

# MicroStrategy **Powering Your Intelligent Enterprise**

**STUDIO III – TRACK 3: AI, DATA AND PERFORMANCE** 

4:30 – 5 p.m.

MAY 17, 2018 SHERATON UNIVERSAL LOS ANGELES

**Transform Your Organization Into An Intelligent Enterprise** 

Delivering Governed Analytics to your workplace on any device within any workflow. Learn how the Media and Entertainment Industry is leveraging data with AI and Mobility, and providing access to this data within existing business processes.

Jennifer Bittner, Senior Account Strategist, MicroStrategy **Richard Frausto**, Analytics Engineer, MicroStrategy





**Top 3 Reasons** 1. Proliferation of Data: New Sources and Growing 2. Access to Data within Existing Workflows and Mobility 3. Data Governance

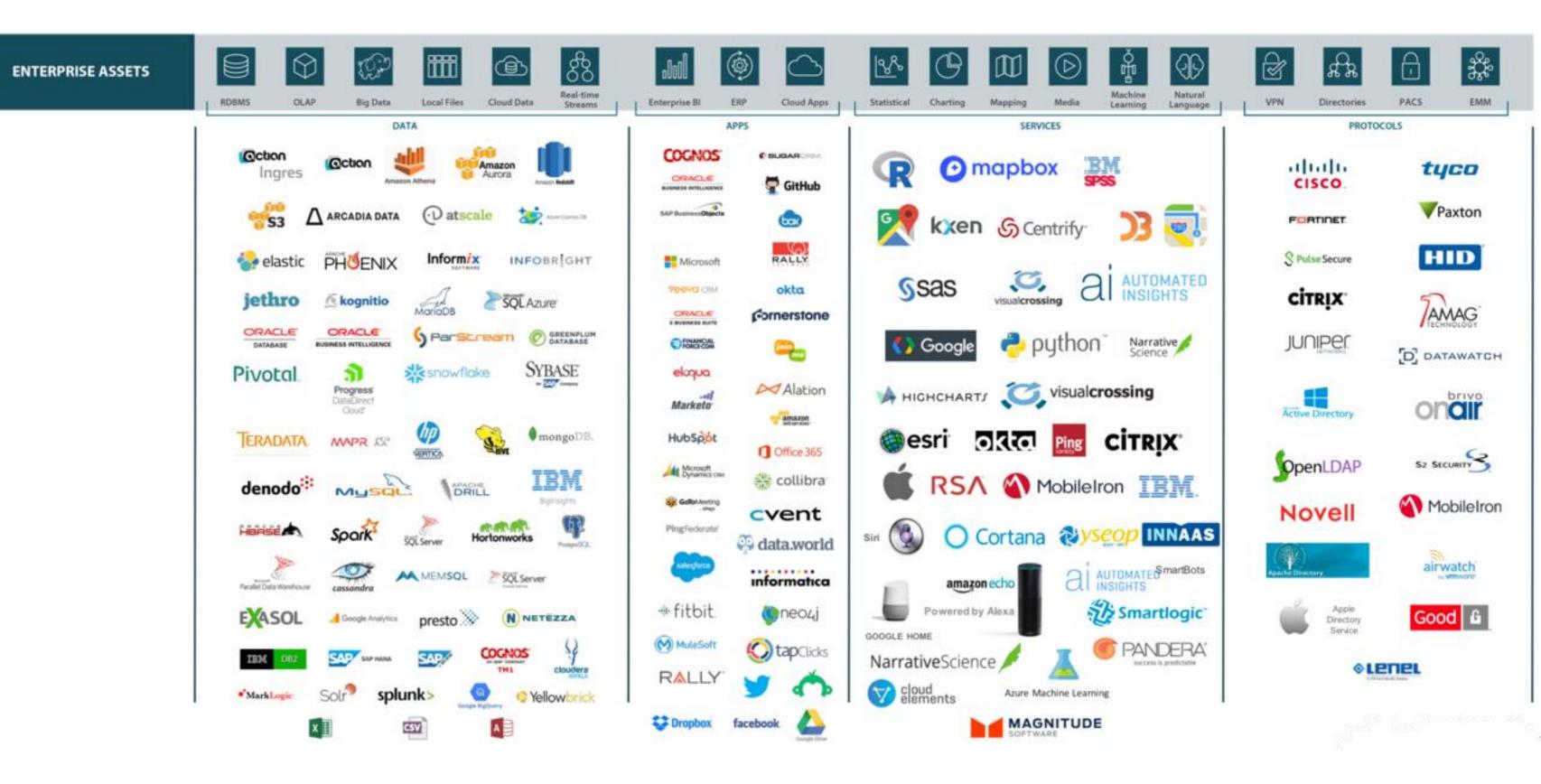
Why do Media and Entertainment Companies **Consistently Reach Out To MicroStrategy?** 

# 1. Proliferation of Data: New Sources and growing

### MicroStrategy is open to a Growing Analytics Ecosystem

### **Case Study:**

- **Customer started with 4** sources, now dozens and adding....
- Over 6 years of data, slice and dice with 12 selectors
- Make one change to the underlying data – No need to update the entire dashboards or multitude of dashboards

