

Information Builders and Business
Intelligence Standardization

WebFOCUS

iWay
Software



"We wanted a general purpose BI environment so all users could go to one place to find the information they needed. We selected WebFOCUS based on the flexibility of its development environment, strong support for business users, and highly responsive sales and support organization. WebFOCUS provides many new ways of accessing, analyzing, and displaying our data. It's an essential tool for management, planning, and operational efficiency."

Daryl Pannabecker
 Vice President of IT
 Brotherhood Mutual Insurance

The Case for BI Standardization

In the past, business intelligence (BI) solutions were approached primarily from a departmental perspective. If the human resources team, for example, needed better reporting, they selected and installed a solution. Other divisions and business units operated in much the same way, choosing different vendors or developing custom solutions to address their specific requirements. As a result, many businesses today find themselves with disparate reporting and analysis tools scattered throughout their companies.

While this approach may address tactical needs in the short term, it does little to satisfy broad-reaching strategic goals. This type of BI fragmentation creates an environment where multiple versions of the truth exist, and inconsistent, inaccurate, and outdated information flows across the enterprise. Maintaining these solutions also becomes an issue because the time and costs required to support the various BI systems place a tremendous strain on both IT resources and corporate budgets.

Companies that eliminate redundant, overlapping, and conflicting tools by standardizing on a single-enterprise business intelligence solution not only drastically reduce the expenses associated with BI ownership, they increase the speed, consistency, accuracy – and the value – of reporting and analysis efforts company-wide. Corporate performance is optimized because improved coordination and visibility enhance the execution and tracking of key company initiatives across all departments. In fact, BI standardization is so beneficial that a recent Unisys study shows that more than 92 percent of large organizations are planning to standardize their BI environment.

BI for Every Reporting Need

WebFOCUS is the market's only business intelligence platform that provides the features and capabilities needed to support BI on an enterprise scale. Only WebFOCUS can:

- Access any data, regardless of its source, location, or format
- Accommodate thousands of users without excessive amounts of hardware
- Support a variety of business intelligence applications including:
 - Self-service, operational, analytical, and financial reporting
 - Performance management, dashboards, and scorecards
 - Advanced visualization and predictive analytics
 - Mobile reporting, search, and electronic publishing
- Support the widest range of user types: executives, analysts, business users, casual users

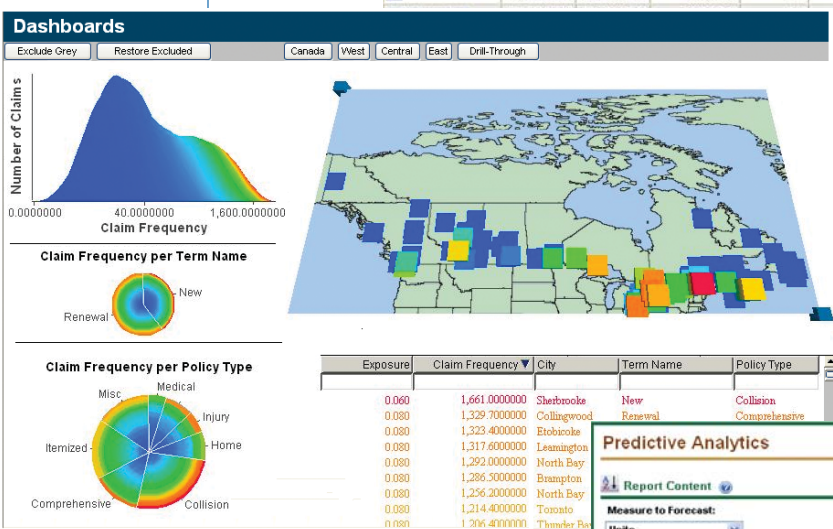
Most importantly, companies across all industries have used WebFOCUS as their enterprise BI standard for years. With WebFOCUS, companies have reduced costs, improved information access and analysis, and eliminated the burdens of administering multiple reporting tools by successfully implementing a single, fully integrated BI framework across their entire organization.

