

IBM WebSphere Commerce V8.0

Commerce Insights





Agenda

- What is Commerce Insights?
- Commerce Insights Demo
- Commerce Insights Technical Overview (Data Flows and Integrations)
- Commerce Insights with Watson Analytics Add-On Option



What is Commerce Insights?

IBM Commerce Insights transforms the customer experience through the use of predictive analytics and cognitive commerce principles to deliver customer and market insights right where it's needed - on your site, with your products and categories.

Merchandisers, product managers and marketers can now take immediate and direct action based on the performance of their business, making the best decisions to turbo-charge their business and deliver the outcomes that everyone requires – drive customer loyalty, increase revenues and improve profitability.





Why is Commerce Insights important?

Business Users Lack Insight

Needed to efficiently & effectively manage the customer experience and
drive business results





Why is Commerce Insights important?

- They spend unproductive time compiling information regarding their products and categories from internal and external sources to decide their next best action
- They struggle with contextual visibility into business metrics, inhibiting their ability to respond quickly to revenue opportunities

- They lack relevant data and insights together in a single place where they can become better informed, make decisions and take immediate action
- They need to be able to see the implications of their actions against their revenue goals and margins



Where does it fit?





Olivia Online Merchandiser Aurora

She knows her product category, she knows her competitors and she knows her customers' buying patterns. She uses modern devices and apps and feels there's a gap in her business experience.

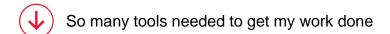
- Knows what's in style
- Knows her competition
- Digitally connected
- Very social

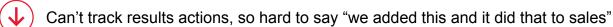


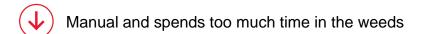
"I spend a lot of time taking manual actions, when I could be driving more sales by thinking strategically about my category"



Olivia Pain Points







Wants a strategic role by showing how we can quickly respond to revenue opportunities

Driven by calendars

Wants to work visually to create the right impression for customers



8



Olivia Needs

Part of Olivia's challenge from day to day is in understanding what's really happening "out in the wild" and to be able to get more insights in context with her business (category/season etc.), form an opinion, come up with solid ideas of how to respond, make a decision and then take action.



Reduce time spent compiling information for next best action



Quickly respond to revenue opportunities



Gain a single view of relevant customer and business data and insights



Predict the impact of actions against revenue and margin goals





The Hills

- Olivia can personalize her experience to monitor the categories, products, and pages that she manages
- Olivia can see the real-time site metrics and business data in context with the active elements she manages: categories, products and pages
- Olivia can take action in context based on insights learned from her contextual data experience





Give Merchandisers the Power

To transform their business with Commerce Insights

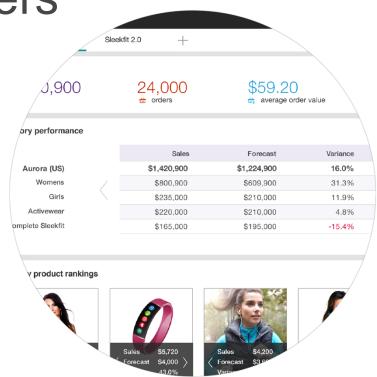
- Deep insights into customer online behavior and real-time reaction to marketing and merchandising tactics
- Pin-point causes of under-performing products and categories

- Optimize sales by predicting results and prescribing actions that inspire customers to buy
- Single point of access to relevant data and insights to quickly respond to competitor and market conditions



Pinpoint underperformers

Provides a single view of integrated information and actionable insights at the fingertips of merchandisers, product managers and marketers





Make informed decisions

Provides the ability to see the implications of business actions against revenue goals and margins





Take direct action

based on real-time information and analysis

Enable merchandisers, product managers and marketers to optimize business performance using predictive and cognitive analytics across all channels