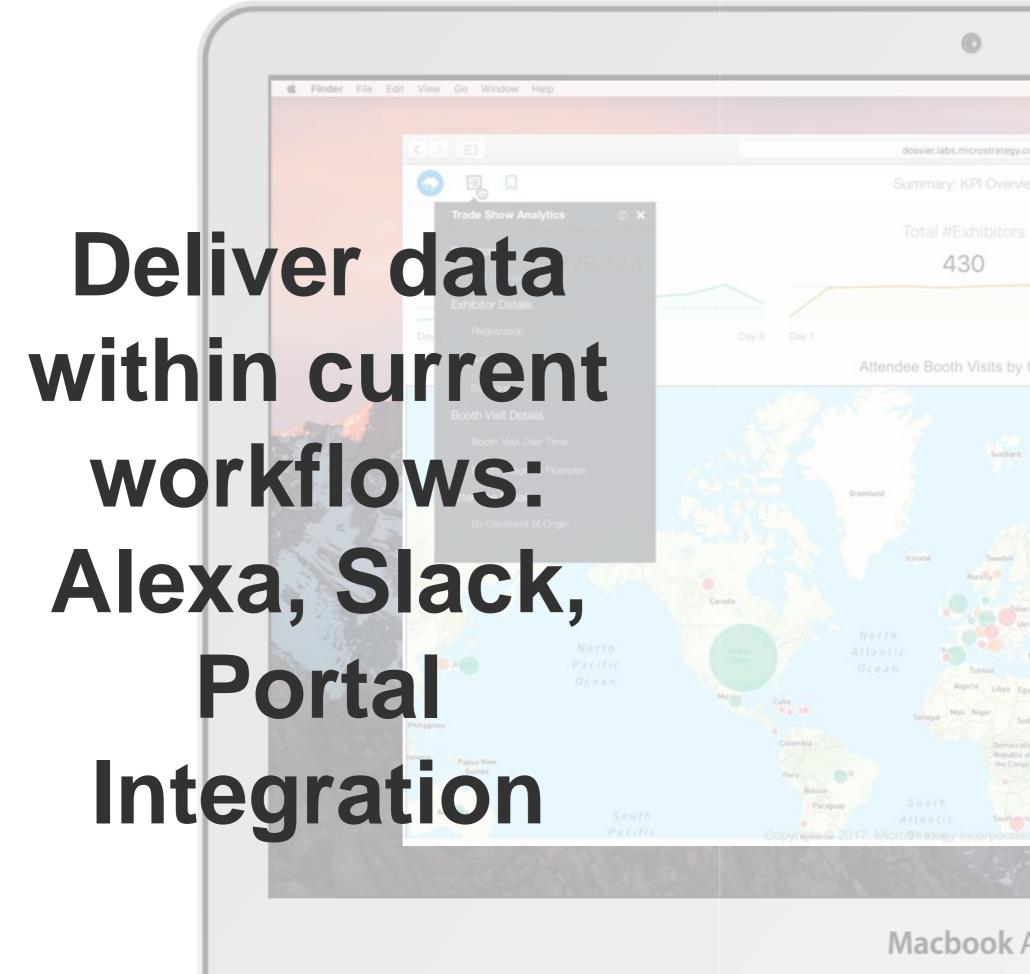






# 2. Access to Data within Existing Workflows and Mobility

Radically Simplified User Experience



	\$	🐠 🗇 😱 88% (+) Fri 8:41 AM Q 🖃			
om	۵.	o d Ø +			
	7 C				
	Total #Attendees <b>37,580</b>		Build	d onc	e
Day 3					
Country	iPad 🗢		nd de	<b>POIOV</b>	ON
1.10	Global Pipeline	Closed +3) World Region (APAC +3)		-	
	Global Pipeline Summary Product Coverage Average Opportunity	tream vs. Quarter	100M 80M 60M		
rus raine Kazakhistan Uzbekistan Turany Iraq Iran	Revenues and Forecast Regional Analysis	Laser Laser Inkjet CO SC	01 02 02 03 03 04	Image: Second se	
npt Samt Pakistan Araba Indu dan Sri L	Forecast by Age Total Revenue over time Account Overview	% of Opportunity by For	ecast Caterry V CCD	<b>, iPa</b>	Э,
Medagescer Ind. Coce d. All Rights Reserv	Forecast and Probability Account Revenue	37%	and A		bid
	Campaigns Campaign Forecasts		11%	<ul><li>2. Commit</li><li>3. Upside</li><li>4. Pipeline</li></ul>	
Air	Campaigns by region	Global Pipeline: S 1 of 10	ummary 14%		
		• • • • • • •		1 of 10	







