

Avanade Inc.

Harnessing Data for Value Creation Call-for-Collaboration (CFC)

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Kevin Wo – Vice President & Country Manager, Singapore

Pascal Brenner – Head of Business Intelligence

Who we are





Avanade provides business technology solutions and managed services that connect insight, innovation and expertise in Microsoft® technologies **to help customers realize results.**

Trusted heritage

We are a joint venture designed to combine the growing demand for Microsoft-based insights, innovation and expertise that drive meaningful results.



Avanade fast facts

About Us

US **\$1.3 billion** revenue in FY11

More than **20% average yearly growth** since our inception in 2000

Trusted advisor to more the **800 customers** in all industries

Realized **95% satisfied** customers

More than **60 locations** in **20 countries**

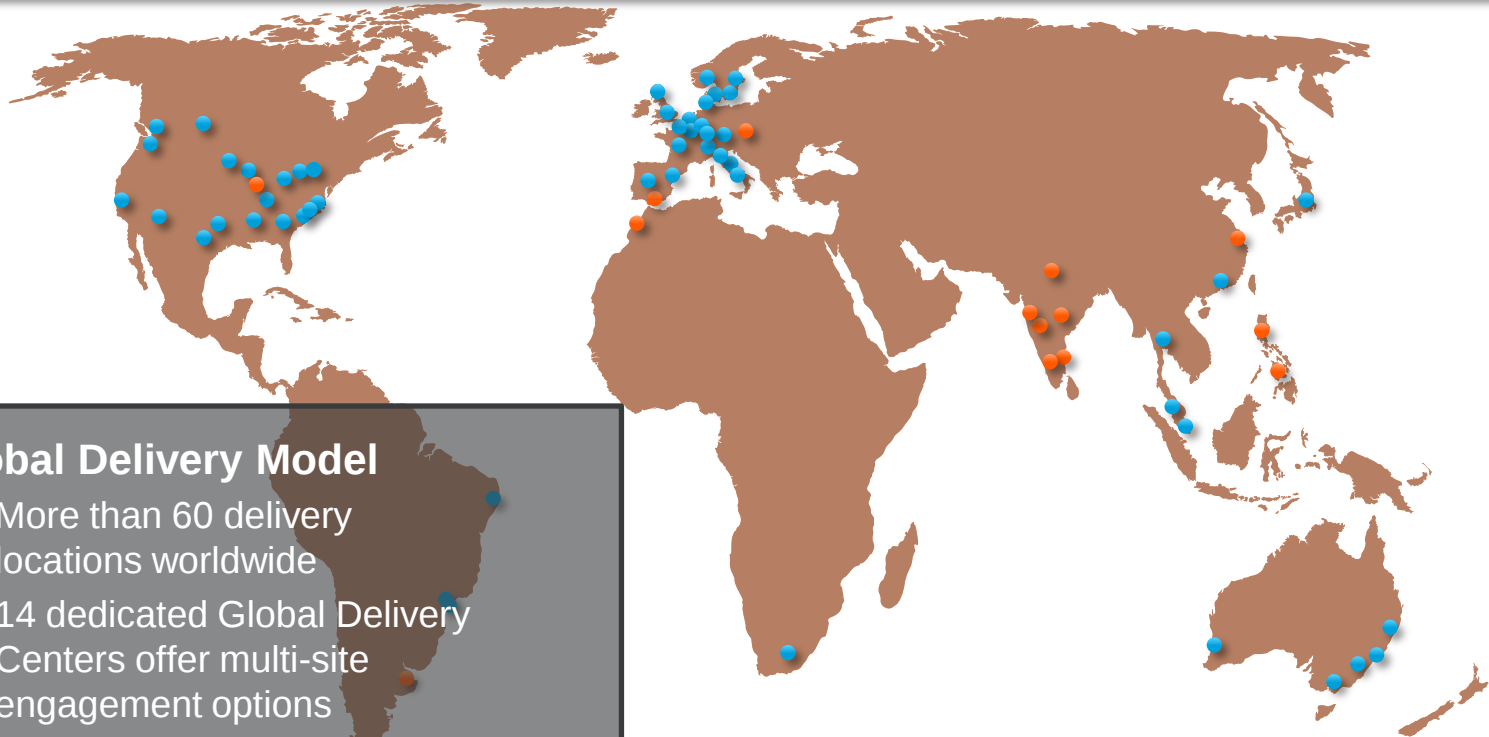


Founded by accenture[>] & **Microsoft®**

Global delivery

Avanade Centers of Excellence

- Application Renewal
- Business Intelligence
- E-Commerce
- Enterprise Collaboration
- Microsoft Dynamics CRM
- Microsoft Dynamics AX



