An Overview of IBM Business Analytics Forum 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




| Model Graph Summary Seltings Annotations |
| :---: | :---: | :---: | :---: |



## 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




$\star^{*}{ }^{*}$

* Southern Cross

University
A new way to think


NEWS \& MEDIA
DENNIS FAMILY
HOMES
eren er


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 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Aasia 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 | - 40.4\% | \$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 | - $46.3 \%$ | \$3,200,877 |
|  |  |  | Putters | 36,289 | \$2,981,546 | \$3,516,042 | - $46.3 \%$ | \$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





 Bar


Area


Pie, Donut
? co$\square$

0

0


Microchart


Line


Pareto


Point


Bullet

## Scatter, Bubble

Progressive
+



## What We Need

Column


Bar



Progressive


Line


Scatter, Bubble


Microchart


Pareto


Point

$$
\frac{00}{8.80} \quad \frac{x}{x-x_{0}}
$$

Bullet


## 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
Not able to see Red


Deuteranopia confuse blues and greens, greens and reds

## A Customer Example: Central Queensland University



## Renovators Delight

## Before

## Quarterly Sales Performance

| Status | Trend | Region | Revenue | Attainment | Contribution | \% of Target |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\bigcirc$ | 4 | North America | \$53,293,587 | 90.0\% | 64.0\% | $\square$ |
| $\bigcirc$ | 4 | Europe | \$11,047,017 | 92.8\% | 13.3\% | $\square$ |
| $\bigcirc$ | 4 | Asia | \$18,924,708 | 118.4\% | 22.7\% | $\square \square \square$ |




|  | 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\% |

## After

| 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 |  | $\cdots$ | I | \$18,924,708 | 118.4\% | 22.7\% |



## References



## Colour - Where do you Start?

## Kuler

## http：／／kuler．adobe．com／






Create
From a Color
From an Image


Title:

$\square$

| Create | Select a Rule <br> From a Color |
| :--- | :--- |
| Analogous |  |
| From an Image | Monochromatic |
| Themes | Triad |
| Mykuler | Complementary |
| Community | Chadeund |
| Pulse छEזA | Custom |
| Links |  |




O it Public

- 2 Private

To save a copy, change the title.


## Cognos Insight Update

## IBM Cognos Insight 10.1

Data: Self sufficient authoring and data flexibility


Analyze: Explore data and model scenarios

Complete control over the look and feel

Share:
Share results with others

## With Next Release of Cognos Insight

- Released $12^{\text {th }}$ June 2012
- 30 day Free Trial
- Fully Accessible
- http://www.analyticszone.com/


## Coonos 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


IBM Cognos Insight 30 Day Trial - For Evaluation Use Only (30 days remaining)

## 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



| Wew Workspace－IBM Cognos Insight |  |  |  |
| :---: | :---: | :---: | :---: |
| 品下 匰 「－ | St | de＊Ins |  |
|  |  |  |  |
| \％Channel |  |  |  |
| \％of total for the column | Actual | Forecast |  |
| $\square$ Total of Channel | 100.00 | 100.00 |  |
| Golf Shop | 3.05 | 2.95 |  |
| Department Store | 18.14 | 18.16 |  |
| Direct Marketing | 5.45 | 5.45 |  |
| Warehouse Store | 5.47 | 5.47 |  |
| Equipment Rental Store | 0.52 | 0.52 |  |
| Outdoors Shop | 52.63 | 52.69 |  |
| Eyewear Store | 0.47 | 0.20 |  |
| Sports Store | 14.54 | 14.55 |  |