## 3. Data Governance

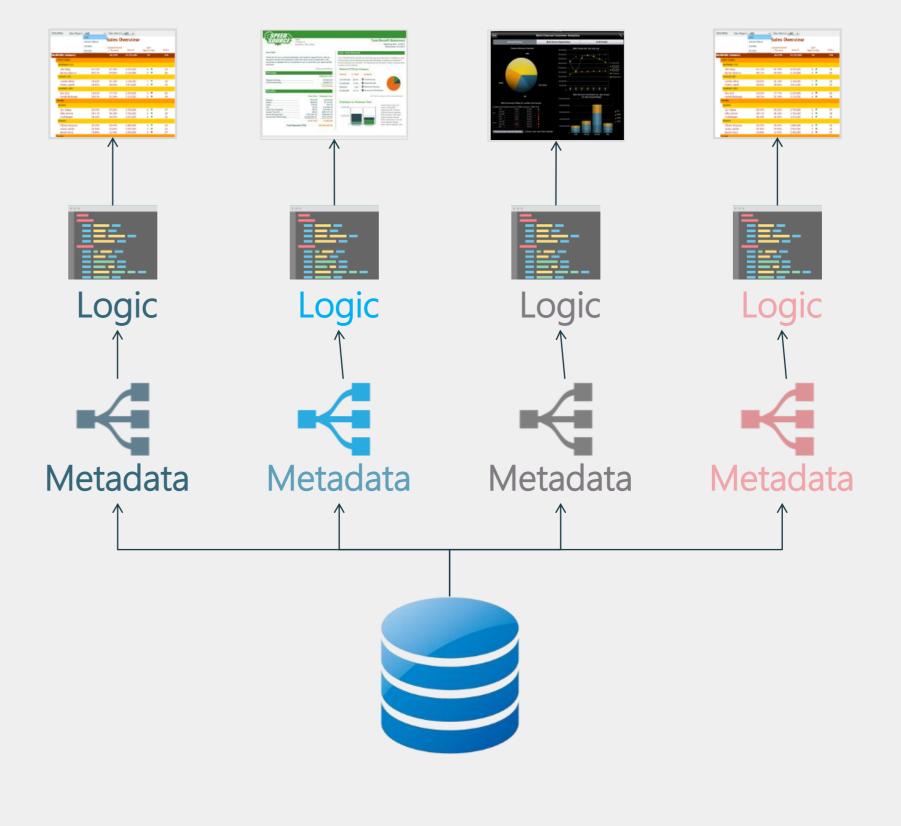
### **Avoid Silos of Information**

#### **MicroStrategy**

Single Metadata Layer for Governance and Security

		<page-header><text><text><text><text><text><text><text>      Control of the set of the set</text></text></text></text></text></text></text></page-header>	Norm     Norm       Norm     Norm			
Mobile apps	Documents	Reports	Dossiers			
	Single Metadata Logins, ACL, Audit					

### **Excel / Visualization only Tools** No Common Layer for Governance and Security







### **MicroStrategy Custom Mobile Application - DEMO Global Box Office Performance Application**

Let's take a look....

# **Global Box Office Performance dashboards**

The main sections are:

- Title Box office
- **Distributors Market Share**
- Industry and Market Trends
- Media Spend Trends

The Marketing Dashboards provide territory awareness and campaign analysis. The main analysis are:

- Awareness vs. Media Campaigns
- Media Campaigns Comparisons

The Flash Dashboards, or Dailies, provide various types of flash performance analysis for a given weekend date and time period.

The main sections are:

- Performance Analysis
- Performance vs. Projections Analysis
- Projections Analysis

The Planning Dashboards provide various types of planning analysis for current and upcoming titles. The main sections are:

- Estimates Analysis
- Dating Analysis
- Comparative Title Analysis
- Projections Analysis

The Finance Dashboards provide reports for analysis, forecasts, actuals and overhead.

The main sections are:

- Variance Analysis
- Plan and Forecast Analysis
- Actuals Analysis Overhead Analysis







# **Global Box Office Performance dashboards**

The main sections are:	<b>Challenges</b>
Title Box office     Distributors Market Share	Disparate c
<ul> <li>Distributors Market Share</li> <li>Industry and Market Trends</li> <li>Media Spend Trends</li> </ul>	Support lar
The Marketing Dashboards provide territory awarenes	ss and camp Complex a
<ul> <li>Awareness vs. Media Campaigns</li> <li>Media Campaigns Comparisons</li> </ul>	Seamlessly
<ul> <li>The Flash Dashboards, or Dailies, provide various typ</li> <li>The main sections are:</li> <li>Performance Analysis</li> </ul>	es of flash p
Deuteuro en celve. Ducie atiene Anchucie	Apply cust
The Planning Dashboards provide various types of pla The main sections are:	anning analy Need to pro department
<ul> <li>Comparative Title Analysis</li> <li>Projections Analysis</li> </ul>	Portable an
<ul> <li>Variance Analysis</li> <li>Plan and Forecast Analysis</li> </ul>	, forecasts, a Data integr your busine Complex lo

- data sources
- rge amounts of data that needs to be sliced 8 different ways
- baign analysis.
- nalytics, such as sentiment analysis
- y add additional campaigns
- performance analysis for a given weekend date and time period.
- accurately update forecasts
- om visualization to digest trends over time
- ysis for current and upcoming titles.
- ovide secure, custom views of the data based on the users t and level of access
- nalytics, available to planners on demand
- actuals and overhead.
- ity, provide a single version of the truth and still empower ess users
- ogic, to pivot flash and forecasts accurately and easily





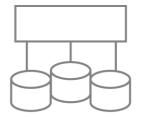


Global Box Office Per Challenges	formanc
Disparate data sources	
Support large amounts of data that needs to	be sliced 8 differ
Complex analytics, such as sentiment analys	Highl Met
Seamlessly add additional campaigns	Instant updates to cu
Easily and accurately update forecasts Apply custom visualization to digest trends o	over time
Need to provide secure, custom views of the department and level of access	data based on th
Portable analytics, available to planners on d	lemand
Data integrity, provide a single version of the your business users	e truth and still en