Active Reports

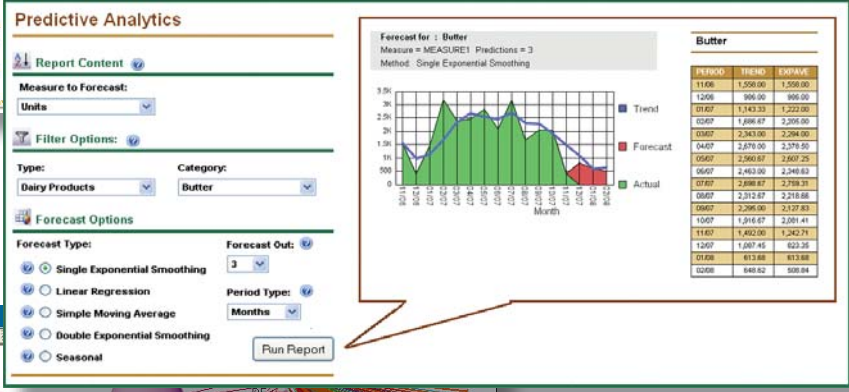
Variance
Product Category = All, Store Name = All, Product Name = All
Period: Yearly

Product Category	This Period Line Total 2008	Last Period Line Total 2005	Change from Previous Period	% Change	Same Period Last Year 2005	Change from Same Period Last Year	% Change
Amplifiers/Pre-Amps/Tuners	\$22,477,510.00	\$19,096,916.00	2,500,592.00	12.97	\$19,096,916.00	2,500,592.00	12.97
Audio Systems	\$57,988,973.00	\$64,356,707.00	-6,367,734.00	-9.89	\$64,356,707.00	-6,367,734.00	-9.89
CD Players and Recorders	\$26,106,525.00	\$27,740,934.00	-1,634,409.00	-5.89	\$27,740,934.00	-1,634,409.00	-5.89
DVD	\$169,014,789.00	\$160,057,256.00	8,957,533.00	6.10	\$160,057,256.00	8,957,533.00	6.10
DVD Camcorders	\$194,053,096.00	\$165,323,541.00	28,729,555.00	17.37	\$165,323,541.00	28,729,555.00	17.37
Digital Cameras	\$93,342,254.00	\$90,761,413.00	2,580,841.00	2.84	\$90,761,413.00	2,580,841.00	2.84
Digital Camcorders	\$7,382,590.00	\$6,232,363.00	1,150,227.00	18.46	\$6,232,363.00	1,150,227.00	18.46
Handheld and PDA	\$9,522,520.00	\$9,010,064.00	511,862.00	5.68	\$9,010,064.00	511,862.00	5.68
MP3	\$22,727,107.00	\$20,764,401.00	1,962,626.00	9.45	\$20,764,401.00	1,962,626.00	9.45

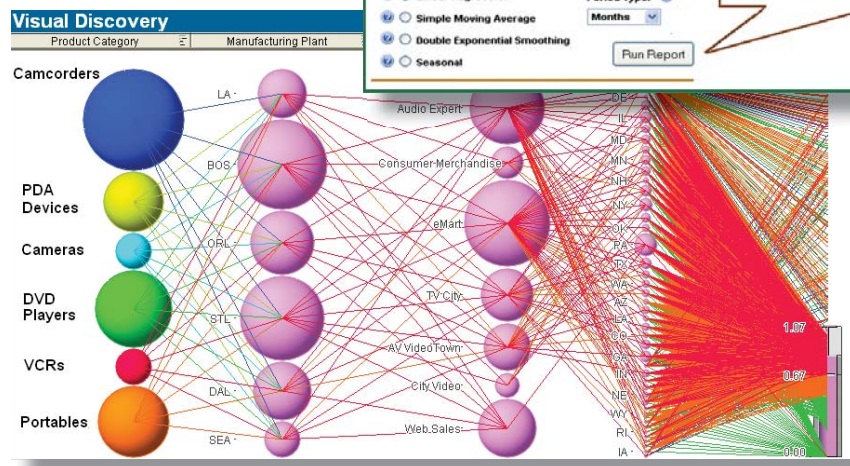
Reporting



Dashboards



Predictive Analytics



Visualization

Customer Successes

ADIF – This Madrid-based railway systems operator was suffering from information overload – too much data in too many different systems. With the WebFOCUS BI platform as its standard, the company can strategically leverage information to support everything from finance, accounting, and human resources to production, logistics, and environmental management. This has enhanced decision-making across the company by giving employees instant access to the information they need, when they need it.

Brotherhood Mutual – An insurance company that works exclusively with churches and ministries, Brotherhood Mutual used WebFOCUS to implement an enterprise-wide reporting strategy to access data directly from back-end systems. Cumbersome Excel-based applications and hard-copy reports that were heavily reliant on IT and actuarial resources were replaced with a broad-reaching solution that includes GUI dashboards for data analysis and intuitive performance management. The firm has realized improved information and workload management as well as the ability to better track and enhance productivity.

