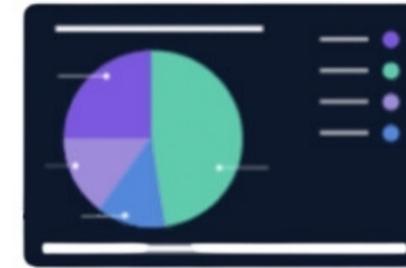




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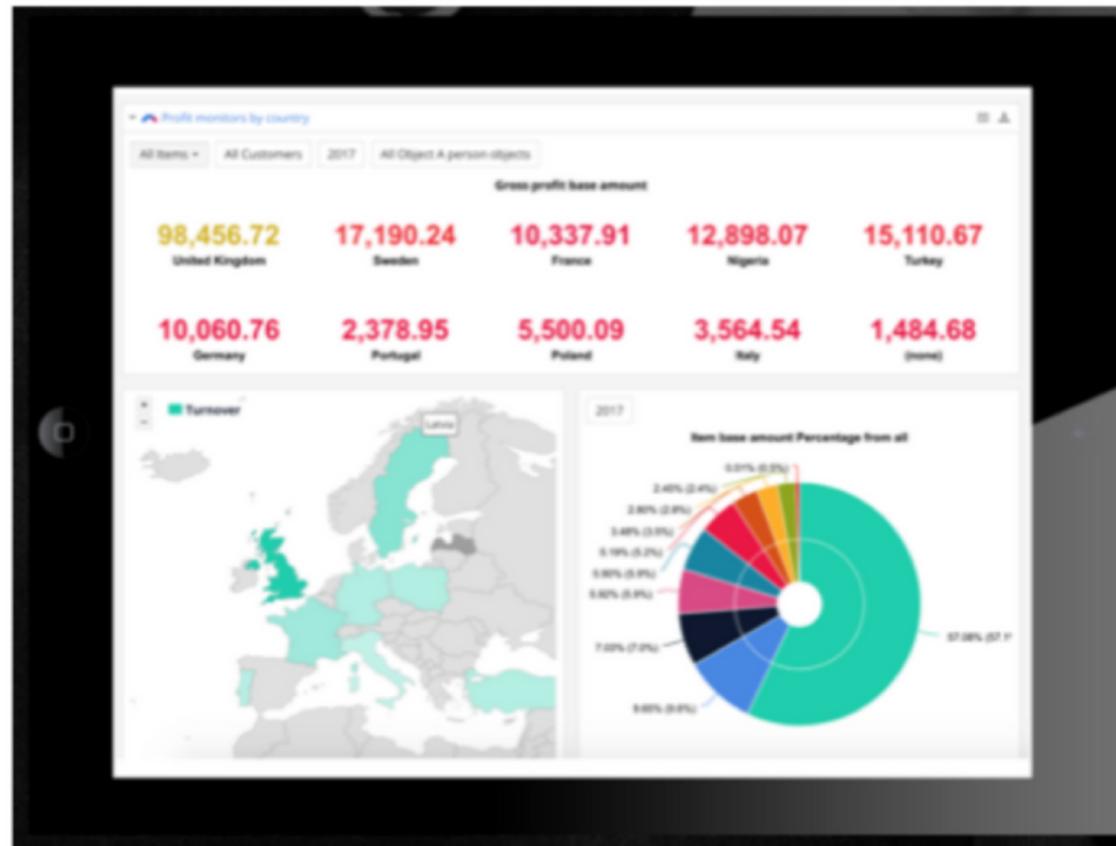


BUSINESS ANALYTICS

POSSIBLY THE MOST FLEXIBLE DATA ANALYTICS PLATFORM



Business dashboards made easy



Dace Kvalberga

CEO & Business analyst

dace@flex.bi



Business dashboards made easy

- ✓ **Business Process analytics**
- ✓ **Data Integrations and consolidation**
- ✓ **Reporting automation solutions**
- ✓ **Data Literacy and BI implementation trainings**
- ✓ **JIRA data analytics**
- ✓ **Embeded analytics solutions**