**Complex logic, to pivot flash and forecasts accurately and easily** 

# e dashboards

Multi-sourcing



#### ent ways

Ily Customizable

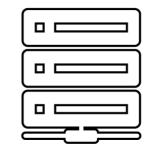


Transactional Workflows

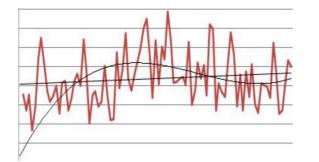
Data Write Back

ustom apps without recompilation

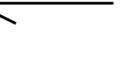




In-memory Architecture



Trendline



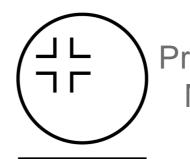


User Security, Customization & Personalization

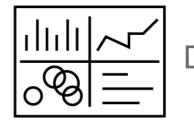


Mobile Analytics with Application Workflows

#### npower



Predictive Analytics & Machine Learning



**Data Governance** 





### **MicroStrategy Metadata** Governed Data Discovery

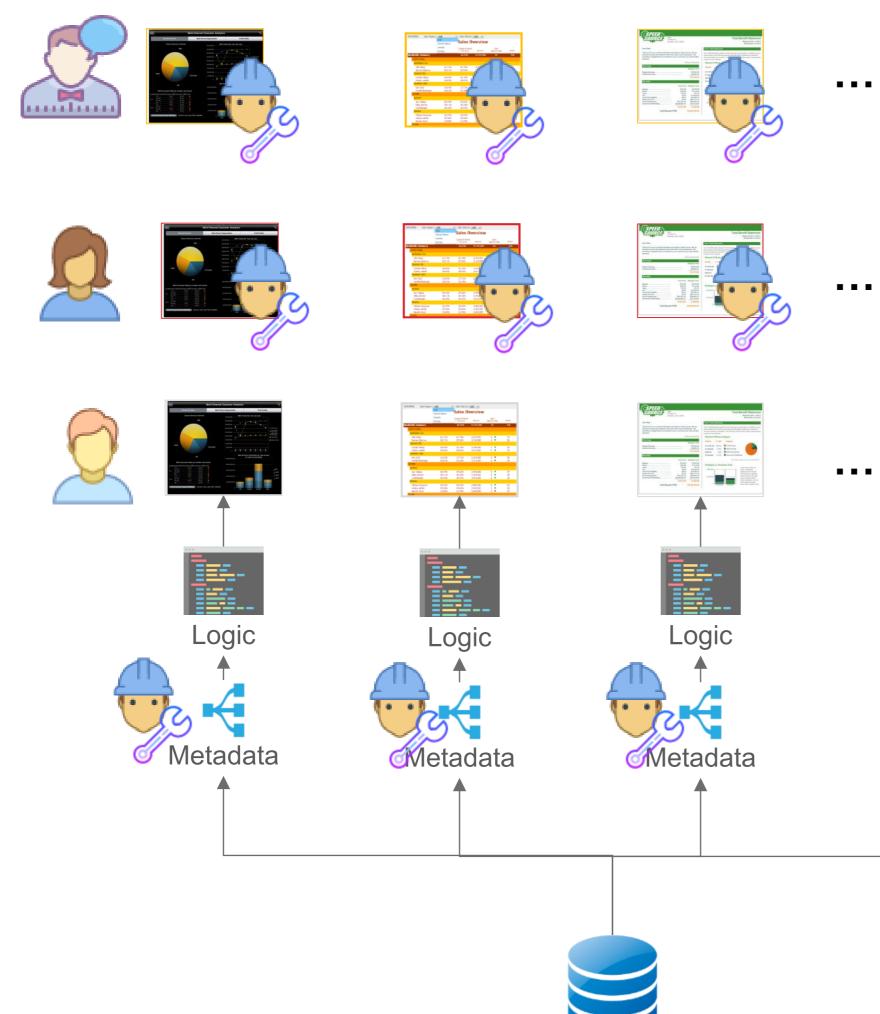
# Metadata

## **Definition:** Information that is held as a description of stored data

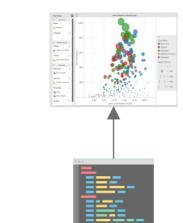
plural noun (computing)