Demo



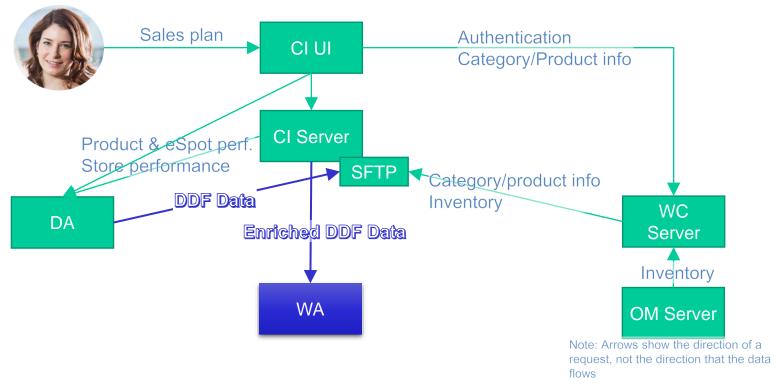
Integrating with WebSphere Commerce

- Data flows
- IBM Digital Analytics
- Product Images
- Store View Overlays
- Authentication/Authorization



Data Request Flows

 Data flows between Commerce Insights UI, Commerce Insights server, WebSphere Commerce, Digital Analytics, and Watson Analytics:





IBM Digital Analytics

- The metrics data shown in Commerce Insights is sourced from IBM Digital Analytics (DA)
 - Product performance and e-Marketing Spot performance
 - WC must be configured to send data to DA
- The accuracy of the data in Commerce Insights is highly dependent on the quality of the DA data
 - We recommend that you work with the IBM Digital Analytics teams to ensure that data is correctly collected and transmitted to DA
- DA data is retrieved via different methods:
 - Every night, Commerce Insights will call a DA REST API and retrieve the daily, weekly, and monthly reports (as appropriate)
 - The Store Performance widget in Commerce Insights will also execute direct calls to DA to retrieve topline data



Category Structure Batch Upload

- The WebSphere Commerce server needs to be configured to send updates of the category structure to Commerce Insights
- WebSphere Commerce V8.0 already contains the Data Extract scripts needed to extract this information, compress it, and send it via SFTP to the Commerce Insights FTP site
- The WebSphere Commerce administrator will need to configure an SFTP transport to transmit this data to CI
 - User name is predefined in the CI configuration UI, password must be set by the administrator in that UI
- We recommend configuring this job to run on the staging server as part of the staging propagation procedure
 - This ensures maximum synchronization of the category and product structure between WebSphere Commerce and Commerce Insights
- Note that in addition to this, Commerce Insights will also perform real-time REST calls to WC to retrieve up-to-date data for specific actions in the Commerce Insights UI
 - To allow for these calls, WC must be configured to allow out-of-domain requests from the Commerce Insights pages (CORS)



Inventory Data

- Inventory Data is transferred to the Commerce Insights FTP server from WC in a similar fashion to the category and product feed
- We assume a standard WC/OM integration has been configured with inventory loads from OM to WC
 - If you use a different inventory management system, you must ensure that inventory files in the appropriate format is loaded to the WC server
- WebSphere Commerce must be configured to transfer the inventory files to the CI FTP server



Product Images

- The Commerce Insights user interface is very product image-centric
- When displaying a product or category in Commerce Insights, we will assume that the thumbnail path in the WC database contains information about the thumbnail, either:
 - As a full URL, e.g. http://myserver/mypath/myimage.jpg, or
 - As a partial path, e.g. "mydirectory/myimage.jpg"
- If partial paths are used, the overall pattern for generating the full URL must be specified in the Commerce Insights configuration page
 - We support substitution variables, such as host name and store directory, in this path



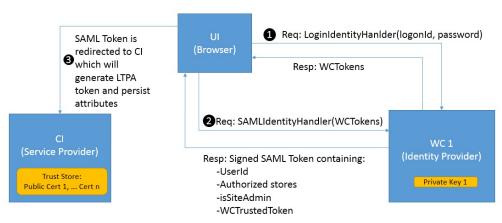
Store View Overlays

- Store View allows a user to view the actual store with Commerce Insights data overlaid on products and eSpots
 - This will be executed in Store Preview mode
 - CI and WC can communicate using HTML5 postMessage
- This assumes a set of IDs and hidden <div>s in the HTML of the store pages
 - These IDs are already included in the V8.0 Aurora store
- If you are migrating a pre-V8.0 store to V8.0, you will need to add these IDs yourself
- To support launching store preview, you also need to configure the path to use for store preview in the Commerce Insights site configuration



