

2007 Microsoft Office System Solutions

Improve Business Intelligence

Avanade, Quilogy, and Sonata Extend Business Intelligence Capabilities with Microsoft Office Integration

Comprehensive business intelligence (BI) provides the insight and understanding companies need to manage performance, make smart decisions, and conduct business planning. In today's competitive business environment, effective BI enables companies to quickly identify, respond, and adapt to emerging trends and new opportunities.

Effective BI reaches all corners of the organization, enabling all decision-makers to drive increased business performance at strategic, tactical, and organizational levels. With the 2007 Microsoft® Office system, organizations can deliver business intelligence to every employee—from information worker to CEO—adding value to every decision, integrating processes, and promoting collaboration. Microsoft offers a complete integrated platform for BI solutions, built on the powerful Microsoft SQL Server™ and delivered to the desktop through the Microsoft Office system program and server components.

For many workers, Microsoft Office Excel® 2007 represents a preferred, highly efficient tool to create reports or analyze data, including advanced visualization tools. The new Microsoft Office PerformancePoint™ Server 2007 integrates existing Microsoft Office business intelligence tools, including Microsoft Office Business Scorecard Manager, with extensive analytical functionality and far-ranging capabilities for planning, budgeting,

and forecasting. In addition, Microsoft Dynamics™ business management solutions integrate with Office PerformancePoint Server 2007, so financial and business performance information from a company's manufacturing, distribution, sales, and other activities can inform the BI offered through Microsoft Office.

Office PerformancePoint Server 2007 makes BI and reports available for collaborative decision-making and nimble performance management on a company's intranet site through Microsoft Office SharePoint® Server 2007. The Report Center in Office SharePoint Server 2007 supports BI by offering a single location for the latest business information—reports, spreadsheets, key performance indicators (KPIs), and more. People can personalize dashboards and reports, view a calendar of reports to be published, and subscribe to the reports they want to review.

Microsoft Office reporting, analysis, and performance-management capabilities integrate deeply with the Microsoft BI platform, including Microsoft SQL Server 2005 database and reporting software. SQL Server 2005 Analysis Services, Reporting Services, and Integration Services facilitate business intelligence as a mission-critical pursuit that can scale to enterprise-level requirements. Seamless integration between the BI platform and the Microsoft Office system provides information workers with uninterrupted

access to widespread applications and reports, supporting all aspects of the decision-making process.

The Microsoft partner community has helped businesses reap the benefits of Microsoft BI for many years; Microsoft partners leverage the comprehensive infrastructure to build and deploy robust BI applications for everyone in an organization while controlling costs. Several partners offer highly valuable BI solutions and strategies for the 2007 Microsoft Office system:

- » **Avanade** helps organizations deliver collaborative BI solutions based on Microsoft Office SharePoint Server 2007, making it easier for people across the organization to obtain the information they need to do their jobs.
- » **Quilogy** offers a proven methodology for strategizing, developing, and deploying BI solutions based on the Microsoft BI platform.
- » **Sonata** supports decision-makers with industry-specific BI solutions, and helps customers achieve excellent return-on-investment with its global onsite-offshore model.

For more information on Microsoft BI solutions, visit

www.microsoft.com/bi/default.aspx

Avanade Uses the 2007 Microsoft Office System to Spread Business Intelligence Throughout Customer Organizations

Avanade Business Intelligence (BI) solutions help enterprise customers deal with a critical business problem: the need for a real-time view of overall company operations. An integrated view of company operations leads to faster, better decision making by executives, managers, and information workers throughout an organization on a day-to-day basis.

Getting that overall, integrated view, however, is often quite challenging because companies frequently need to access data from multiple, disparate line-of-business systems, including those of third-party software vendors and ERP systems, such as Microsoft Dynamics, SAP, and Siebel.

Avanade helps customers define and design a BI strategy that fits the unique requirements of their organization and provides a complete, integrated view of their overall organizational health. Avanade implements BI solutions across all verticals, with a focus on financial services, manufacturing, healthcare, and retail.

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*Eric Blankenburg, Vice President,
Applications and Integration Solutions,
Avanade*

Avanade develops solutions using Microsoft® Office SharePoint® Server 2007 and Excel Services that will provide employees and managers with dashboards or scorecards that highlight key performance indicators in an enterprise-wide SharePoint portal

An Enterprise-Wide View

Avanade provides a set of best practices called Avanade Connected Architectures (ACA) that includes an architecture for BI called ACA Analytics. Avanade also has a BI methodology as part of its Avanade Connected Methods (ACM) suite, called ACM for BI.