Real time business reporting



Strategic & Operational Dashboards

Flexible self service Business Intelligence platform

“ You rarely come across game-changers in business but this is one. Great product, excellent service”

John Carn, CEO Kenfield

100+
successful projects worldwide

10+
years experience in Business analytics

82%
project success rate

40+
ready templates

<https://flex.bi> / Audeju street 15, Riga, Latvia/ sales@flex.bi/ +37122066252

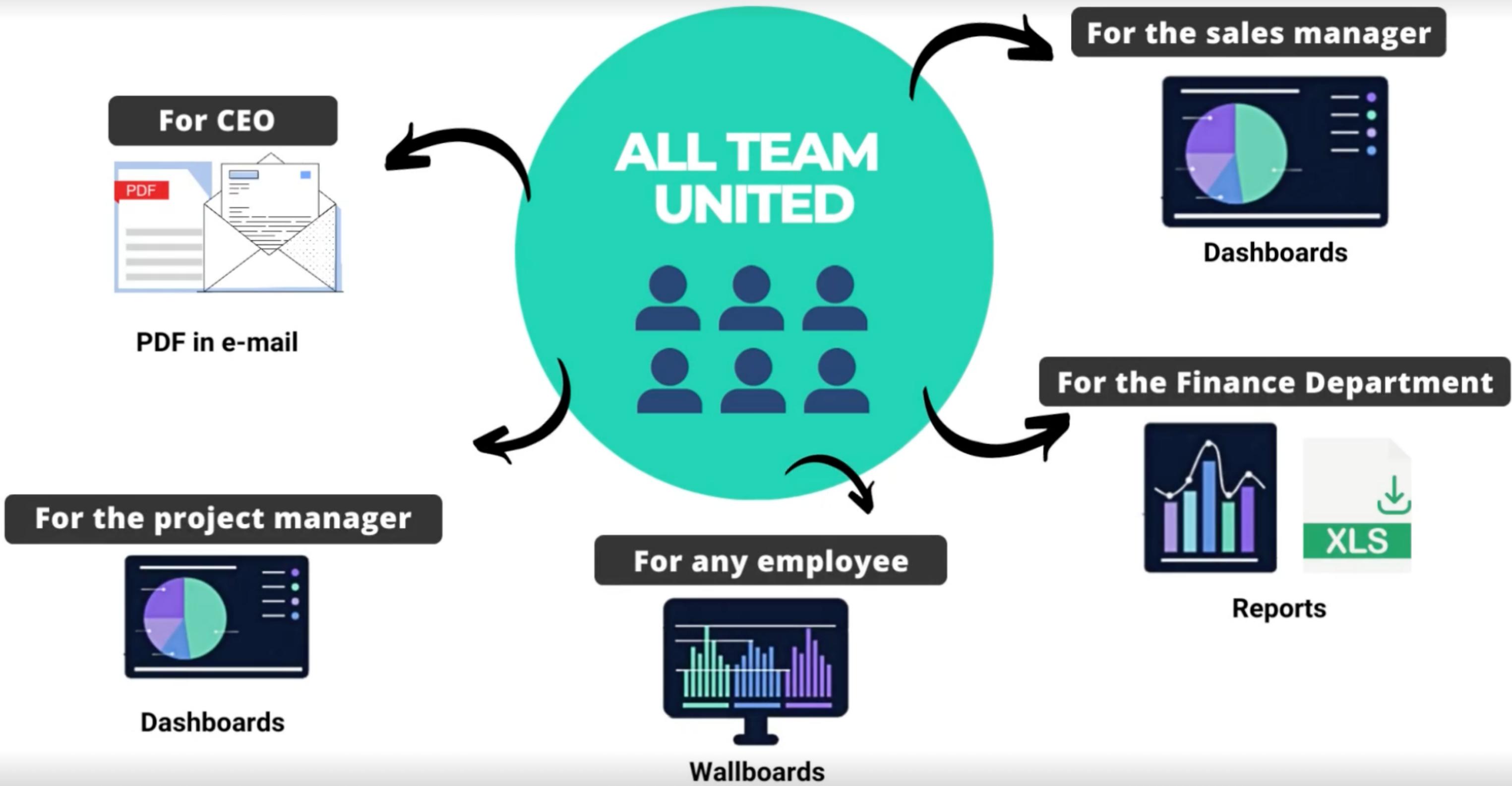
NEW



**VIDEO AVAILABLE
FLEX.BI POSSIBILITIES**

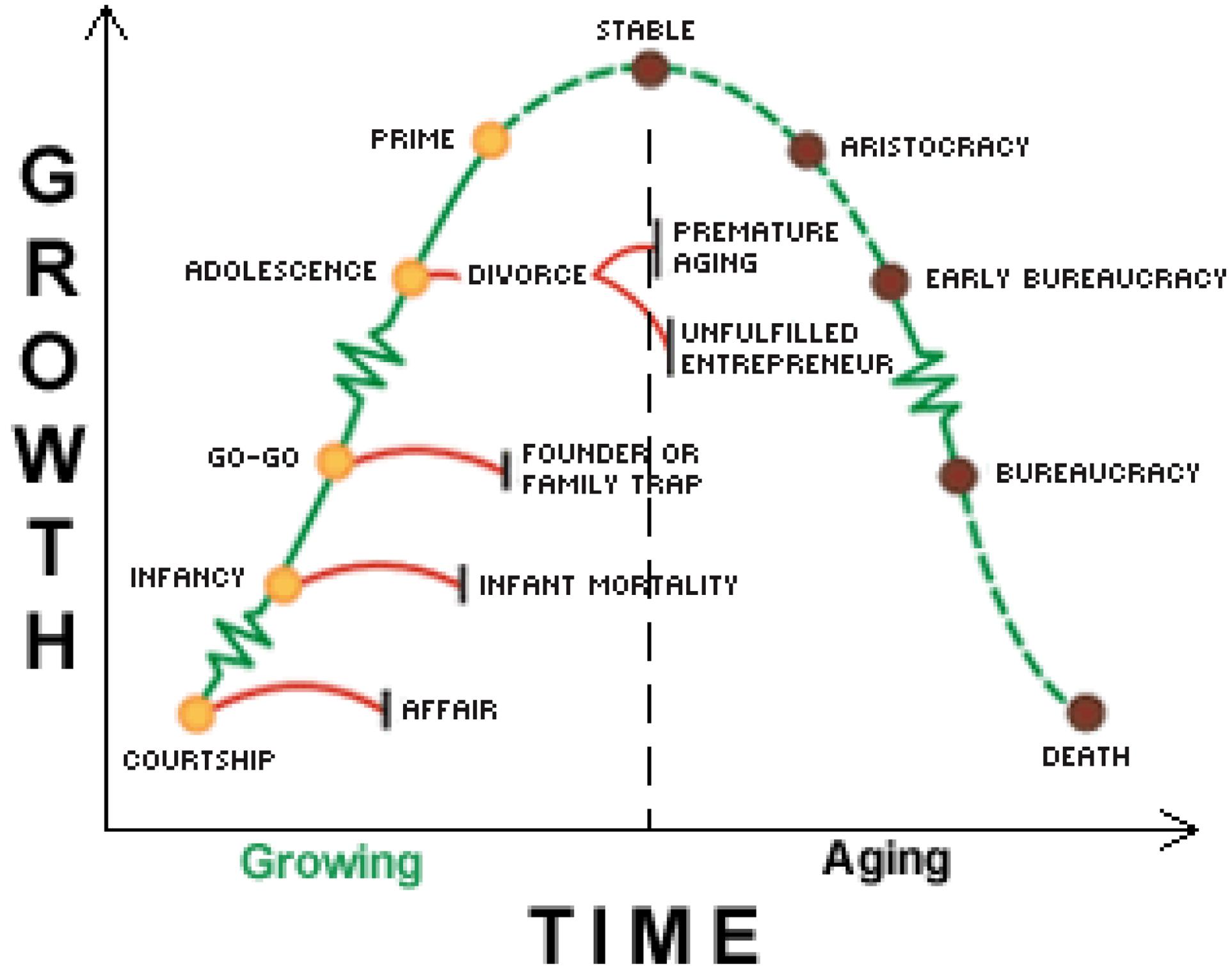
WHO BENEFITS FROM BI AND WHY?