Authentication and Authorization

- Commerce Insights uses WC as an identity provider
 - When logging on to Commerce Insights, the credentials are passed to WC for validation
 - WC will return a set of WC authentication tokens
 - CI will then request a SAML assertion from WC, which will include the set of stores that the user has
 access to
 - This SAML assertion is passed to the CI server to generate an LTPA token, which is subsequently used as an authentication token with the CI server
- Authorization for Commerce Insights (e.g. store access) is thus configured via WC access control policies
- SAML assertion validated in CI using the WC server's public SAML certificate
 - This must be uploaded
- Single-sign-on to Management Center via cached WC authentication tokens





Summary of Integration Actions

- To summarize, the following actions are required to integrate with Commerce Insights:
 - Ensure that (correct!) data is sent from your WC stores to IBM Digital Analytics
 - Generate SAML certificate for WC and provide the public certificate to IBM
 - Set password for the CI FTP user in the CI administration interface
 - Configure CORS on WC to allow CI-domain requests
 - Configure the product image URL pattern in CI
 - · Optionally, ensuring that the URLs follow a pattern with the product SKU as part of the URL
 - Configure catalog structure upload from WC to CI
 - Sample configuration is already included with V8.0
 - Configure inventory upload from WC to CI
 - · If not using OM, create custom inventory upload to the CI FTP server
 - Ensure that the store pages include the necessary < div>s for overlaying CI data on store pages
 - If using the V8.0 Aurora store, this is already done



IBM Watson Analytics



Watson Analytics, a cloud-based service, helps you to discover new insights about your business, through the data set loaded by you

Explore feature:

- Analyze your data set and provides several starting points for you to use. You can also ask a question or enter keywords to discover patterns that affect your business
- Explore and visualize your data, create and compare multiple visualizations by using bar charts, bubble charts, tree maps, and other visualization types

Predict feature:

 Runs predictive analysis tests and shows you the top key drivers for your targets

Assemble feature:

 Share the analysis and insights that you discovered in Explore and Predict



Integration with Watson Analytics

- An add-on to Commerce Insights allows you to explore your store performance data (daily, weekly, monthly) in Watson Analytics
- Require to purchase WA Professional or Personal Edition subscription separately
- Configurations:
 - Enable IBM Digital Analytics Export to export daily Digital Data Feed (DDF) to Commerce Insights via sFTP
 - Provide a Watson Analytics account user id and password in Commerce Insights Admin UI

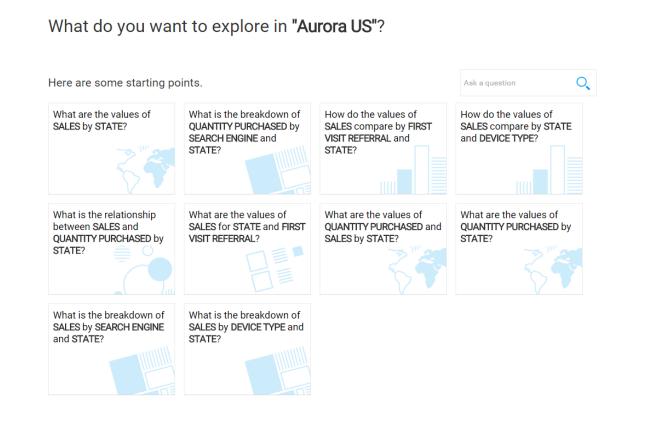


Web Analytics Data feed (daily, weekly, monthly) to explore in Watson Analytics

PRODUCT ID	An ID value used to describe the product			
RODUCT NAME The name of the product in the cart				
CATEGORY ID The unique identifier for the product category				
TOP CATEGORY	The highest-level category of your hierarchy			
BOTTOM CATEGORY	The lowest-level category of your hierarchy			
QUANTITY PURCHASED	The quantity of items purchased			
SALES	The purchase amount			
CITY	The city of the visitor			
STATE	The state of the visitor			
COUNTRY	The country of the visitor			
MOBILE DEVICE Indicates whether it is a mobile device				
DEVICE TYPE	Indicates the device type, if it is a mobile device			
	Indicates the device model, if it is a mobile device			
DEVICE MODEL				
	If the session pertains to a first time visitor, this field includes the URL			
FIRST VISIT REFERRAL	that referred the visitor to the site			
REFERRAL NAME	The name of the referral in the clickstream			
SEARCH ENGINE	Search engine used in the clickstream, if applicable			
PURCHASE TIMESTAMP Time of the data capture				



Use Starting Point Questions to explore your store data in Watson Analytics

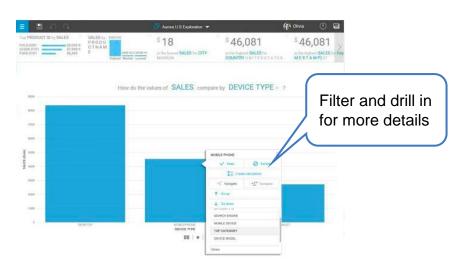


Aurora US Exploration ▼



Ask Your Questions to explore data in Watson Analytics

- What are the values of Sales by Device Type? Or values of sales for tablet?
 - Then drill down by states, by top category...



