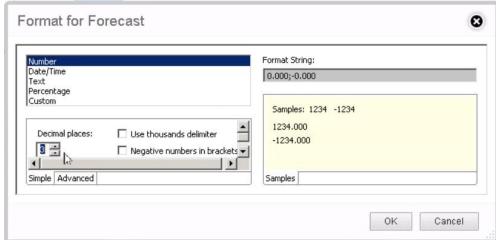
2. Chart Interactivity for what if





3. Formatting

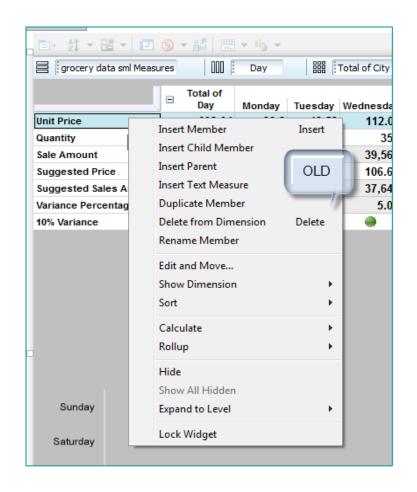


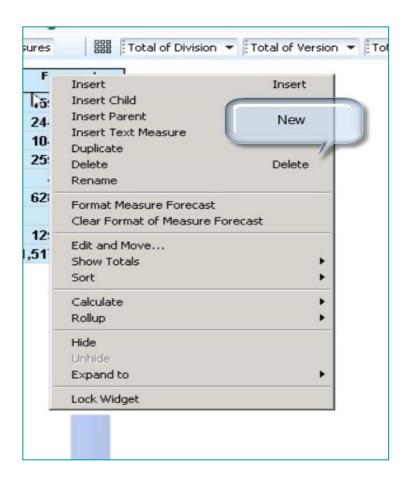




IBM.

