New Intelligence from Content: Content Analytics for BI and Assessment

Presenter: Jason Ho

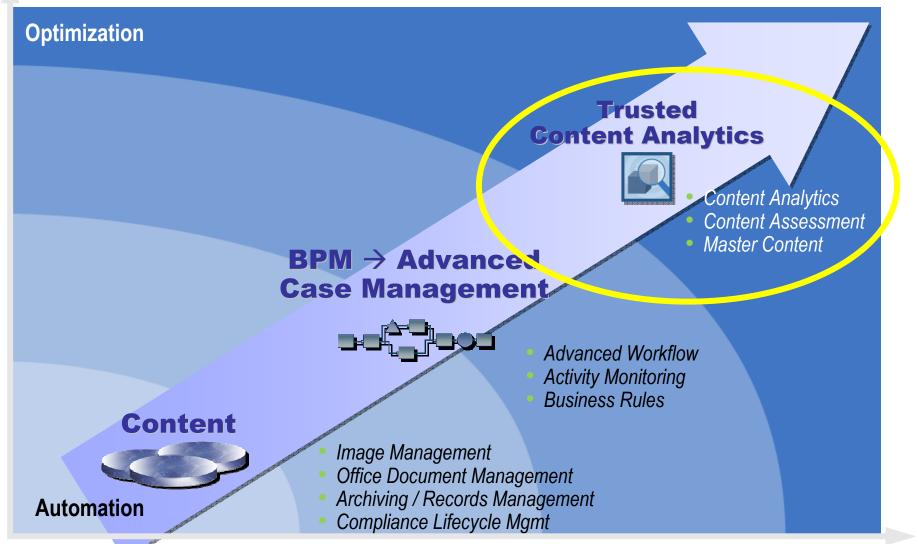




Analytics is Driving the Evolution of ECM

ECM Becomes a Key Enabler for Information-Led Transformation

Smarter Business Outcomes



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What our customers tell us...

- Keep too much information and spend too much storing content because there's too much to sift through
- 2. Can't pinpoint the right content when we need it because its unfindable or hidden away in a departmental silo
- Can't trust the content we do find about our customers because the lifecycle is uncontrolled
- 4. Need to deliver better customer service, for less because those with the best service are rising above the rest in highly competitive markets
- 5. Want to optimize our business by
 - anticipating our customers' purchasing needs
 - reducing fraud
 - delivering a more complete view of our customers
 - gaining early warning on product quality and customer satisfaction issues

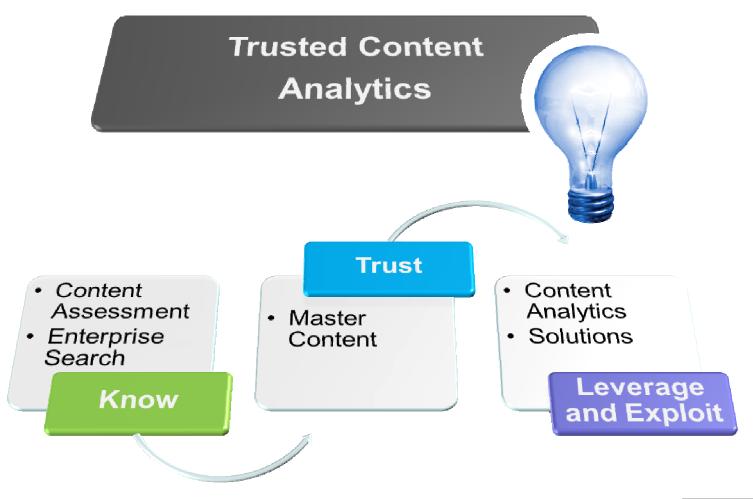
because the answers exist inside our organization, they're just buried underneath too much information





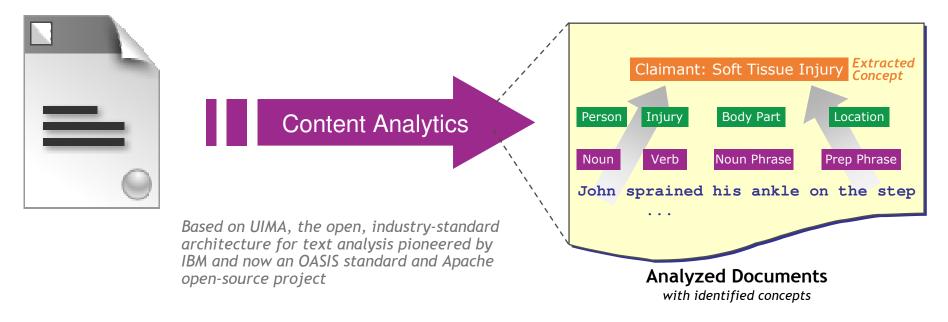
Trusted Content Analytics

Helping organizations achieve smarter business outcomes by better knowing, trusting and leveraging their content





Key Enabling Innovation: Content Analytics



- For each document derive
 - New business understanding
 - New visibility from content
- Create structure and understanding from a group of words