- What are the values of Sales by Search Engine?
- What is the trend of Sales over day for a category XXX?



Thank You!



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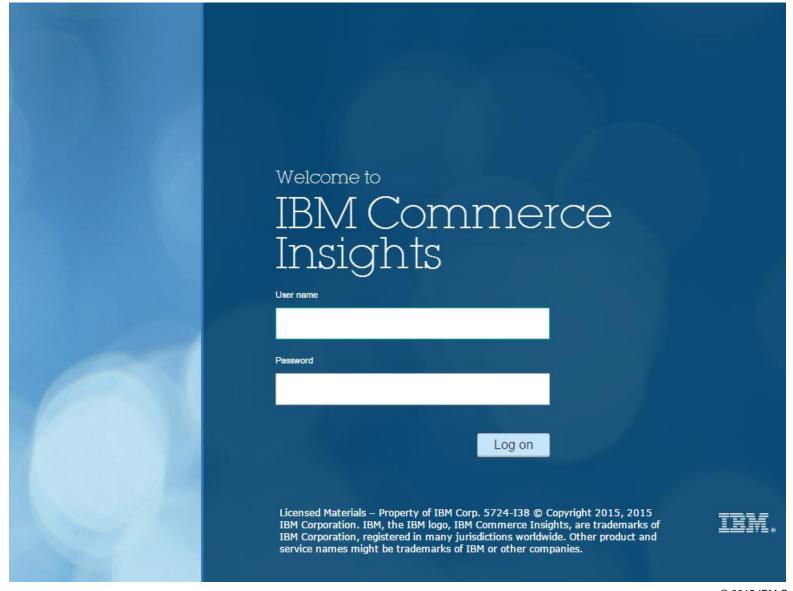
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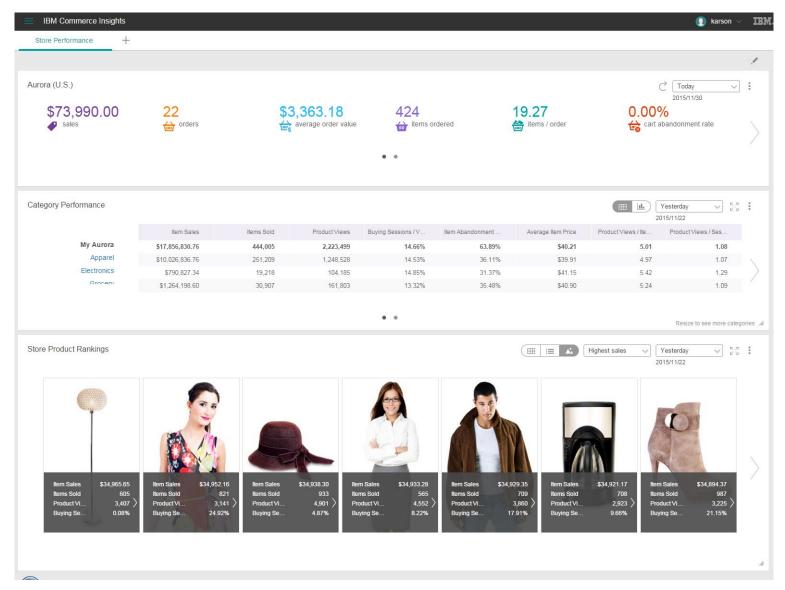