Council of Europe – To make its vision of deploying operational business intelligence across its entire organization a reality, the Council of Europe – the continent’s oldest political organization – selected WebFOCUS. The solution’s ease of use, drill-down capabilities, and flexible report output options made it the ideal choice to help the Council harness the large volume of information it was generating and deliver it to employees at all levels in a way that would better aid decision-making.

First Realty – Lack of flexibility in its existing reporting tools forced First Realty employees to rely heavily on IT resources. The company chose WebFOCUS to provide staff members with access to vital information about properties, tenants, leasing deals, legal issues, and finances. Better decision-making and improved portfolio management are among the many benefits the company has realized since implementing WebFOCUS.

Ford Motor Company – Tabular reports simply weren’t enough to help Ford, one of the world’s largest automobile manufacturers, effectively optimize its warranty claims practices. The company moved its environment to the Internet with WebFOCUS. Since then, the WebFOCUS platform has become the standard for warranty reporting at Ford, providing 14,000 dealers, specialists, and consultants with an intuitive graphical environment for rapidly uncovering trends in warranty claims and related repair costs. This improved ability to isolate and correct issues has saved the company \$40 to \$60 million annually.

Helzberg Diamonds – When the company experienced poor technical support and rising maintenance costs with its core reporting environment, it replaced it with WebFOCUS. A comprehensive reporting and analysis application now gives key stakeholders complete, highly accurate visibility into store operations and performance, making regional managers more productive than ever before.

LaBarge, Inc. – An electronics manufacturing services firm, LaBarge needed to replace its mainframe-based reporting system with a web-based BI environment for company-wide reporting and analysis. WebFOCUS gave LaBarge a more robust and flexible solution, providing users in the company’s finance, purchasing, customer service, HR, and sales departments with greater control over the way they access, manipulate, and output quality, service, and production data.

Lockheed Martin Missiles and Fire Control – In order to establish a standard for corporate reporting across disparate systems, Lockheed Martin's Missiles and Fire Control (MFC) turned to WebFOCUS. The organization's two largest sites were operating very different IT infrastructures, with end users relying heavily on IT to meet their information requirements. WebFOCUS enabled the company to create a common platform with a unified, web-based look and feel to deliver financial and operational data directly to business users. Success in the finance and product data management departments led to roll-outs in engineering, procurement, quality control, and manufacturing.

Nationwide Financial Services – When disparate reporting tools made the search for valuable information too difficult and time-consuming, Nationwide Financial Services turned to WebFOCUS. With the help of the robust BI platform, Nationwide was able to consolidate and centralize its reporting activities into a single, strategic environment. Every day, more than 1,000 Nationwide users rely on WebFOCUS to access and analyze timely business information and respond to it accordingly. The system has delivered such measurable benefits that the company plans to use WebFOCUS to implement customer-facing reporting applications.

Parker Hannifin – The world's leading manufacturer of motion and control technologies, Parker Hannifin built its business strategy on a program of continuous improvement. Measuring the results of its plans required an integrated, enterprise-wide reporting environment that would allow users to easily generate customized reports on data from the company's mainframe as well as any future data sources. WebFOCUS rose to the challenge, providing different departments and functional groups across the organization with flexible, simple, and unhindered visibility into company data. Dramatically improved data access and analysis capabilities have translated into measurable improvements in customer service, financial performance, and revenue growth.

Qenos – Reliance on numerous custom-built reporting applications was putting tremendous pressure on the IT team and delaying the delivery of critical information at Qenos, a premier company in Australia's petrochemical and plastics industry. When it realized it needed a single standard reporting tool, the company selected WebFOCUS. More than 800 users ranging from senior management to line-of-business workers in sales, marketing, human resources, and product safety departments can now easily generate their own customized, functionally rich Web-based reports that pull information from a variety of disparate enterprise data sources.

U.S. Bank – The sixth largest commercial bank in the United States, U.S. Bank needed a single BI environment that was powerful enough to support hundreds of thousands of users, yet flexible enough to meet the varied reporting needs of different departments across the organization. With WebFOCUS, the bank was able to create a secure and pervasive reporting system that is fully integrated into core activities and business processes across the entire organization, providing significant advantages to employees and customers alike. When the deployment was completed, U.S. Bank took it one step further, establishing a BI competency center to properly train users and ensure that they are leveraging the environment to its fullest potential.

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* Training facilities are located at these branches.