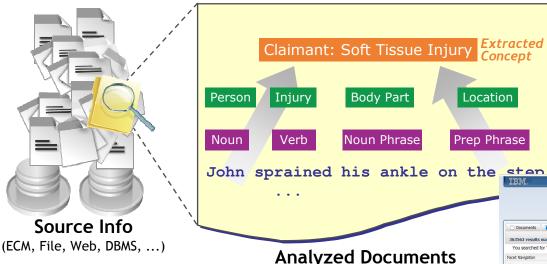




Content Analytics enables analysis that was previously impractical

Aggregates conclusions & scales out understanding to large data sets

with identified concepts

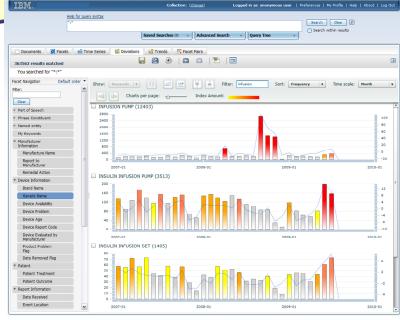


Automatic Visualization

Concepts and tagged source information are visualized in UI

Content analytics scales out document by document content investigation

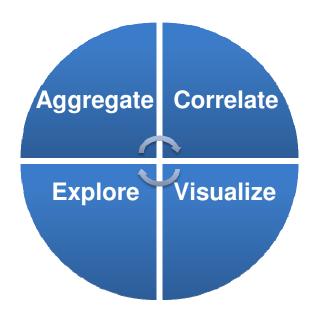
- Aggregate the conclusions
- Assess volumes of information not otherwise humanly possible (or cost effective)







Dynamic Analysis: Basis for Trusted Content Analytics Solutions



Dynamic Analysis sets IBM apart from every ECM vendor

Aggregate ... form collections from multiple content sources and types unmatched in industry

Correlate ... deep analysis of content that surfaces trends, relationships patterns, concepts and anomalous associations

Visualize ... easy to use, feature-rich views to quickly dissect large corpa of content and zero-in on answers

Explore ... freely investigate content with faceted navigation and drill down to surface new insight and understanding.

... to enable informed business decisions





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Result: Platform and Solutions delivering business value





Trusted Content Analytics Overview

Know

InfoSphere Content Assessment

Empower organizations to identify necessary information and decommission the unnecessary

Trust

InfoSphere
Master Content



Deliver trusted content to empower better decision making about individual customers

Leverage & Exploit

Cognos
Content Analytics

Deliver insight by visualizing trends, correlations and anomalies about your overall business from your content

IBM Information

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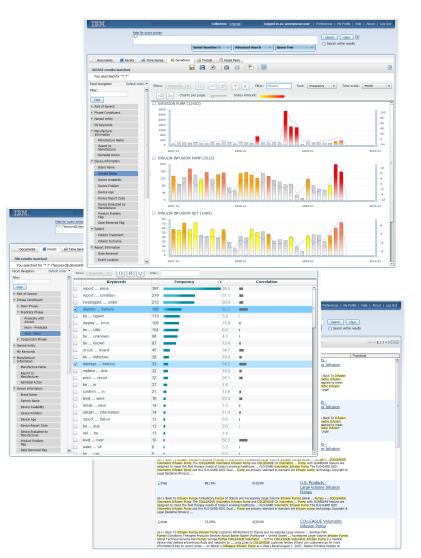
Cognos
Content Analytics





Introducing: Cognos Content Analytics (CCA 2.1)





- Analyze and explore structured and unstructured information
- Automatic extraction of meaningful concepts and entities from text
- Open, standard UIMA-based text analysis pipeline
- Integration with Cognos for reporting against unstructured concepts
- Multiple graphical views of the facets (dimensions) of unstructured content
- Automatic highlighting of interesting anomalies and correlations in the data
- Support for analysis of over 30 content sources and over 150 content formats
- Integration with ICM for analysis of document categories, classes, and clusters
- Highly scalable and extensible



Cognos Content Analytics Example

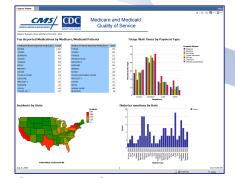
Content-Centric Business Intelligence – Health Insurance Example



Source Content (ex: medical treatment record)



Interactive Discovery (ex: trend & outlier analysis)



Operational Reporting (ex: BI dashboard including content metrics)