IBM Commerce Insights





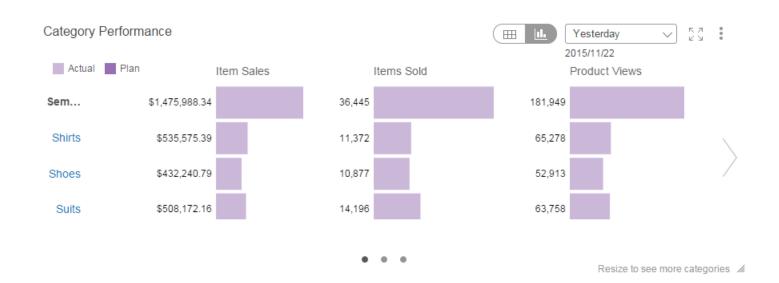
Workspace - Store Performance





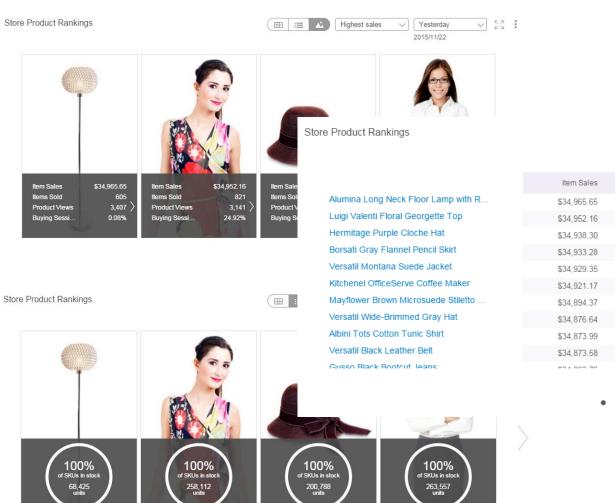
Category Performance







Store Product Ranking



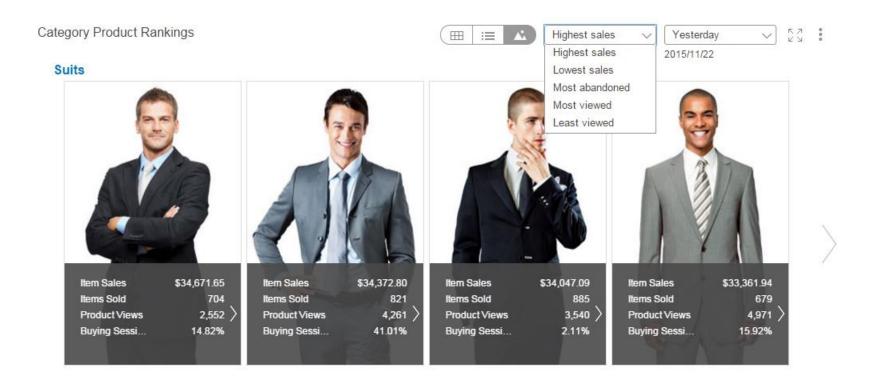
Ⅲ Ⅲ △	Highest sales	~	Yesterday	~	K ZI	
			2015/11/22			

Item Sales	Items Sold	Product Views	Buying Sessions /	
\$34,965.65	605	3,407	0.08%	
\$34,952.16	821	3,141	24.92%	
\$34,938.30	933	4,901	4.87%	
\$34,933.28	565	4,552	8.22%	
\$34,929.35	709	3,860	17.91%	
\$34,921.17	708	2,923	9.66%	
\$34,894.37	987	3,225	21.15%	
\$34,876.64	660	4,081	38.40%	
\$34,873.99	578	3,200	13.69%	
\$34,873.58	796	2,999	8.58%	
604.000.70	077	2.054	44.000/	

