

# And the Winner Is . . .



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Several Information Builders customers have enjoyed the limelight in recent months, and we're pleased to highlight their accomplishments.

**Pershing LLC** won the 2007 "Best Practices in IT" award from the Technology Managers Forum. The program is distinguished by the caliber of its judging panel, which features current Fortune 500 IT managers. Pershing used WebFOCUS to create a service-level scorecard and BI dashboard that allow investment professionals to gauge the quality of their work and improve their responsiveness to customers.

**Coty's** CIO, Dave Berry, was named one of the top 100 CIOs in the world by *CIO* magazine for creating a service-oriented architecture (SOA) that "raises the bar of business achievement and improves efficiency without compromising quality." While acquiring Unilever Cosmetics, Coty used an SOA framework for integrating the two companies' supply chain systems. The initiative, aided by iWay, led to the deployment of SAP throughout the enterprise and will be applied to future integration projects.

**Ford Motor Company** was selected as a finalist in the *Computerworld* BI awards in the category of "Expediting Information Delivery, Retrieval, Reporting and Analysis." Ford has relied on WebFOCUS to manage its global warranty

operations. The software was used to provide more than 10,000 dealers with information about warranty repairs costs, and whether they are in line with corporate parameters. This year, Ford added a WebFOCUS-based application that collects data about repair performance for auditors who work with dealers to keep costs in line.

In addition to winning the Gartner Business Intelligence Excellence Award, the **Richmond Police Department** in Virginia was named a co-winner of the 2007 TDWI Business Intelligence Best Practices Award in the Government and Non-Profit Solutions category. WebFOCUS enabled the City of Richmond to capture and analyze crime data much more efficiently than ever before. The technology reduced calls from citizens and enabled the Police Department to more effectively dispatch officers when and where they are needed.

The **Human Resource Administration (HRA)** was selected as a winner of the New York State Best Practices award for its Collateral Engine Portal, which uses iWay's SOA and WebFOCUS to exchange information among HRA programs such as Public Assistance, Medicaid, and Food Stamps. The Collateral Engine Portal uses an SOA to simplify data entry, searches, and queries. This improves interaction among agencies and leads to better services for HRA customers. ●