Action

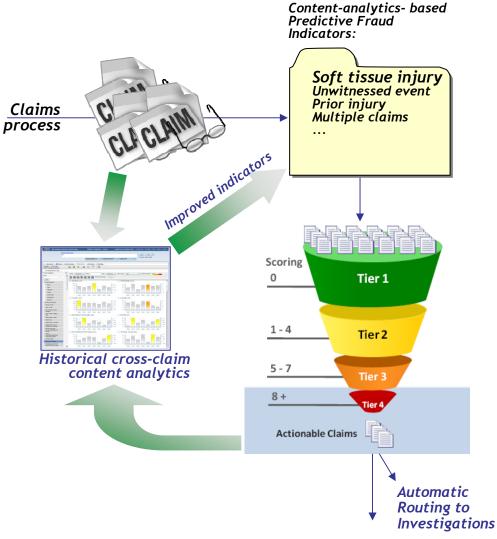
- Content Analytics over patient care records provides insights for business optimization, such as:
 - Cross-provider comparisons of care effectiveness/efficiency for key conditions enables better provider management
 - Analysis of drug prescribing patterns identifies opportunities for efficiency
 - Verification of patient compliance to homecare protocols helps optimize coverage models for efficiency
- Highlights best-practice pattern for effective performance management with content analytics
 - <u>Discovery:</u> exploratory analysis by business analyst to identify issues, opportunities, and content KPIs
 - <u>Tracking:</u> key content-derived metrics operationalized in BI reports, scorecards, dashboards, alerts
 - <u>Action:</u> organization is measured on operationalized metrics, driving action and closed-loop response





Cognos Content Analytics Example

Content-Centric Business Intelligence - Reducing Claims Fraud



- Content analytics helps optimize claims processing through automated fraud detection
 - Automatic predictive analytics to identify and act on likely fraudulent claims
 - Analysis and reporting of fraudulent claim patterns for closed-loop improvement
- Typical results
 - Optimization of claims admin process
 - Increase automation of fraud handling
 - Expose inconsistencies in fraud examiners' procedure, driving training to improve quality
 - Reduce costs of paying fraudulent claims by 10% or more
 - Improve regulatory compliance via faster fraud detection & investigation



Cognos Content Analytics Example

Content-Centric Business Intelligence – Hearing the Voice of the Customer

→ The Opportunity

- Explosion of consumer feedback generated by social media
- Brand / Corporate Reputation and Product buying decisions are increasingly influenced by this feedback
- Companies that pro-actively monitor and manage this feedback can gain significant and sustainable competitive advantage

Consumer Insights solution:

- Filters news and social media to cull relevant feedback
- Analyzes feedback for mentions of brand, products and key topics and correlates with sentiment
- Provides a unique search based exploratory user interface combined with sophisticated Cognos reporting capabilities





Content Analytics enables Many Solution Opportunities

Retail Banking Customer Care



- Analyzing: Call logs, online media
- •For: Buyer Behavior
- •Benefits: Improve Customer satisfaction, marketing campaigns, find new revenue opportunities

. .

Retail Customer Care

- Analyzing: Call logs, online media
- For: Brand Reputation Management
- Benefits: Improve customer sat, marketing campaigns

Crime Analytics



- Analyzing: Police records, 911 calls...
- For: Rapid crime solving & crime trend analysis
- Benefits: Safer communities & optimized force deployment







































Healthcare Analytics



- Analyzing: Care records
- •For: Clinical analysis; treatment protocol optimization
- •Benefits: Better management of chronic diseases; optimized drug formularies; improved patient outcomes

10

Automotive Quality Insight

- Analyzing: Tech notes, call logs, online media
- •For: Brand Reputation Management
- •Benefits: Reduce warranty costs, improve customer satisfaction, marketing campaigns

Telco Customer Care



- Analyzing: Call center logs and emails
- For: Churn prediction and FAQ generation
- Benefits: Improved customer retention & customer satisfaction



Insurance Fraud

- Analyzing: Insurance claims
- For: Detecting Fraudulent activity & patterns
- **Benefits:** Reduced losses, faster detection, more efficient claims processes

...and more!

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Customers: Business Optimization Enabled by Content Analytics

Smarter Insurance



Smarter Telecommunications



Large Claims Third-Party Administrator

Analytics over insurance claim files helps detect fraud faster, reducing costs for their clients by \$millions and optimizing the claims-handling process

NTT DoCoMo

Analytics over Voice of Customer data provides insight to drive customer-oriented decision making, boosting loyalty and creating new opportunity

Smarter CPG



Smarter Healthcare Plans



Kraft Australia

Analytics over online customer postings helps Kraft target and deliver new branding campaigns, increasing sales and customer loyalty.

Blue Cross Blue Shield of TN

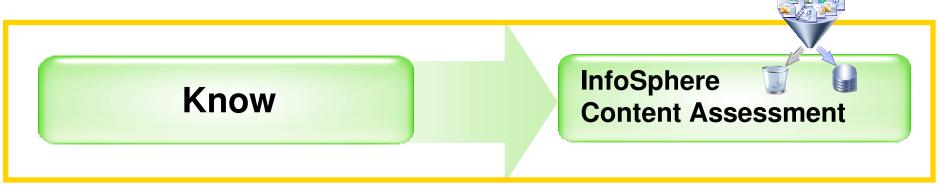
Analytics over an integrated single view of plans, patients and providers enables better negotiations and improves provider satisfaction to over 90%

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Trusted Content Analytics Overview



