



Business Intelligence Dashboards

Professional Services Partners

Need to improve your profitability, increase revenues from existing customers and run projects more effectively?

Ridgian can help you deliver Information Management Services to do this.

As Information Management experts, Ridgian has a proven track record of delivering real business solutions using Microsoft technology.

The fundamental core of what we do is to take the disparate data sources that support specific areas of an IT business and present consolidation insights and analytics tailored to the right people in a manner that suits their role within any business process, allowing them to make better business decisions that will ultimately improve revenues and lower costs within the business.

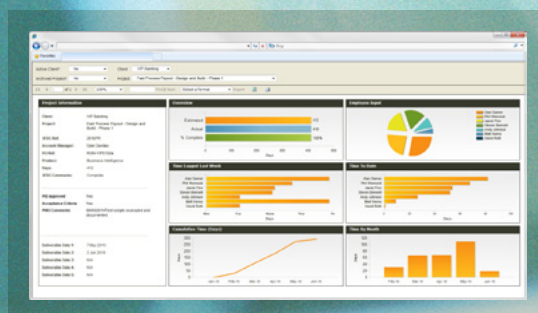
How do we do this?

Every Microsoft Partner is granted free licenses for tools such as SQL Server and SharePoint but few actually take full advantage of the capabilities within these products. We leverage them to tailor business focused solutions that allow businesses to address processes such as:

- Provide an organisation wide management solution that will become centric to all Integrated business processes throughout the organisation. Unstructured documents and control over business processes are regarded as the main drivers for any initial deployment
- Use SharePoint as a tool to support specific project initiatives with better collaboration, project control and document management
- Assist in ensuring delivery meets and delivers upon expectations that are set during the sales cycle and avoid unnecessary and costly project overruns by using our Integrated Time Management Solution.
- Ensure that Finance and Purchasing functions have visibility of Customer orders and that billing is aligned
- Assist in ensuring that all Customers receive the appropriate levels of service in line with commercial SLAs

Project Dashboard

Managing individual projects is done from a top down overall view across consultants and time



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Example Business Case

Our goal with every engagement is to ensure that the solution we propose and deploy delivers against business needs and has a tangible Return on Investment (ROI).

The example numbers are hypothetical but are intended to be a starting point to quantify how we can help.

Assumptions

- £1m - Annual Support & Maintenance Turnover
- £3m – Annual Hardware & Licensing Turnover
- £1m – Annual Professional Services Turnover

Savings

- £50k around Support & Maintenance – 5% saving by eliminating unprofitable contracts, servicing only appropriate customers, increasing price on over utilised contracts, renewing profitable contracts

- £75k around Hardware & Licencing – 2.5% saving by reviewing buying patterns, pipeline and product mix to arrange volume discounts and rebates and encouraging competitive pricing amongst the distributors and vendors
- £50k around Professional Services – 5% saving by ensuring that only paid for services are delivered and limiting project overrun by improved visibility and reporting

Summary

Total potential savings as detailed above amount to £175k. These have been based upon conservative cost savings and efficiency gains.

Assuming the overall solution costs in the region of £90k then the savings would pay for themselves in a little over 6 months and over 3 years would deliver in excess of £400K to the bottom line.

Company Dashboard

Top level view of financial and non-financial Key Performance Indicators and business metrics



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The following solutions and technologies are likely to be components of the overall platform and will deliver:

- QSE Server Reporting services for all reporting requirements
- SQL Server Integration Services to facilitate data integration between the applications
- Deploy SharePoint 2010 as a Document Management/Control and Collaboration solution for Departments and associated Project initiatives. It will also allow customers and project information to be entered and become a central information repository
- Add project management information/data (project progress, etc) against the projects. Data can then be added to the warehouse and cube for reporting
- Time/People management solution to both manage engineers/consultants diaries and track utilisation against projects. Data can then be added to the warehouse and cube for reporting
- Pro-Active alerts and reports
- Deliver business insights and analytics in the form of Reporting Services Dashboards hosted in SharePoint

Time Management

Ability to quickly and easily allocate time to correct customer projects and tasks, ensuring timesheet data capture is accurate and timely

The screenshot displays the Ridgian Time Management application. At the top, there's a navigation bar with the Ridgian logo and a clock. The main header shows the date '22 Wednesday, September 2010' and a calendar overview. A sidebar on the left lists projects under categories like 'Barclays', 'Cherwell', 'M & B', and 'Ridgian'. The central area features a 'Time Sheet Entry' grid for the week of Sept 20 to 26, 2010. A 'Project Details' pop-up window is active, showing details for 'Barclays - O-1081 - BB Segmentation Reporting - Build - Stream 1' with a total of 62.00 hours. The grid shows various time entries, including a 'Sick Day' on Friday, Sept 24th. A 'WEEK HOURS' summary shows 24.00 hours. The interface is clean and professional, with a focus on data entry and reporting.



Ridgian

Business Evolution
IT Excellence



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