### or.... Data about Data

# But Modern BI Tools Say They Have Metadata...







Logic

Metadata

#### Hey! KPI Definition needs to change!



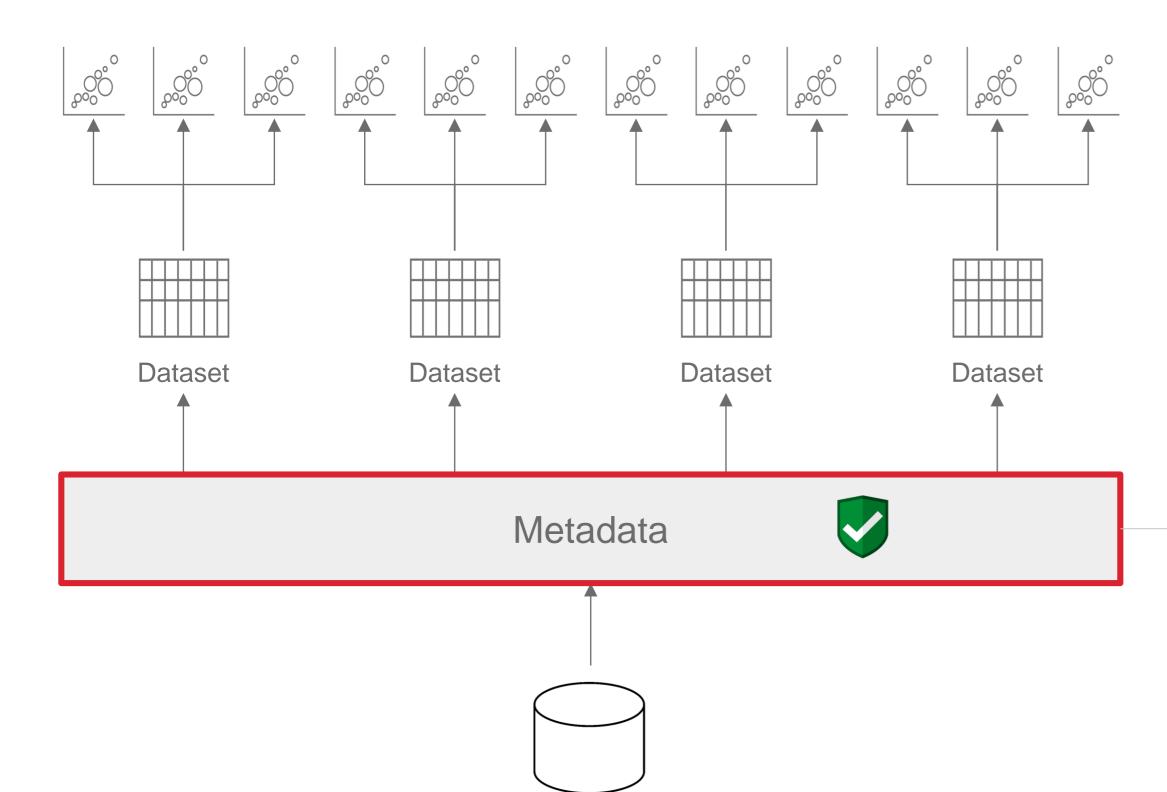




# True Robust Governed Data Model

#### MicroStrategy

Single Metadata Layer for Governance and Security



### **Trusted Data**

Single Business Definition Reusable Single point of management

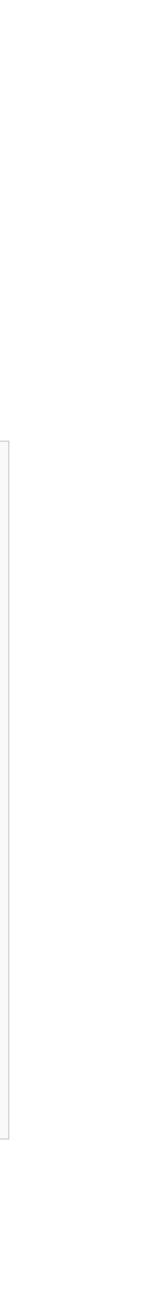
### Freedom to Users

Dashboard, Report, Ad-hoc, OLAP, Visualization, ... No limitation...

### Single Security Layer

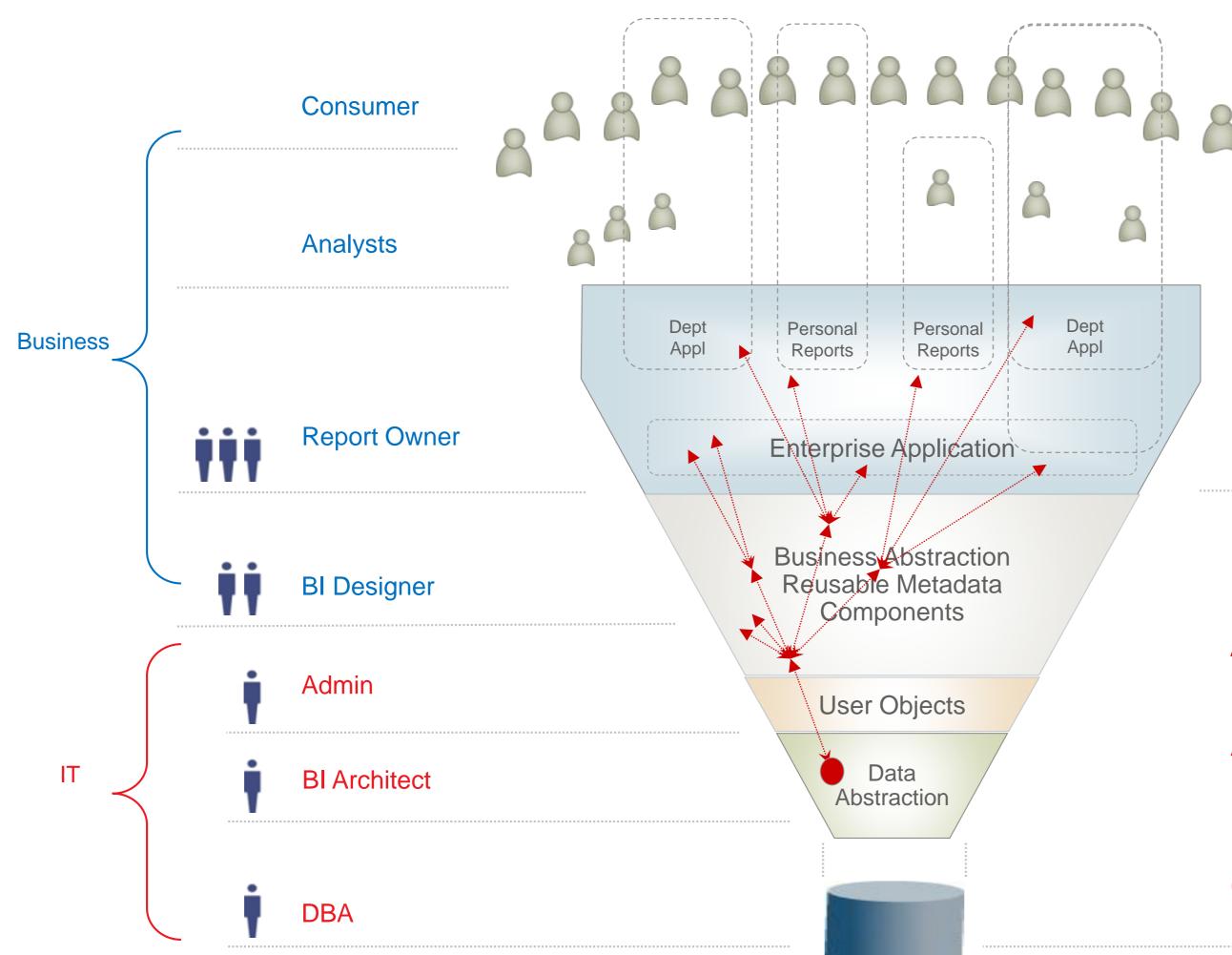
Access Control, Users, Groups, Data Security, ...