Trust

InfoSphere
Master Content

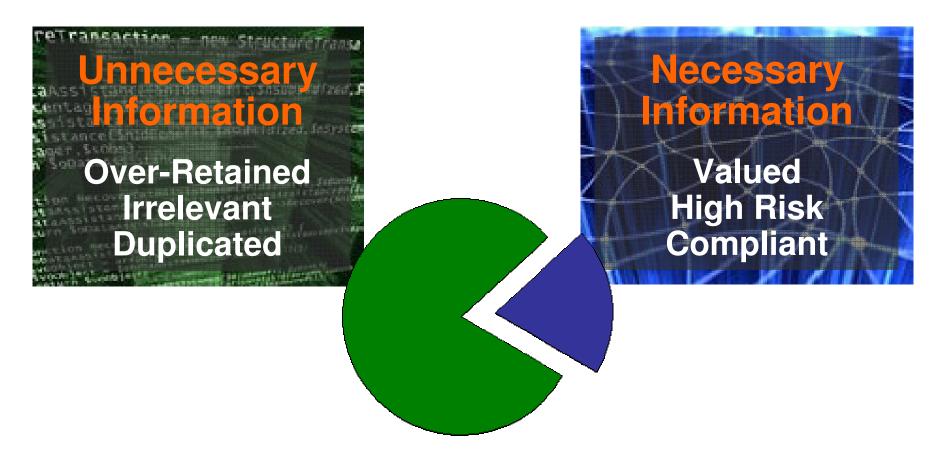
Leverage & Exploit

Cognos
Content Analytics





Unnecessary Information Eclipses Necessary Information

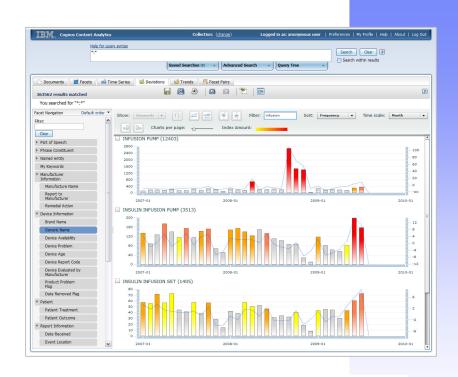


How much of your information is unnecessary? 70%? 80%? 90%?





Content Assessment Enables Content Decommissioning



Content Decommissioning helps gain control by eliminating unneeded content and content systems while preserving valued content

Bloated Production Systems with Inefficient Storage **Content Based Systems Needing Retirement** Content In The Wild Unnecessary Necessary Information Information

One customer found 1200 copies of the same policy document, including 5 different versions, distributed across enterprise file servers

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IBM InfoSphere Content Assessment

Leveraging Content Analytics to:

- Dynamically Analyze what you have
 - Aggregate, Correlate, Visualize and Explore your enterprise information in new ways to understand virtually all content types from multiple sources. Make rapid *decisions* about business value, relevance and disposition.
- Decommission what's unnecessary

 Save cost and reduce risk by eliminating obsolete, over-retained, duplicate, and irrelevant content and the infrastructure that supports it.
- Collect valued content to manage, trust and govern throughout its lifespan in an enterprise-grade ECM platform. Uncover new business value and insight by integrating with solutions for eDiscovery, case management, master data management, business intelligence, predictive analytics and more.





Content Assessment Delivers Content to ECM Platform through Interactive Exploration

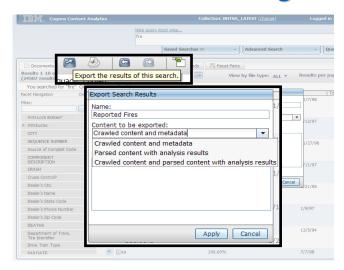
Dynamic Analysis leads to . . .

Documents

Facets

Fac

... export and collection of valued content for management.



- → Solution Bundle of 3 products:
 - Cognos Content Analytics for core dynamic analysis with user interfaces
 - InfoSphere Classification Module for additional content categorization, modular content analytics (works with both CCA and ICC) and taxonomy proposal
 - InfoSphere Content Collector for File Systems for gaining control of content





Typical Savings from Content Decommissioning

Content decommissioning, dynamic collection for eDiscovery lead to measurable ROI

Cost Drivers

Savings After Deployment

Production System Tangible Costs

- Email / File / SharePoint Storage
- Production System Servers
- Backup

Storage Management Tangible Savings

- **-** 50%-80%
- **-** 40%-60%
- Cost of backup media and storage

Production System Productivity Costs

- Production System Administration
- End-User Administration / Classification

Storage Management Productivity Savings

- 20% to 80%
- 70% to 90%

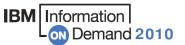
eDiscovery Costs

- Data Spoliation (fines, lost or settled cases)
- Labor costs of providing the information