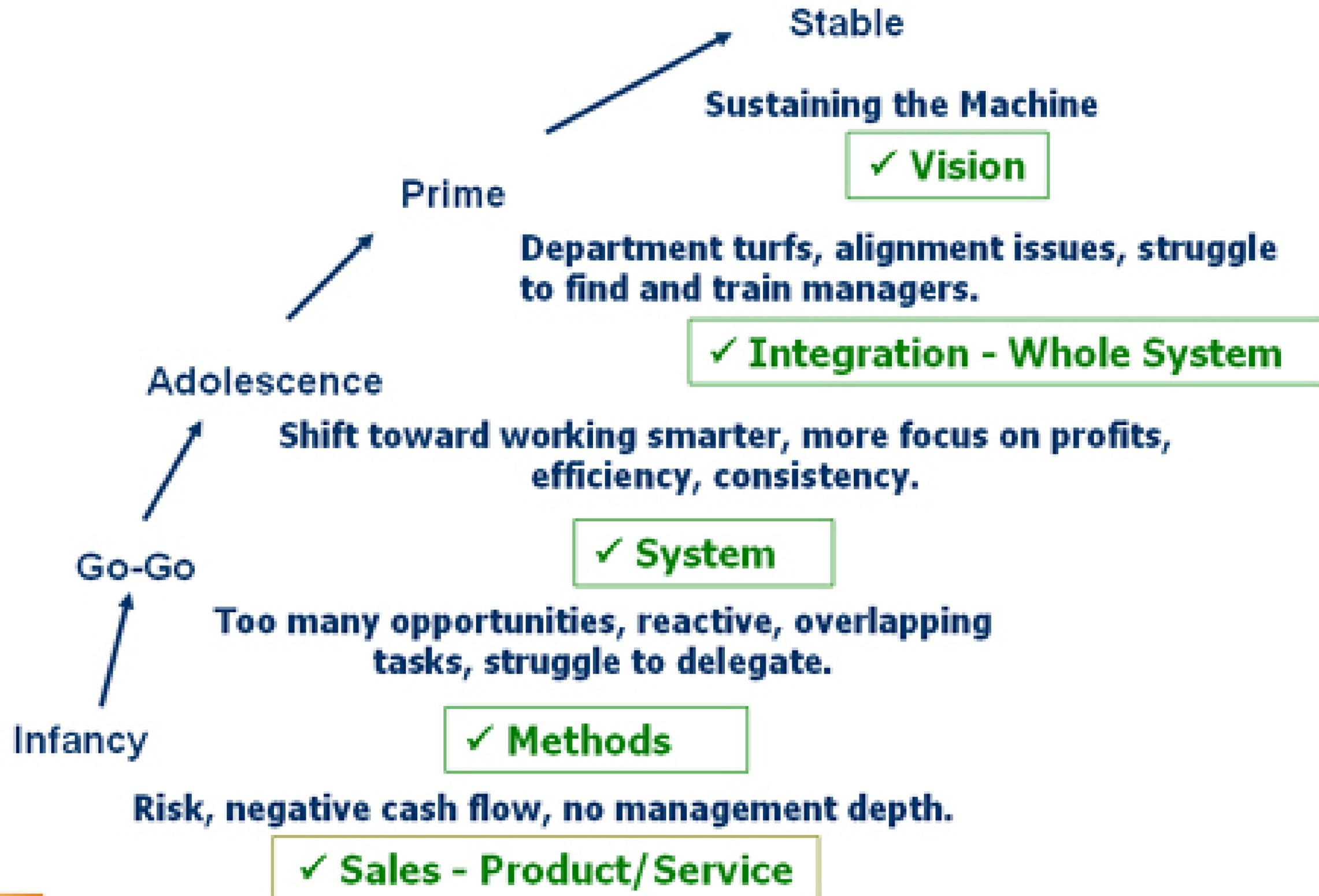


COMPANIES WHO NEED BI AND WHY?

COMPANY CYCLE



SYSTEM REQUIREMENTS



COMPANY AGE?

**92% OF OUR
CUSTOMERS ARE
5+ YEARS**

YouTube ^{LV}

 flex.bi
CUSTOMER STORIES

▶ ⏪ 🔊 0:01 / 4:27 ⏩ 📄 ⚙️ 📺 🗨️ 🗲

ENGLISH VERSION AVAILABLE NOW

1. FAST GROWING BUSINESSES



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PROBLEMS WE CAN SOLVE FOR THEM



Real time data overview



Analytics and profitability of departments/ shops/ verticals



One understanding of data for all team



Much more powerful than excel sheets but still self service



Multi - company data CONSOLIDATION

COMPANY TURNOVER?

500K & GROWING



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PROBLEMS WE CAN SOLVE FOR THEM