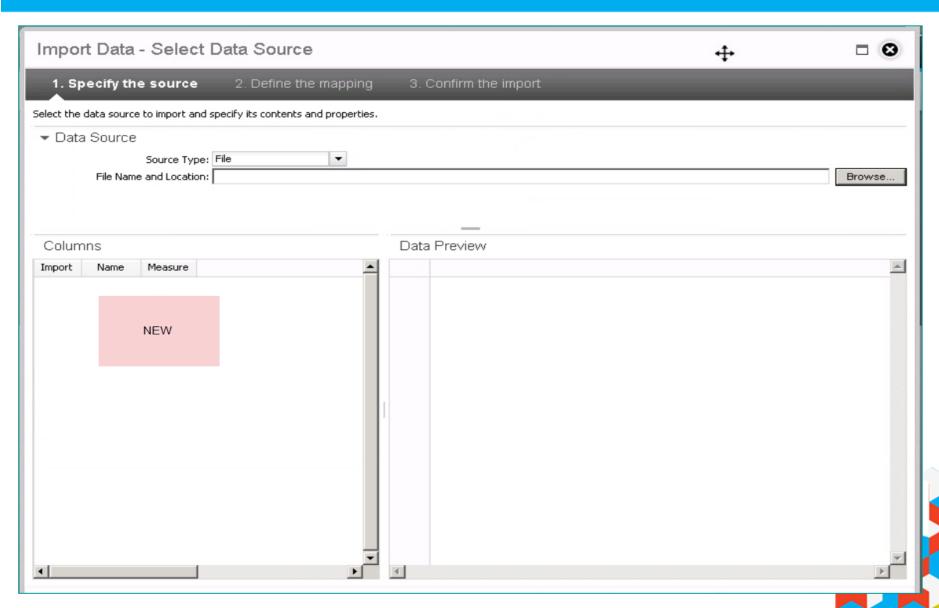
4. Simplified Menus

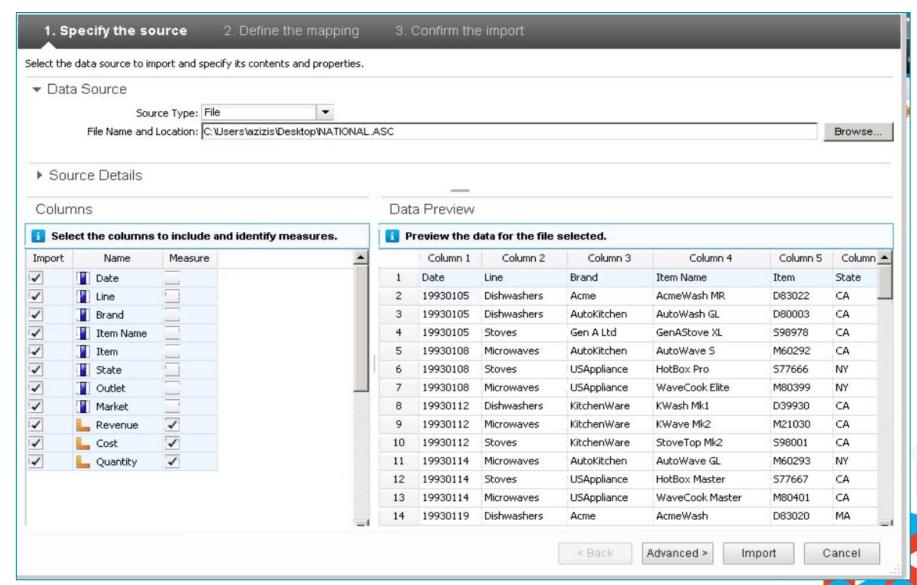




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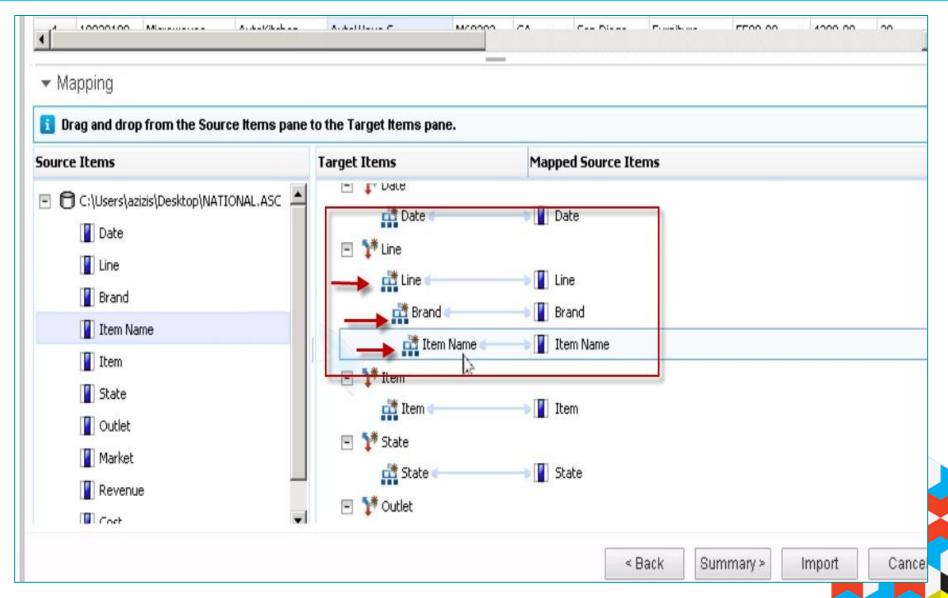