eDiscovery Cost Avoidance

- Up to 100%
- Hours vs. Days







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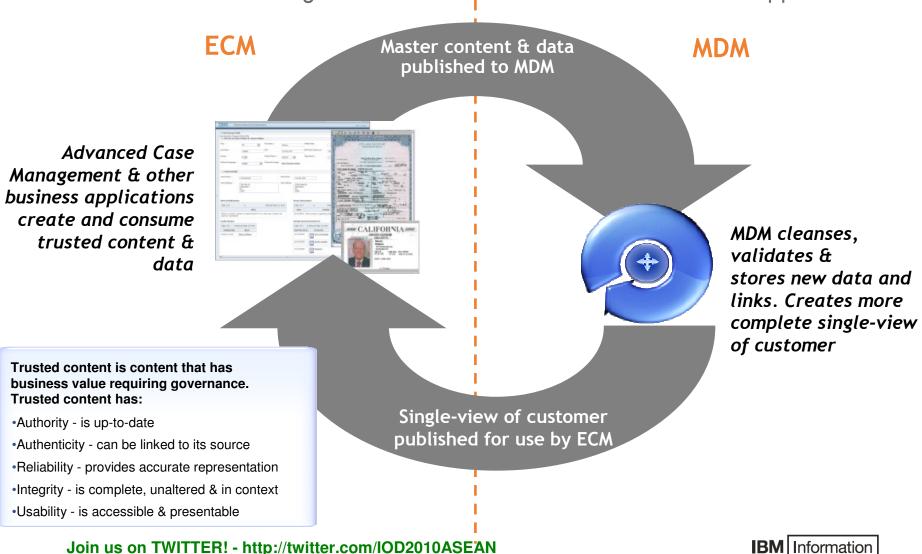
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InfoSphere Master Content – Delivering Trusted Content

For Advanced Case Management and other ECM Customer-Centric Applications



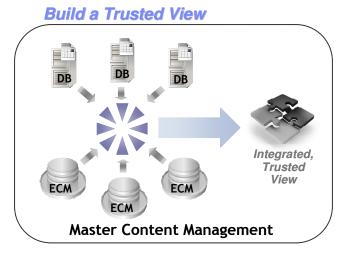


Trust: Master Content for Trusted Views



A common architecture for creating complete, trusted views of key business entities

- Master Content Management creates trusted views of business entities, linking ECM content to MDM master records
- → ECM provides integrated, trusted content
 - Federation and collection to integrate content into a master catalog
 - Business processes and lifecycle management to maintain content quality
 - Classification and metadata tools to improve content quality
- → MDM provides an information hub and business entity definition
 - Connections to sources of information about key business entities
 - Tools and processes to define master entities, reconcile information, & create master entity records
 - Services to deliver master information to consuming applications
- InfoSphere Master Content links IBM ECM and MDM to create complete single views of entities
 - Identifies, establishes and maintains links between enterprise content and its appropriate master record
 - Leverage enterprise content to create trusted linkages between content and MDM records
 - Augment and enhance your master records to create fuller, single views





Trusted Content Analytics Summary

Deliver new insight from content assets by:

Knowing your content by dynamically analyzing it to make rapid decisions about it, to cut costs and optimize storage



Trust content to create more complete, in-depth single version of the truth as encapsulated in organizations' master data for customers/citizens



Leveraging and exploiting content to spot issues and important trends that may fall outside of the normal business reporting channels and deliver new insights to business users across the organization.



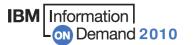






Demo: Content Analytics Saving Lives

Detecting medical device failures 8 months earlier than manual approaches



See OMB statement on reverse.

MedWatch

The FDA Safety Information and Adverse Event Reporting Program

General Instructions

For VOLUNTARY reporting of adverse events, product problems and use errors

Page 1 of 2

FDA USE ONLY							
Triage unit #							
Sequence #							

					1	
A. PATIENT INFORM	IATION					E. SUSPECT MEDICAL DEVICE
1. Patient Identifier	2. Age	3. Sex Female	4. Weight	1. Brand Name COLLEAGUE 3CX VOLUMETRIC I	NFUSION	PUMP
(In confidence) B. ADVERSE EVEN	(In confidence)	Male PROBLEM OF	or Kg	2. Common Device Name INFUSION PUMP		
1. Date of Event 2006-03-15	1, FRODUCT	2. Date of this R		3. Manufacturer Name BAXTER HEALTHCARE PTE. LTD).	
3. Describe Event, Problem, or Product Use Error THE FACILITY REPRESENTATIVE REPORTED A BAD BATTERIES DURING BIOMED TESTING ON SITE. THE HOSPITAL REPRESENTATIVE DID NOT HAVE INFORMATON REGARDING WHETHER THERE HAVE BEEN ANY REPORTS OF ANY PATIENT INJURY OR MEDICAL INTERVENTION. NO ADDITIONAL INFORMATION IS AVAILABLE.				4. Device Problem		5. Manufacturer Evaluation EVALUATION SUMMARY: THE REPORTED CONDITION OF DEPLETED BATTERIES WAS CONFIRMED. THE BATTERIES WERE REPLACED DUE TO POTENTIAL DAMAGE. REVIEW OF THE COMPLAINT HISTORY REVEALS SIMILAR REPORTS HAVE BEEN RECEIVED FOR THIS PRODUCT FOR THE REPORTED ISSUE. THIS ISSUE IS BEING INVESTIGATED UNDER CAPA. EVALUATION WAS CONDUCTED ON SITE