Resize to see more 🔏

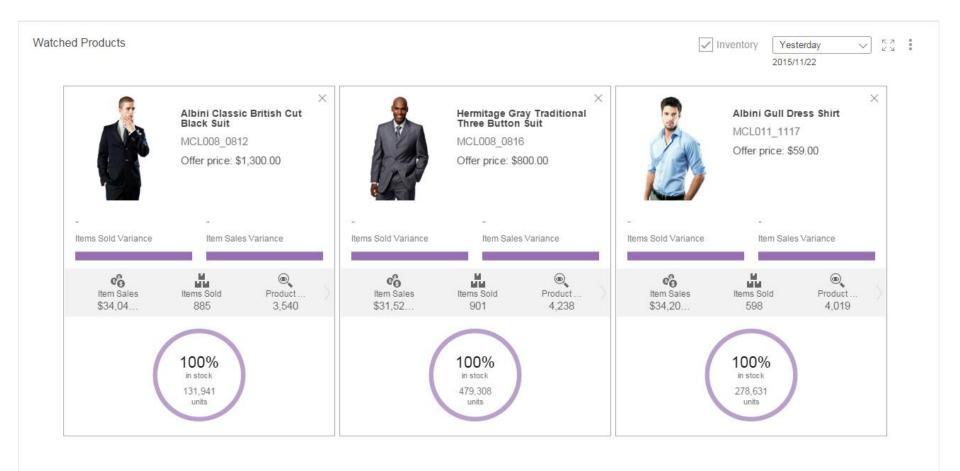


Category Product Rankings



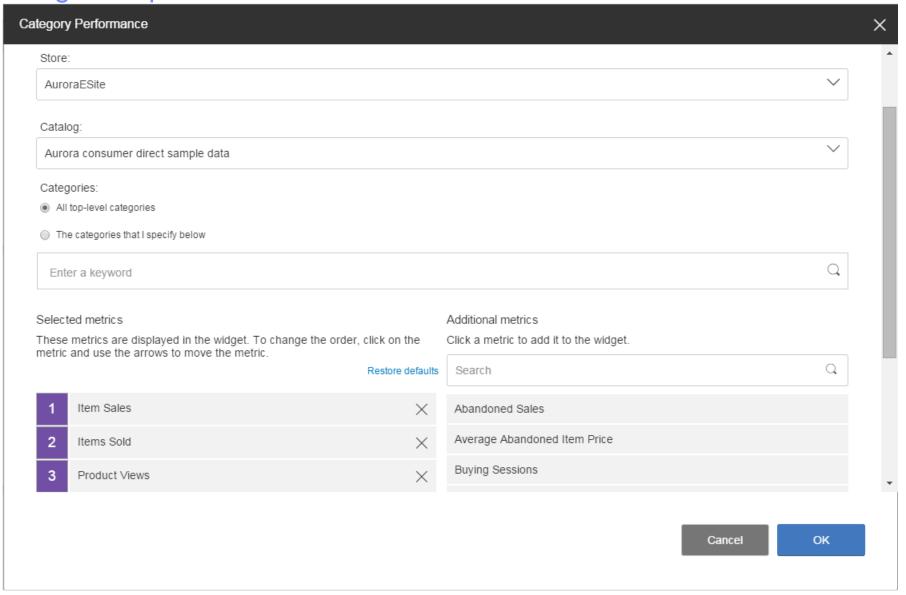


Watch Product



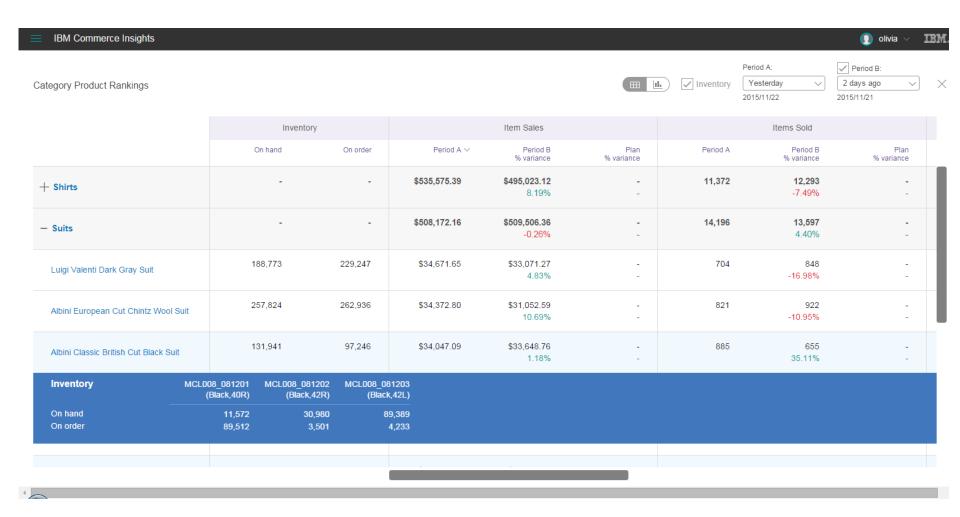


Widget Properties