# **Maintaining the Trust**

Changes are automatically applied to its dependents



Parameterized Reports OLAP Analysis Create & Share Reports

Build Reports and Objects on top of Schema model

Have the ownership of enterprise reports Support Analysts with datasets

#### Automated System Management

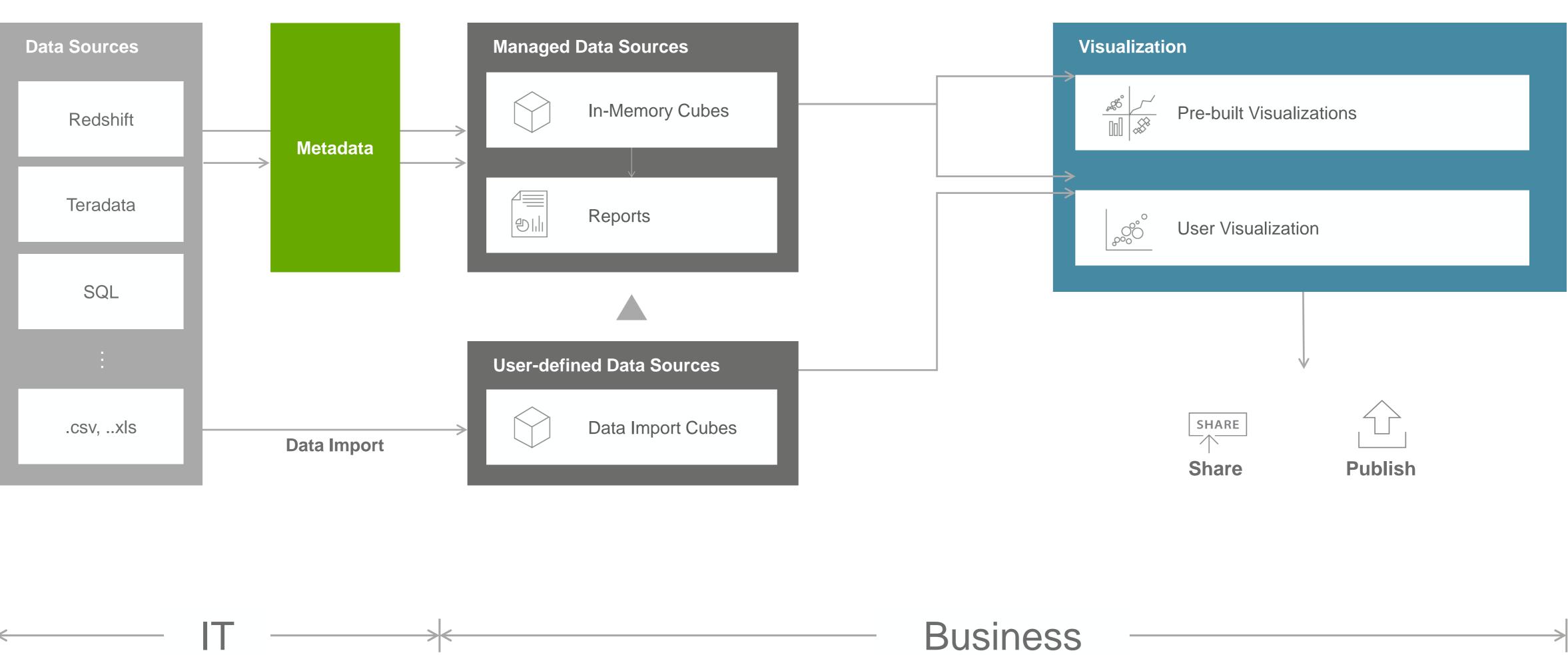
Automatically apply changes to dependent objects