Real time data overview



Analytics and profitability of departments/ shops/ verticals



One understanding of data for all team

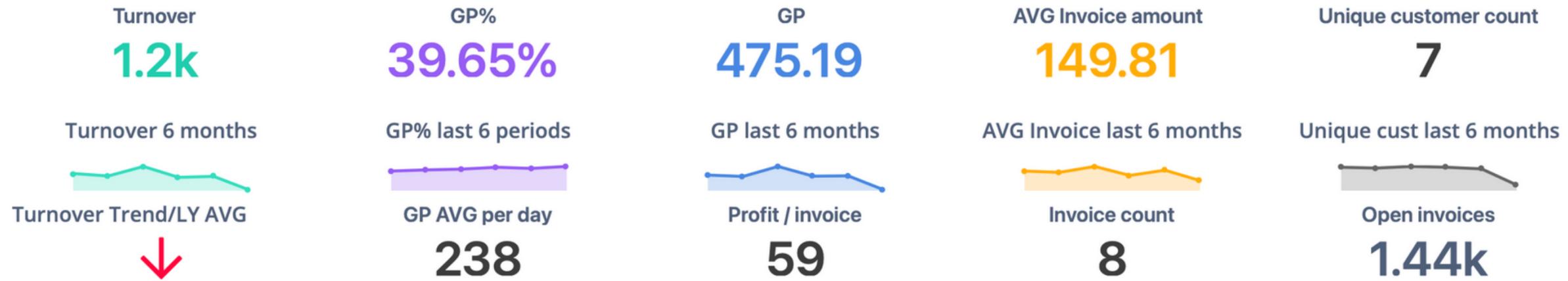


Much more powerful than excel sheets but still self service



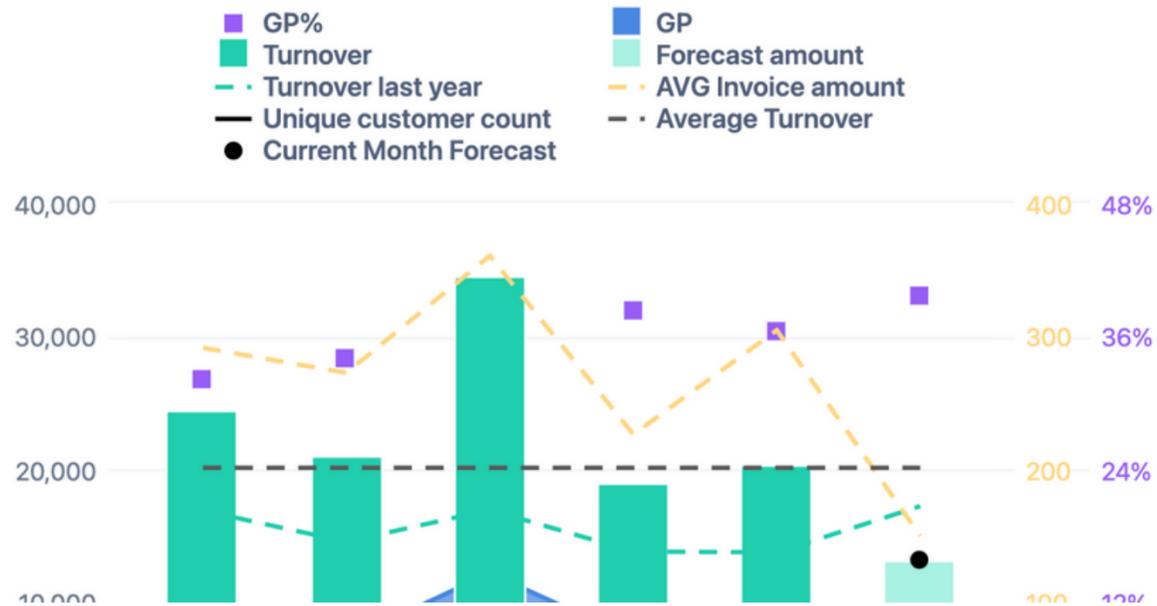
Multi - company data CONSOLIDATION

Company Pulse Dashboard



KPIs Last 6 months - Standard Books Company Pulse New

All Persons All Customers All Items



Salesman performance - Standard Books Company Pulse

This Month All Customers All Items

| | Turnover ↓ | %/All Sales | Active Cust. | GP% | Turnover 6 months |
|-------|------------|-------------|--------------|--------|---|
| ND | 435.00 | 36.30% | 1 | 40.68% |  |
| APPLE | 312.00 | 26.03% | 2 | 33.38% |  |
| SJ | 280.00 | 23.36% | 1 | 46.60% |  |
| KS | 65.00 | 5.42% | 1 | 40.00% |  |
| SOT | 60.00 | 5.01% | 1 | 30.98% |  |
| LD | 34.50 | 2.88% | 1 | 47.77% |  |

**HOW MANY HOURS
YOU NEED TO
IMPLEMENT?**

**15-60 HOURS +
BASIC TRAINING**



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GUIDE THEM!



We help & recommend them to define strategy and KPIs



Implement BI step by step - Incremental method



Avoid fixed budgets (unpredictable scope)



Need to find internal super-user



Training for key persons

MANUFACTURING

Problem?



Solved!

K1550



Operational reporting,
marketing result analysis,
purchasing

65 HOURS

Benefit: All data in one place



5

DATA SOURCE



WHOLESALE

Operational reporting and
target monitoring
45 HOURS

LUNA GROUP

Benefit: Real Time Reporting



1. PRIME & STABLE COMPANIES



3.8

analytics tools in average middle / large segment
company



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PROBLEMS WE CAN SOLVE FOR THEM