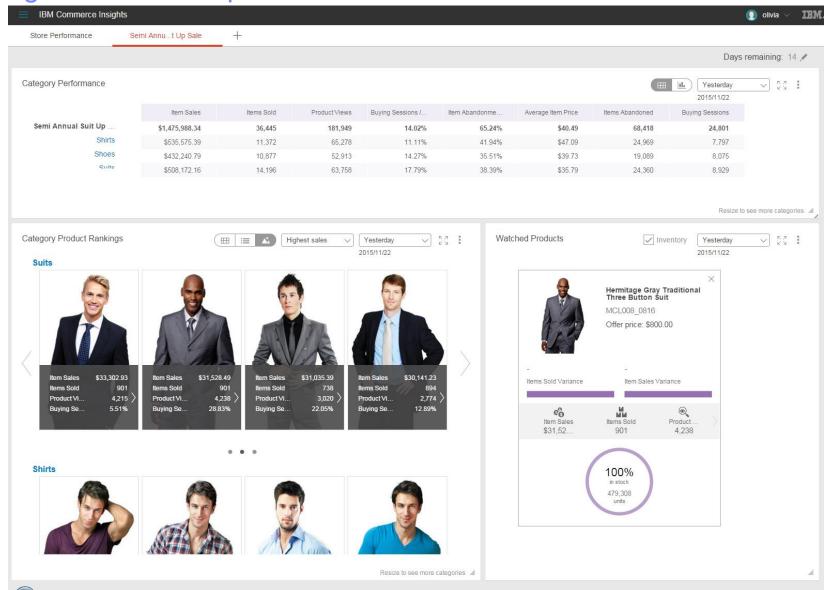


Widget Detail View



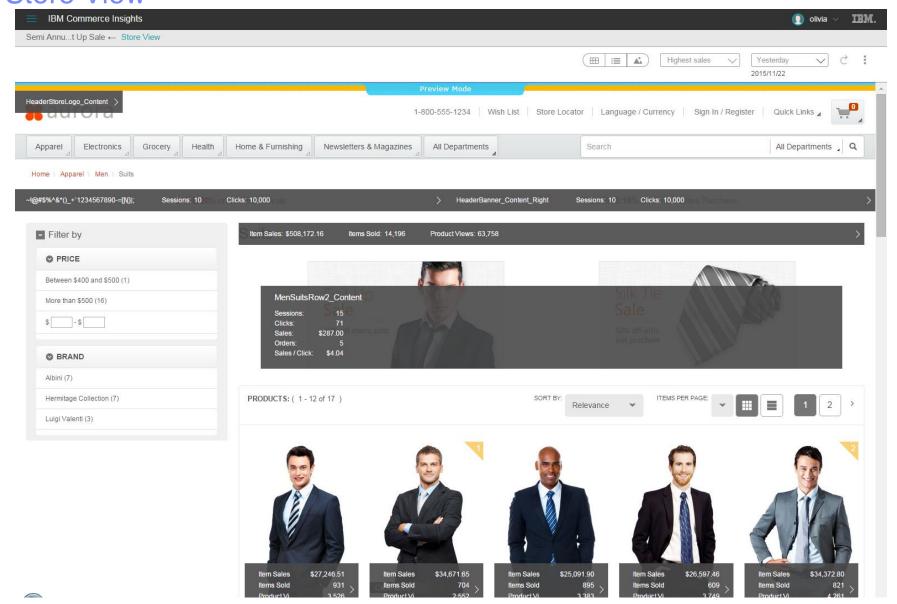


Widget Re-size/Re-position





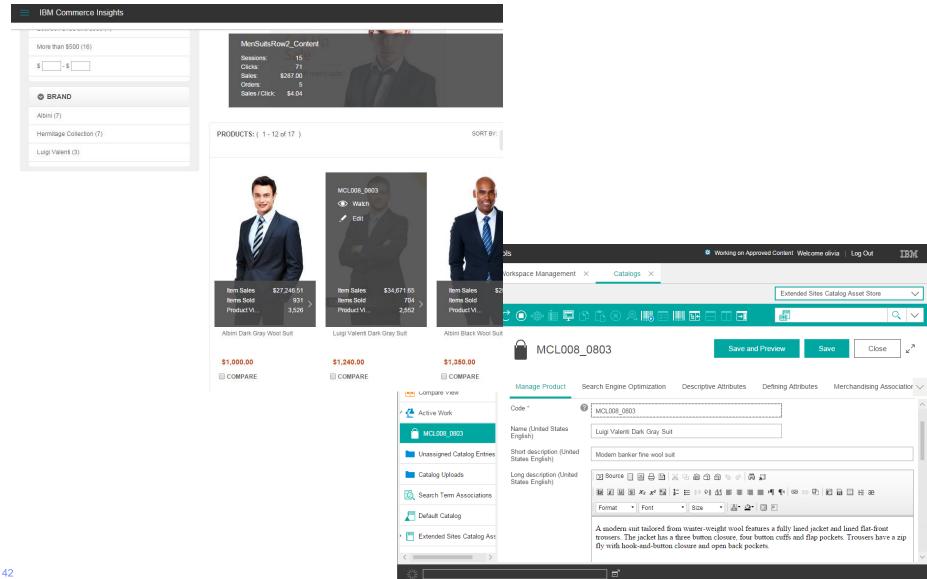
Store View



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