# How we solve it

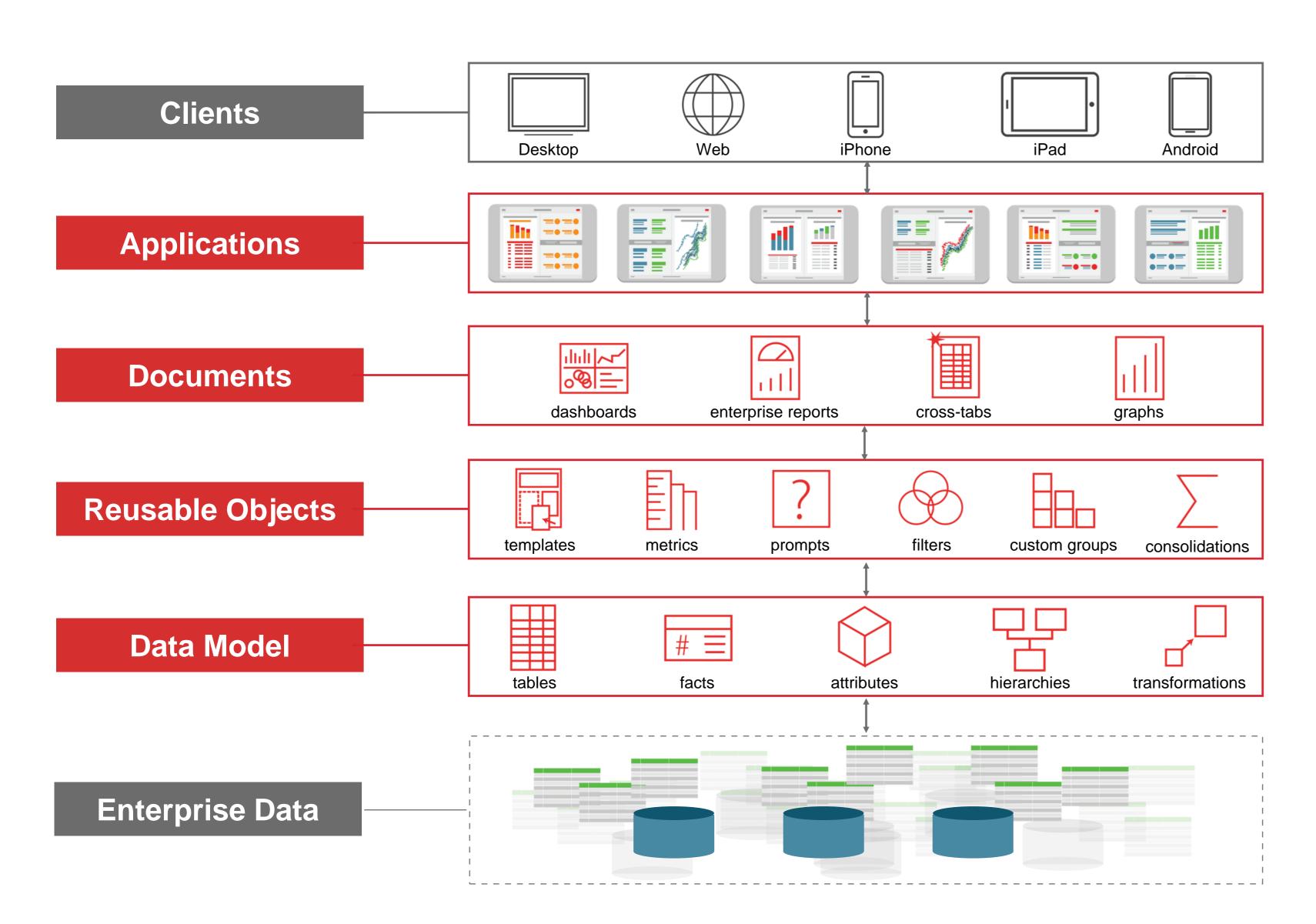






### Federated Business Intelligence – Metadata repository

1 single version of the truth, for Enterprise BI and Self BI



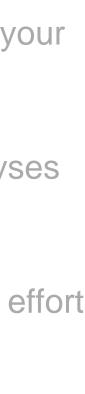
**Blueprint** - Create a single, logical view of your entire data environment.