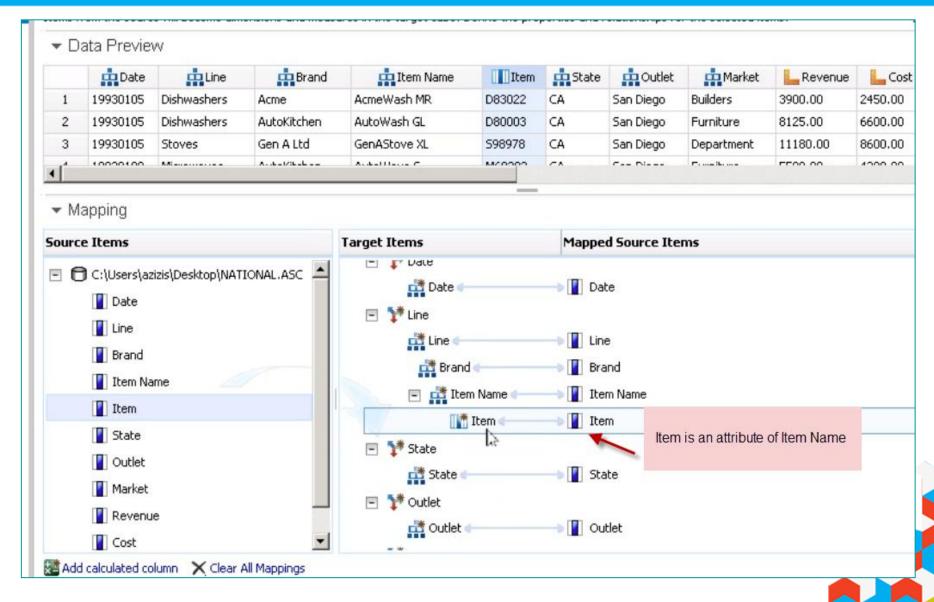


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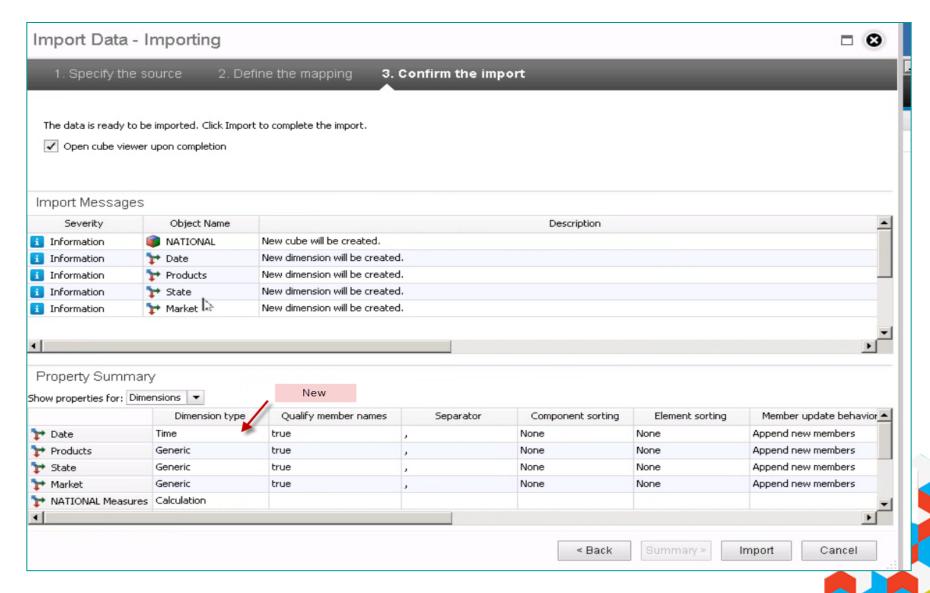