FDA MedWatch incident reports are one source of data for medical device manufacturers to understand problems being reported by consumers about their products. It contains both structured and unstructured information. A manufacturer could also analyze internal content, such as warranty claims or support incidents

2008-01

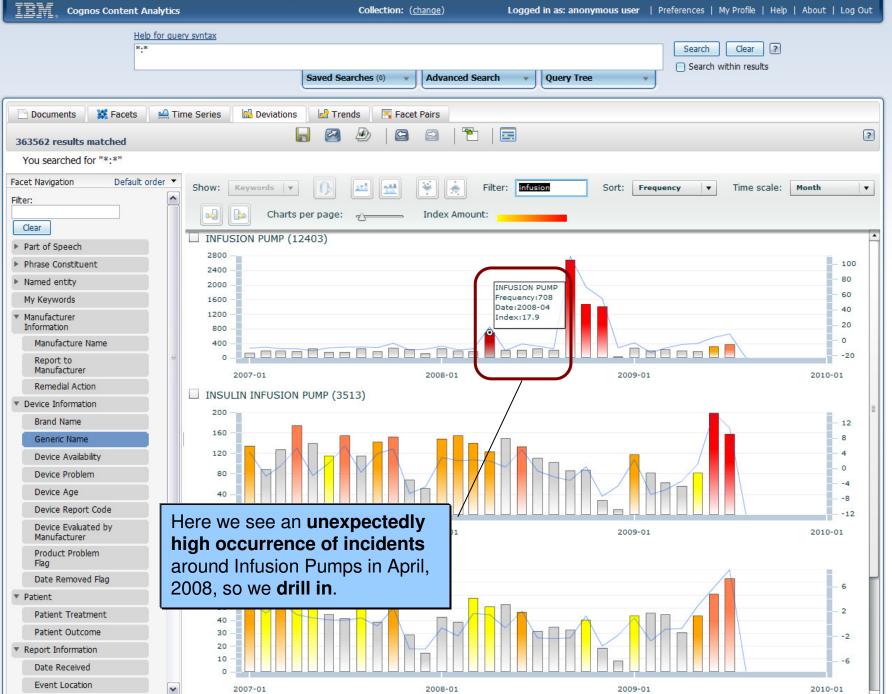
2009-01

Date Received Event Location

2007-01



2010-01



13

10

8

R

1.4

623

5.2

60

Device Evaluat

Manufacturer

Product Proble

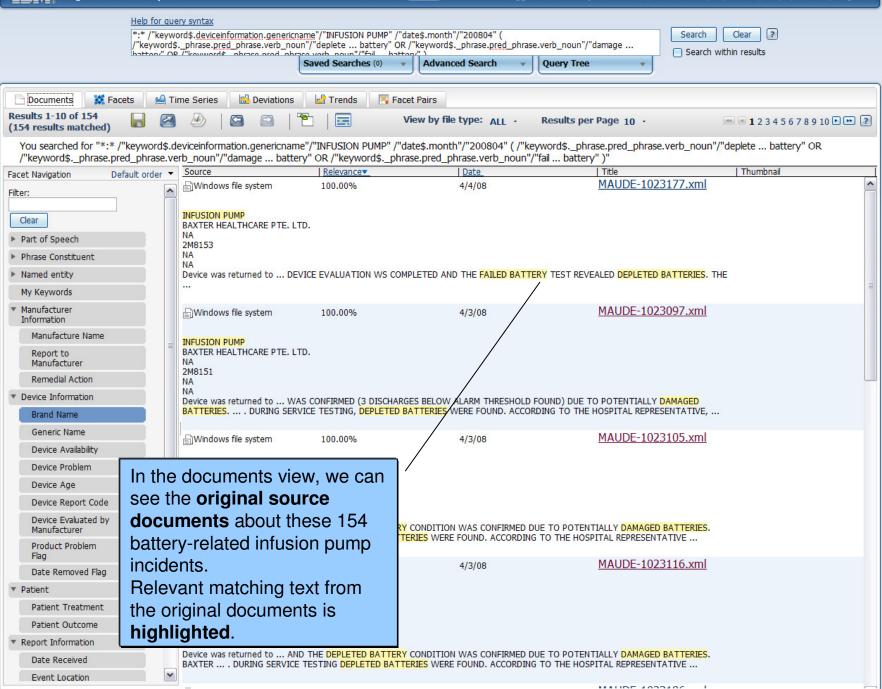
Date Removed

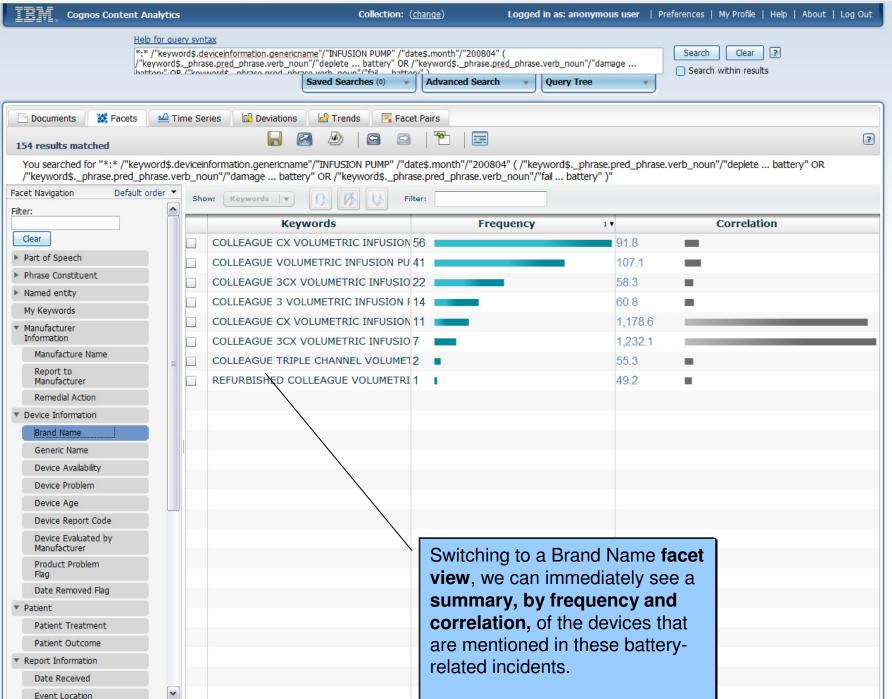
incidents reported in April,

battery issues.