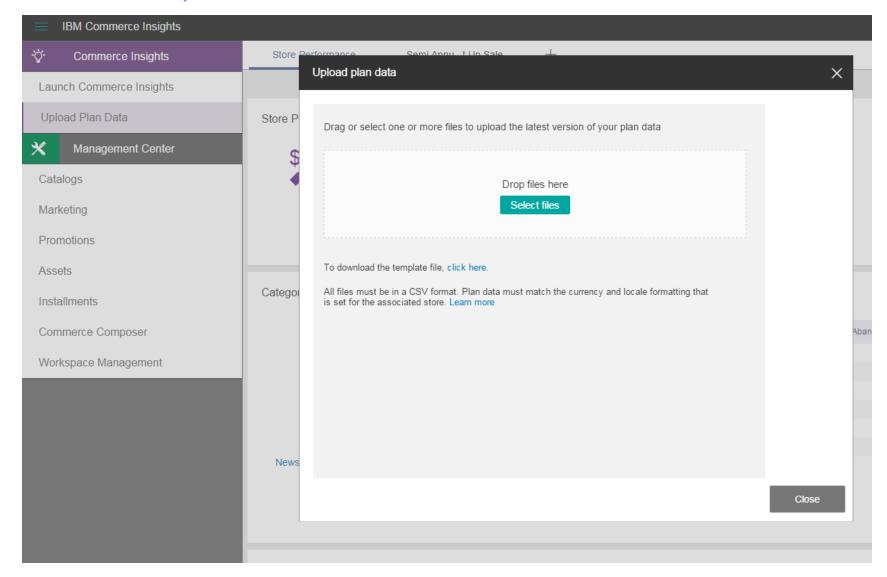


Store View: Click To Action Into Management Center



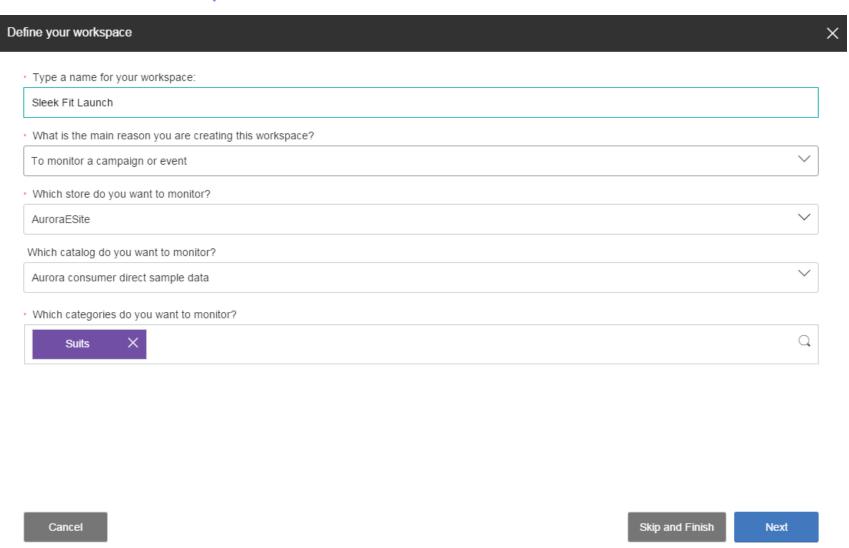


Sales Plan Upload





Create New Workspace





Commerce Insights - Adam