Avanade believes that an integrated BI solution using Microsoft technologies across the enterprise is less costly to maintain and provides higher quality information on a more timely basis.

In the past, companies commonly used Microsoft Office tools on an individual basis, and teamwork usually required sending multiple versions of spreadsheets back and forth in e-mail. Often it was difficult to tell who had the most recent or most accurate version. The 2007 Microsoft Office system solves these issues by integrating the desktop applications with server components, such as Excel Services, which allows people to host spreadsheets on a central server and share them with co-workers more effectively and more accurately.

“BI solutions based on the 2007 Microsoft Office system will make it easier for people to collaborate, and act on the information they need to do their jobs,” says Eric Blankenburg, Vice President, Applications and Integration Solutions for Avanade.

About Avanade

www.avanade.com

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Avanade is a Microsoft Gold Certified Partner with an Information Worker Solutions competency. Avanade has over 30 early adopter customers on the Microsoft Office 2007 platform. Avanade was formed as a joint venture between Accenture and Microsoft, to merge the strengths of both companies.

Avanade is the only global systems integrator solely dedicated to the Microsoft platform. Headquartered in Seattle, Avanade has over 5,200 professionals in locations throughout North America, Europe, India, Australia, and Asia.

Deep Integration Experience

Avanade has deep expertise and experience with the full range of Microsoft technologies, and is building an internal management system that will connect all of its customer engagements, project reporting, and all sales and marketing efforts into a single system using the Office system to give an integrated view of all the company operations in a single location.

“With Microsoft Office on the front end and SQL Server on the back end, we have a comprehensive platform that can help our customers solve their data integration issues and meet their needs for business intelligence, in a very comprehensive way at a much lower cost than ever before,” concludes Blankenburg.



Changing the Way People Do Business by Changing Business Intelligence

Business Intelligence:

Where the Game Is Won or Lost

Quilogy's business intelligence (BI) solutions help companies effectively wield one of their most valuable resources: data. With access to accurate, up-to-date information, people can make proactive decisions that boost growth and avert disaster. Quilogy distinguishes itself by offering a proven methodology for strategizing, developing, and deploying BI solutions based on the Microsoft® Business Intelligence platform.

For BI to work, tools and data must be actionable and accessible to people. Quilogy depends on the 2007 Microsoft Office system to deliver widespread intelligence through the programs people use to work, collaborate, and make decisions.

New BI Possibilities

"With the 2007 Office release, our conversations with customers are much more

interesting—there is so much more we can do in terms of integrating business intelligence into everyday tools and processes," says Dean Furness, Business Intelligence and Integration National Practice Manager for Quilogy. "For example, with the rich visualization capabilities in Microsoft Office Excel® and Excel Services in Microsoft Office SharePoint® Server 2007, we expect spreadsheets to become much more powerful BI tools—not only in terms of consumption of data but also as data sources."

Office Excel 2007 spreadsheets are more powerful BI tools because they maintain persistent connections with the data source, ensuring that people across the entire organization always see "a single version of the truth." And with Excel Services, a new shared service, people can extend those tools to customers and partners in the form of interactive spreadsheets with built-in protection for select, sensitive data.

Quilogy intends to take advantage of new features in Microsoft SharePoint Products and Technologies to enhance its customers' BI solutions. For example, the Business Data Catalog allows businesses to easily expose back-end application data—such as from ERP or line-of-business applications—on people's BI dashboards. This will allow workers to see all of their important key performance indicators (KPIs) in one place.

Office SharePoint Server 2007 also uses the new Windows Workflow Foundation technology to make BI data more actionable. With Windows Workflow Foundation, notifications launched out of BI tools trigger automated workflows so action is immediate and the business as a whole is more responsive.

"We see tremendous potential in the 2007 Microsoft Office system going forward.

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*Dean Furness,
Business Intelligence and Integration
National Practice Manager,
Quilogy*

Microsoft Office PerformancePoint™ Server 2007 consolidates a lot of functionality and will make scorecarding, analysis, and planning and budgeting much more manageable," says Furness.

Proven Approach to BI

Quilogy's incremental approach to building BI begins with mapping customers' business initiatives to appropriate KPIs. Once these performance metrics are established, Quilogy helps develop and deploy integrated Microsoft BI solutions that offer faster time to market, lower management costs due to a common management environment, and greater value because pieces work together. And because these solutions utilize familiar Microsoft Office products, companies spend less on training and support.