2008. We drill down into these











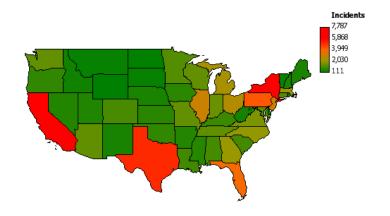


MedWatch

Quality Early Insight

Incidents by State

Top medications for XYZ-2

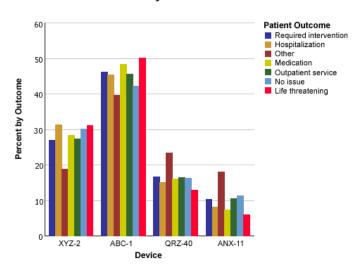


Top medications for ABC-1

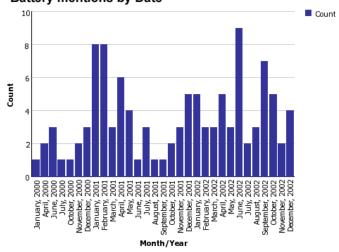
Top correlated medications reported by device

			J							
	MOTRIN	1,066		TYLENOL		425				
TYLENOL		808 VICODIN		VICODIN		353				
	IBUPROFEN	452		TORADOL		222				
	Through Cognos Content									
	Analytics OLAP/Star Schema									
	export ability, Cognos BI reports									
	- OVOID									
	and dashboards can be created to									
	monitor and track these issues									
	over time.									
						96				