**Shared** building blocks for all reports, analyses and documents.

**Efficient** object reuse avoids duplication of effort and resources.

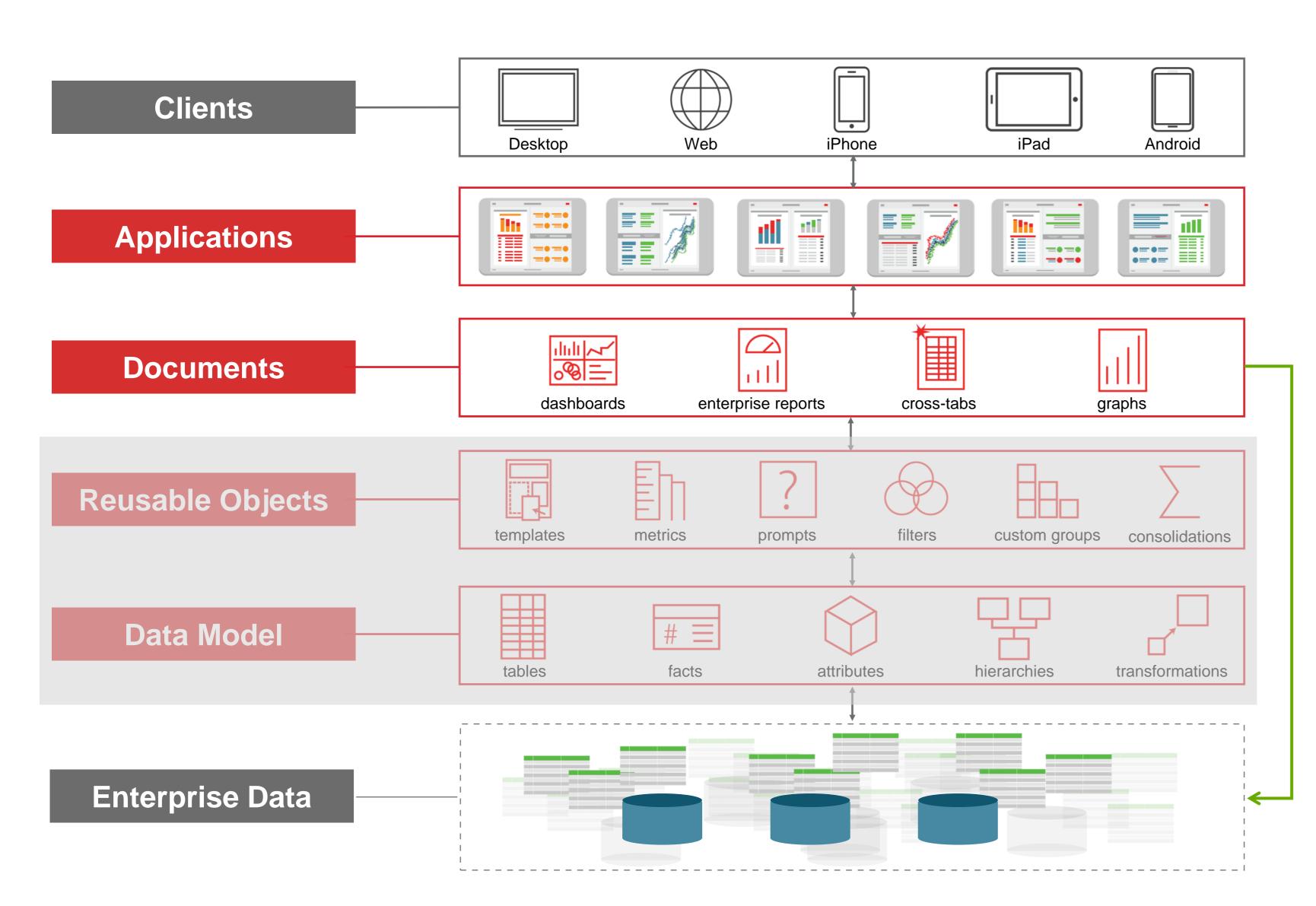
Easy to maintain – Changes to any object automatically convey to all dependent objects.

**Consistent** - Common building blocks ensure single version of the truth.



### Federated Business Intelligence – Metadata repository

1 single version of the truth, for Enterprise BI and Self BI



**Blueprint** - Create a single, logical view of your entire data environment.

**Shared** building blocks for all reports, analyses and documents.

**Efficient** object reuse avoids duplication of effort and resources.

**Easy to maintain** – Changes to any object automatically convey to all dependent objects.

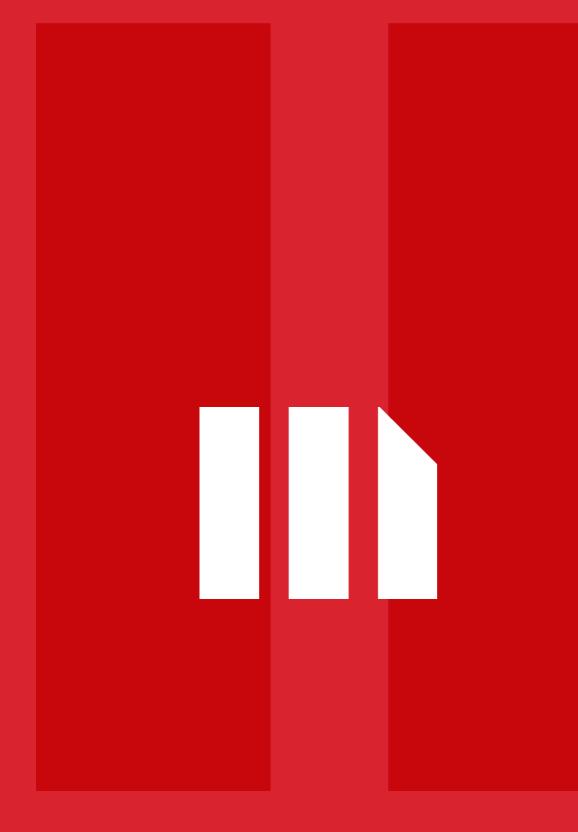
**Consistent -** Common building blocks ensure single version of the truth.

Non modeled approach – Also allows quicker developments, quick wins and fast initial time to value for new projects



# Let's see what MicroStrategy can do

Just a sample



# Q & A

Alberto Del Castillo – Consulting Services Director Michael Janda – MicroStrategy Principal Consultant, M&E