A "start small" attitude and proven methodologies and delivery techniques build on initial successes and allow stakeholders to evangelize the benefits of BI to the entire organization. Quilogy's proven process for setting strategy and creating business scorecard solutions will help companies gain immediate insight into the changing dynamics of their business.

About Quilogy

www.quilogy.com

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Quilogy is a Microsoft Gold Certified Partner with an Information Worker Solutions competency and is a member of the Microsoft Partner Advisory Council for Business Intelligence.

Headquartered in St. Charles, MO, Quilogy has 14 offices that provide consulting services and training nationwide.

Quilogy delivers Microsoft-based BI solutions for health care, manufacturing, financial and professional services, and the public sector. Quilogy consultants use a proven process for setting BI strategy and creating BI solutions.

Bringing Data Together for Effective Decision-Making and Business Agility

Feeling the Pulse of Your Business

In today's global, Internet-enabled economy, businesses need to support fast and accurate decision-making. Too often, however, essential data is stored in separate applications and requires slow, labor-intensive processes to gather together. Companies need data management solutions that not only collect the most up-to-date business data as it flows through the company but that also provide tools that enable business users to make use of that information.

Sonata Software provides end-to-end data-management solutions built on the Microsoft® Business Intelligence (BI) platform. By using these solutions, companies keep their finger on the pulse of their business—this means they can take advantage of opportunities or intervene before something goes wrong. Sonata's SonnetBI vertical solution framework gives companies the ability to monitor and analyze business processes across geographic locations and business units.

Supporting Responsive Decision-Making

Sonata takes advantage of the integration of Microsoft Office productivity programs, Microsoft SharePoint® Products and Technologies, and Microsoft SQL Server™ 2005 to deliver comprehensive business intelligence. On top of this foundation, Sonata

adds predesigned frameworks, tools, and deployment methodologies customized for companies in manufacturing, distribution, retail, restaurant and hospitality, financial services, and other industries.

"The 2007 Microsoft Office system is a tremendous boon to our business intelligence offerings. We expect Excel Services, Office SharePoint Server 2007, and Microsoft Office PerformancePoint™ Server 2007 to significantly enhance our baseline ability, as well as deepen the reach of our vertical solutions into customers' business processes," says Sayinath A.G., Practice Director for Sonata Software.

Office PerformancePoint Server 2007 strengthens Sonata's core BI proposition of supporting decision-making by integrating scorecard, analysis, and planning functions. Sonata's SonnetBI solution depends heavily on Microsoft Office Business Scorecard Manager 2005 for personalized, Web-based scorecards—Office PerformancePoint Server 2007 augments that functionality with advanced analytics and robust planning, budgeting, forecasting, and financial reporting capabilities.

"Office PerformancePoint Server 2007 will not only provide the 'what' and 'why' of business intelligence, but will also provide decision-makers with the 'how,'" says Sayinath A.G.

Choosing a Proven Partner and Technology

Along with Sonata's industry-specific deployment methodologies and data-migration tools, the proven Microsoft BI platform offers Sonata customers a safe, reliable path to BI.

"PerformancePoint Server 2007 will not only provide the 'what' and 'why' of business intelligence, but will also provide decision-makers with the 'how'."

Sayinath A. G.
Practice Director
Sonata Software

About Sonata Software

www.sonata-software.com

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Sonata Software is a Microsoft Gold Certified Partner with an Information Worker Solutions competency. Sonata has more than 25 projects in its Microsoft BI Center of Excellence, including one of the largest global rollouts of Microsoft business intelligence solutions.

Headquartered in Bangalore, India, Sonata employs more than 2,000 IT professionals worldwide and has offices in the United States, the United Kingdom, Germany, and Singapore.

Sonata is one of the leading software services firms in India and it boasts SEI CMM Level 5 and ISO 9001 certifications. Sonata's core differentiator is a global onsite-offshore model that ensures fast and effective software development and services and the best return-on-investment for customers.

Sonata's BI applications and methodologies come from deep experience in the field and Sonata's work at the Microsoft BI Center of Excellence, where more than 150 skilled consultants build their technical and functional competencies for Microsoft products. The company's BI team has completed more than 25 projects and compiled more than 150 key performance indicators that measure critical data for different industries.