Global Delivery Model

- More than 60 delivery locations worldwide
- 14 dedicated Global Delivery Centers offer multi-site engagement options
- Centers of Excellence provide deep, specialized expertise on Microsoft technologies

Expertise: Certifications and Competencies

Certifications

- 1st in certifications per employee
- 1st in .NET developer certifications
- 1st in Dynamics CRM certifications
- 1st in Dynamics AX certifications
- 1st in SharePoint certifications
- 29 elite Microsoft Certified Architects & Masters

Competencies

- 25 Microsoft Gold Competencies, the most of any partner



“The passion of the Avanade staff has been a pleasure to behold. In addition, any problems that we encountered en route were fixed by Avanade themselves or with the help of existing networks and partners.”

Wouter de Bos, Director,
Solviteers

“Avanade is much more than an IT consultant company. They have a deep understanding of our business processes and that combination has made our project very successful.”

Jørn Smestad, CFO,
Hitachi Power Tools

in Microsoft expertise

Our approach



Insight from our unique connections



- Industry and business acumen
- Industry, cross-industry solutions
- Horizontal solution accelerators

- Specialization on the Microsoft platform
- Engineered assets and architectures
- Industry, cross-industry solutions

- Comprehensive enterprise platform
- Superior price, performance
- Commitment to research and development

Integrated, innovative solutions
that **realize results**

Combining technical innovation with business expertise to realize customer results

BUSINESS PRIORITIES

Improve Business Agility • Lower Costs • Reduce time-to-market • Improve Employee Productivity

INFORMATION TECHNOLOGY

BI • CRM • ERP • SaaS & Cloud Computing • Desktop Transformation Experiences
Social Computing • Collaboration • Green IT • Mobility • Virtualization

Innovative Solutions & Assets

Engineering • Service Differentiation
Repeatable Delivery • Focus

Insight & Experience

Avanade People • Global Delivery Network

RESULTS

Our approach to data management

Timely, accurate, secure information

Avanade Services

Avanade
Online Services

Business
Intelligence

Expert
Source

Custom Application
Development

Collaboration

Data Center Optimization
and Virtualization

Enterprise
Search

Content Management

Information
Architecture



Microsoft Technologies

Avanade Business Intelligence

Solutions, Assets and Capabilities



BI Strategy

Complete set of methods to build a BI strategy for a client



Mobile -Tablet BI

Mobile Framework
Report using XD
Sharepoint W7
Tablets and Mobile BI



Collaboration Analytics



Set of standard reports and scorecards that can be customized
Supports enterprise and departmental reporting



CRM Analytics



Advanced Profiling
Real Time Marketing Insight
Marketing Analytics



Industry Templates

Retail and Insurance
PDW models
BISM SQL 2012 layers
FastTrack Model



Intelligent Warehousing

ToolSet for efficient DW modelling
From Conceptual to Physical (Agile Meth.)



ETL Framework

Complete set of Template, tool, reports
Metadata driven, add'in to Visual Studio



Performance Analytics

- ▲ Framework Approach
- ▲ Planning Framework (or Tagetik)

3rd



SQL Azure and IaaS

Cloud-based, pay-per-user-, per-month SQL environment



Business Intelligence Strategy

The Avanade BI strategy offering provides a custom roadmap, based on strategic, tactical and operational business priorities that have been translated into governance, information usage, data model and technology initiatives.

Business driven

Avanade experts apply global experience and our deep Microsoft product insights to help you align business intelligence investments with business needs to create a competitive advantage in the marketplace.

Actionable

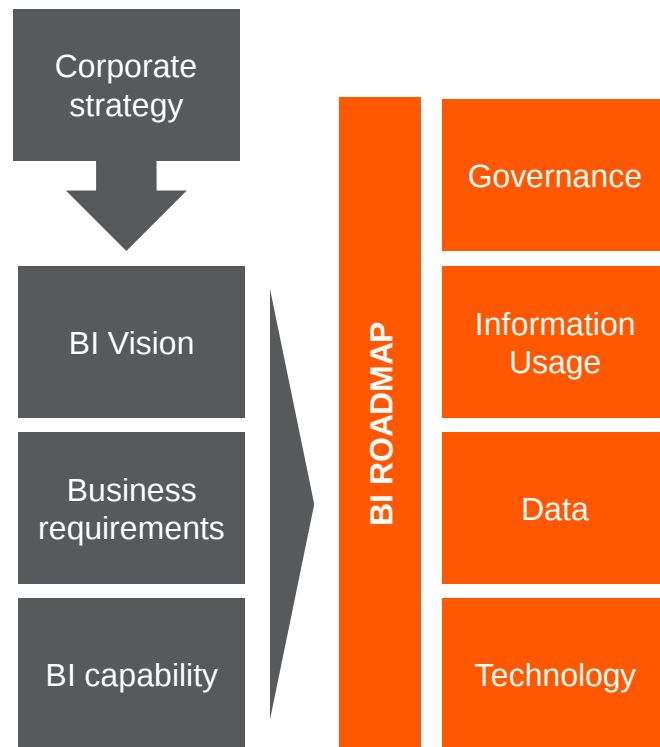
The Avanade BI Strategy solution provides a structured approach to creating actionable initiatives that helps our customers effectively control business intelligence outcomes and reduce time-to-value.