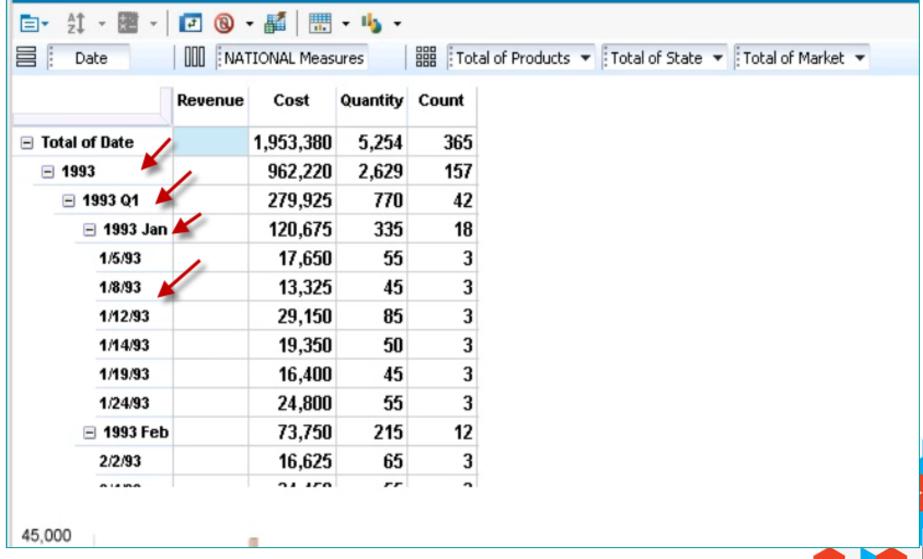








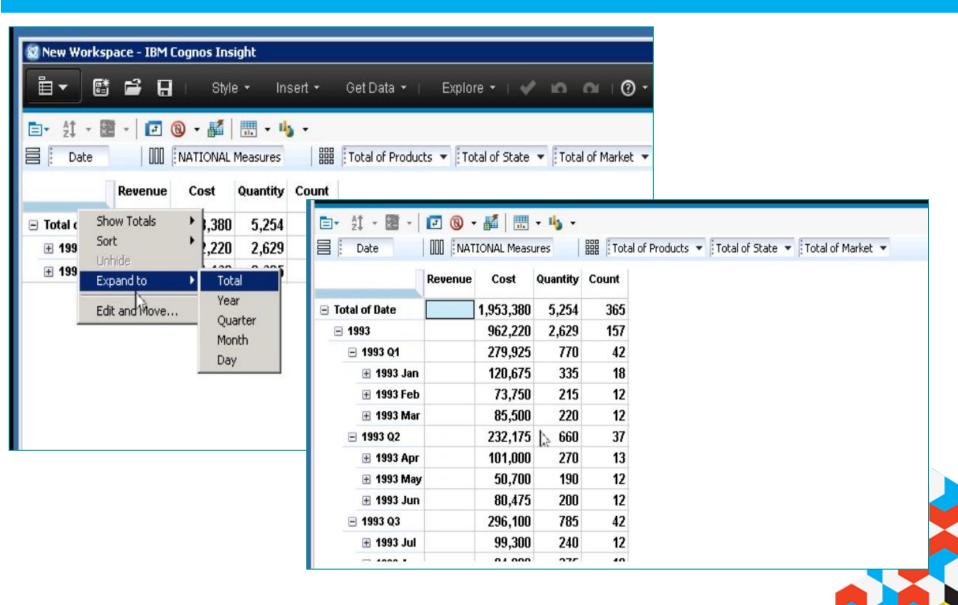
6. Date Dimension



IBM

6. Date Dimension

66



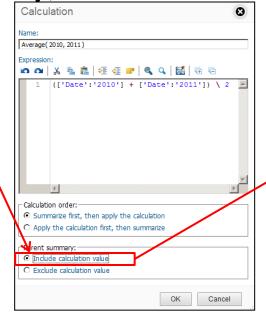
Calculations in Parent

- The default options for new calculations have changed.
 - -Previously, when you created a calculation, the value of the calculation was automatically included in any parent summaries. The default is now to exclude the calculation value from any parent summaries.

-To include the calculation value in parent summaries, right-click the calculation, click Calculate, and then click Edit this calculation. Then,

<u>under Parent summary, click Include calculation value.</u>

	Total of
□ Total of Date	10,032,084
2010	4,939,449
∄ 2010 Q1	1,405,006
∄ 2010 Q2	1,213,220
∄ 2010 Q3	1,499,466
∄ 2010 Q4	821,757
2011	5,092,635
∄ 2011 Q1	825,952
∄ 2011 Q2	2,187,555
∄ 2011 Q3	1,131,672
∄ 2011 Q4	947,456
Average(2010, 2011)	5,016,042



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		Total of ■ State
(∃ Total of Date ∃	15,048,126
	⊡ 2010	4,939,449
	⊞ 2018 Q1	1,405,006
	₫ 2010 Q2	1,213,220
	⊞ 2010 Q3	1,499,466
	 2010 Q4	821,757
	2011	5,092,635
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	⊞ 2011 Q3	1,131,672
	 2011 Q4	947,456
	Average(2010, 2011)	5,016,042
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Questions









Thank you