## 1．Show values as \％－Like PowerPlay

|  | Style | Insert＞ | Get Data＊ | Explore＊ | K． | （3）${ }^{\text {－}}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |
| 号；Channel |  | 器品：Actual |  | ！Total of Product－ Total of Month＊ |  |  |
| \％of grand total | Americas Ce | tral Europe | Horthern Europe | Southern Europe | Asia Pacific | Total of Division |
| Golfshop | 0.33 | 0.72 | 0.15 | 0.23 | 1.62 | 3.05 |
| Department Store | 8.68 | 3.73 | 1.45 | 1.59 | 2.69 | 18.14 |
| Direct Marketing | 0.69 | 2.80 | 1.04 |  | 0.92 | 5.45 |
| Warehouse Store | 2.58 | 2.89 |  | （1） |  | 5.47 |
| Equipment Rental Store | 0.12 | 0.07 | 0.30 | C11010 | 0.03 | 0.52 |
| Outdoors Shop | 12.72 | 15.29 | 12.47 | 8.50 | 3.66 | 52.63 |
| Eyewear Store | 0.10 | 0.07 |  |  | 0.04 | 0.20 |
| Sports Store | 4.47 | 4.69 | 1.57 | 1.26 | 2.55 | 14.54 |
| $\square$ Total of Channel | 29.68 | 30.26 | 16.99 | 11.58 | － 11.50 | 100.00 |

## 2. Chart Interactivity for what if




Format for Forecast


## 4. Simplified Menus




## 5. Updated Guided Import



## 5. Updated Guided Import



## 5. Updated Guided Import


saranon -A



- rennan

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n

- Mapping

Drag and drop from the Source Items pane to the Target Items pane.


## 5. Updated Guided Import



## 5. Updated Guided Import



## 6. Date Dimension

|  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 吕 \% Date | 10 Cl | tional Measu |  | 㗊 Total of Products | Total of State $\boldsymbol{\text { Total of Market }}$ |
|  | Revenue | Cost | Quantity | Count |  |
| - Total of Date$1993$ |  | 1,953,380 | 5,254 | 365 |  |
|  |  | 962,220 | 2,629 | 157 |  |
| $\square 1993$ Q1 |  | 279,925 | 770 | 42 |  |
| $\square 1993$ Jan |  | 120,675 | 335 | 18 |  |
| 1/5/93 |  | 17,650 | 55 | 3 |  |
| 1/8/93 |  | 13,325 | 45 | 3 |  |
| 1/12/93 |  | 29,150 | 85 | 3 |  |
| 1/14/93 |  | 19,350 | 50 | 3 |  |
| 1/19/93 |  | 16,400 | 45 | 3 |  |
| 1/24/93 |  | 24,800 | 55 | 3 |  |
| $\square 1993 \mathrm{Feb}$ |  | 73,750 | 215 | 12 |  |
| 2/2/93 |  | 16,625 | 65 | 3 |  |
| -...n |  | n . ${ }^{\text {an }}$ | rr | $\cdots$ |  |
| 45,000 |  | $\square$ |  |  |  |

## 6. Date Dimension



## 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， under Parent summary，click Include calculation value．

|  | $\begin{gathered} \text { Total of } \\ -\quad \text { State } \end{gathered}$ |
| :---: | :---: |
| $\square$ Total of Date | 10，032，084 |
| $\square 2010$ | 4，939，449 |
| \＃ 2010 Q1 | 1，405，006 |
| \＃ 2010 Q2 | 1，213，220 |
| \＃ 2010 Q3 | 1，499，466 |
| \＃ 2010 Q4 | 821，757 |
| $\square 2011$ | 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 |



|  | $\begin{gathered} \text { Total of } \\ -\quad \text { State } \end{gathered}$ |
| :---: | :---: |
| $\boxminus$ Total of Date | 15，048，126 |
| $\square 2010$ | 4，939，449 |
| （ 2010Q1 | 1，405，006 |
| 1／ 2010 Q2 | 1，213，220 |
| 2010 Q3 | 1，499，466 |
| 2010 Q4 | 821，757 |
| $\square 2011$ | 5，092，635 |
| 团 2011 Q1 | 825，952 |
| \＃ 2011 Q2 | 2，187，555 |
| 团 2011 Q3 | 1，131，672 |
| 円 2011 Q4 | 947，456 |
| Average（ 2010， 2011 ） | 5，016，042 |

# IBM Software InformationOnDemand 2012 

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$\rightarrow$ Early Bird special ends August 31!


## Thank you