Patient Outcomes by Device

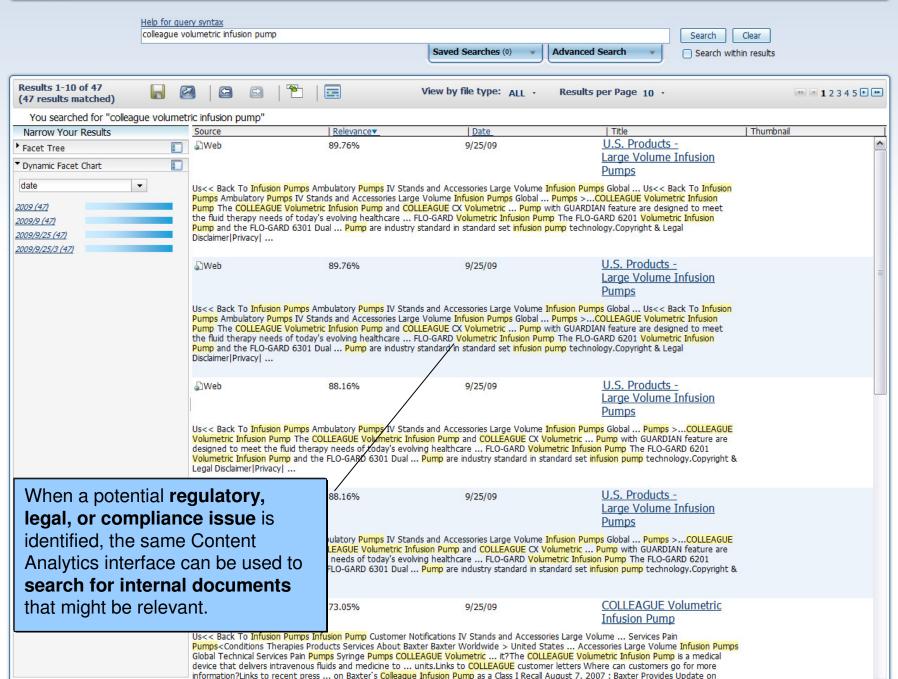


Battery mentions by Date

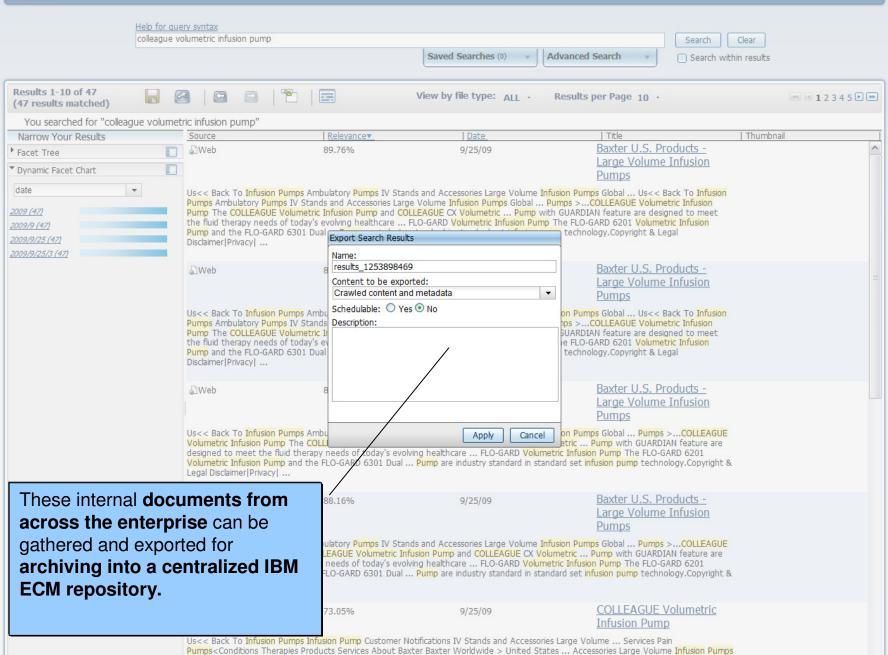


10:14:29 AM _O Aug 5, 2009 Internet **100%**





Collection: (change)



Global Technical Services Pain Pumps Syringe Pumps COLLEAGUE Volumetric ... it? The COLLEAGUE Volumetric Infusion Pump is a medical device that delivers intravenous fluids and medicine to ... units.Links to COLLEAGUE customer letters Where can customers go for more

information?Links to recent press ... on Baxter's Colleague Infusion Pump as a Class I Recall August 7, 2007: Baxter Provides Update on

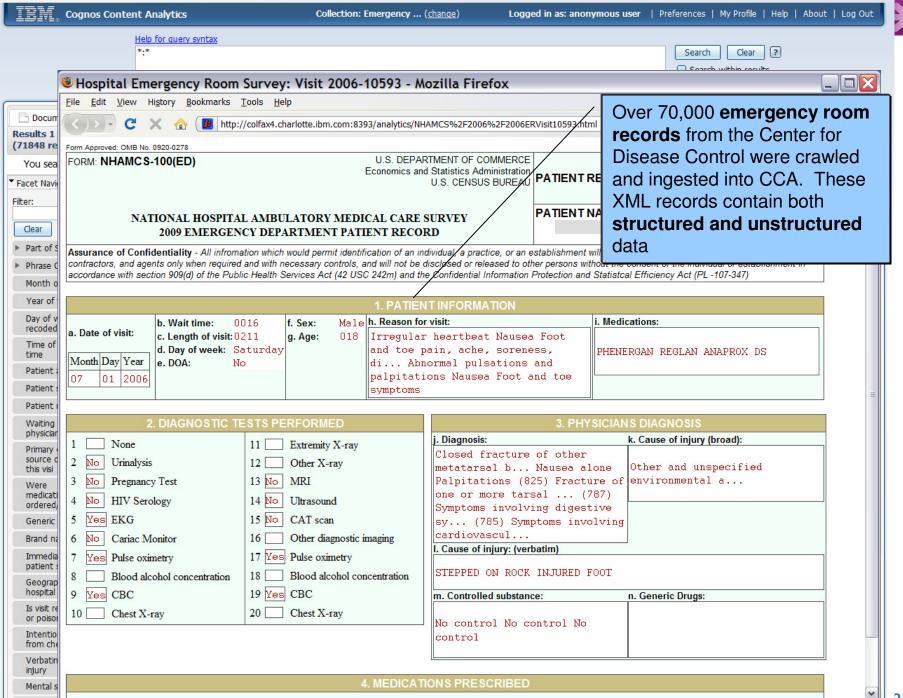


Demo: Content Analytics Exposing New Insight

Discovering Unexpected Correlations in ER medical records data







Done