Cost effective

The Avanade BI Strategy solution dramatically lowers the cost of business intelligence by helping our customers extend the value of their existing systems and accelerate their return on investment.

Business Intelligence Strategy Solution

The **Avanade BI strategy Solution** helps customers define an **actionable, business driven strategy** for successful and sustainable data platform investments.



Avanade BI Strategy Solution

SharePoint Sites provide portals and collaboration capabilities across internet, extranet, and Internet sites. SharePoint 2007 brings users together to share information, data, and expertise across organizations. It offers great usability, personalized experiences, and a single infrastructure that saves valuable time and dollars.

"Sites" Capability

Legend: ● As-is ● Desired

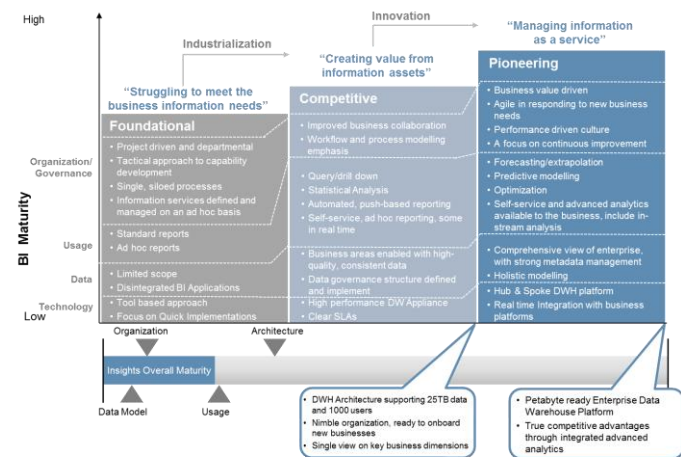
Diagram showing capabilities: Office Client Integration, Office Experience, Ease of Use, Mobile Devices, Web-Enabled Office Applications, Browser Support, Team Collaboration, and Single Sign-On.

Capability	As-is	Desired	Score
Office Client Integration	2	3	2.5
Office Experience	2	3	2.5
Ease of Use	3	3	3.0
Mobile Devices	2	3	2.5
Web-Enabled Office Applications	2	3	2.5
Browser Support	2	3	2.5
Team Collaboration	3	3	3.0
Average	2.1	2.8	2.45

Capability	As-is	Desired	Score
Office Client Integration	2	3	2.5
Office Experience	2	3	2.5
Ease of Use	3	3	3.0

Score: 2.45

The Avanade BI assessment tool



The Avanade BI maturity model

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Avanade Online Services

AOS is an end-to-end software-as-a-service (SaaS) delivery capability that provides proven enterprise solutions globally at a lower true cost of ownership across the entire Microsoft platform.



Comprehensive

- Global coverage
6 datacenters in North America, Europe, Asia Pacific
- Predictable performance
- Microsoft expertise
- Enterprise-ready vertical industry solutions
- Focus on business success



Flexible

- Choice of service delivery—on-premises, in the cloud
- Seamless transition between architectures
- Private and shared hosting options
- Customization
- Extend Microsoft solutions
- Integrate with existing IT
- Flexible contracts - can include 3rd party agreements



Cost Effective

- OpEx pricing model
- “Pay as you go” for what is used
- Monthly per-user fee includes maintenance and upgrades
- Rapid deployment; no delays for hardware provisioning
- Multiple licensing options
- Economical scaling up/down for capacity

Harnessing data, empowering public...

from Data to Intelligence through Self Service Business Intelligence

from homes, offices to the street where and when it is needed through Mobile BI

from static information to live information leveraging public opinion through Sentiment analysis

Let's support together the next level of government data...

Thank you...

Any questions ?

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