Automate report generation process they already have



Implement Strategic Dashboards based on company strategy



Create solutions for all team

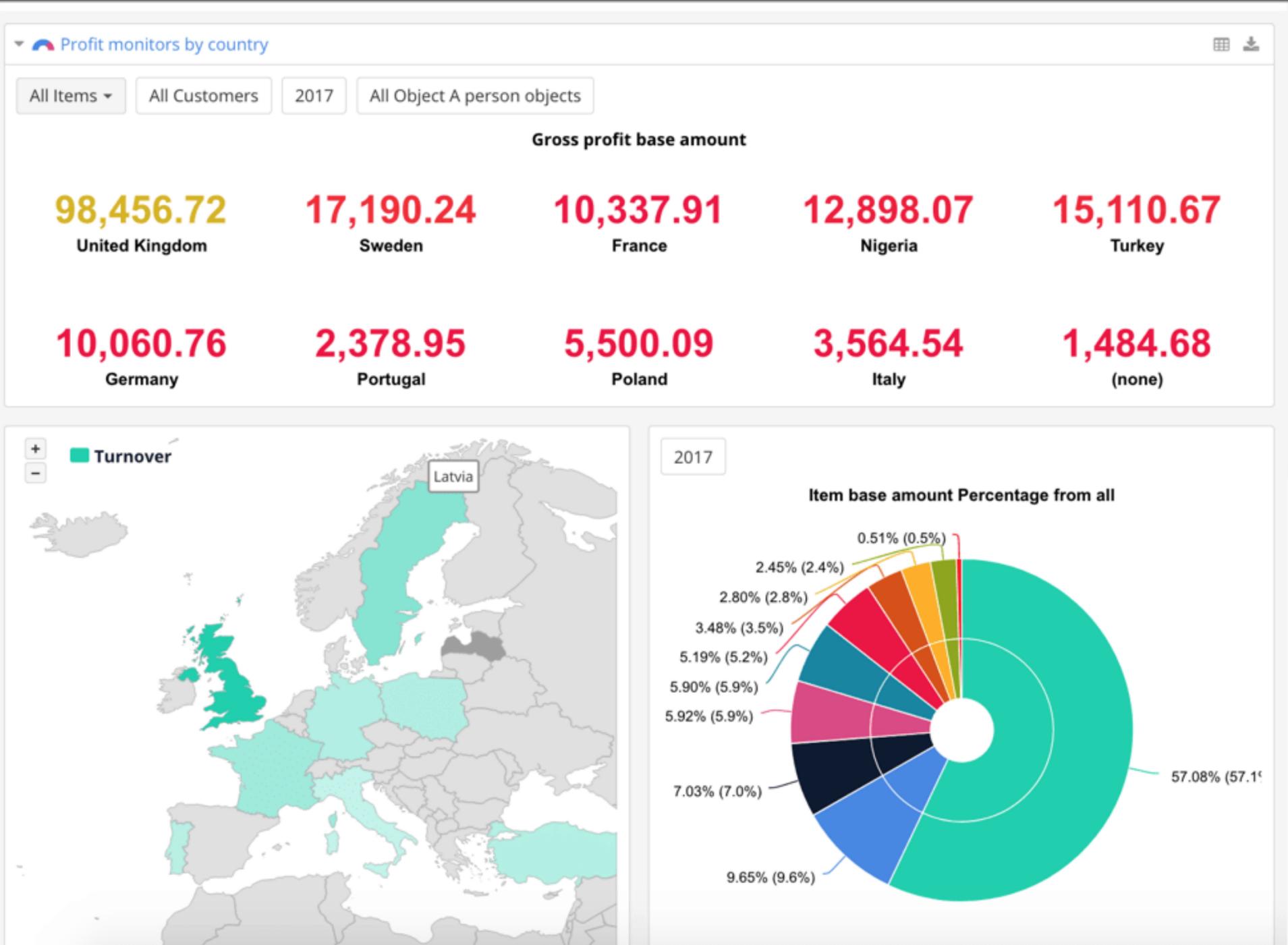


Custom solutions for their needs



Consolidate data from different systems

STRATEGIC DASHBOARDS



flex.bi **SOLUTIONS**



Create everything for them



Teach Dashboard exploration



Customisations of flex.bi to add extra value



Create internal knowledge base for them



Project Stages for different user groups

RETAIL



NARVESEN

Operational Dashboards
70+ Shops , 250 users

150 HOURS

Benefit: One communication language



CONSTRUCTION, PROJECT MANAGEMENT

DETAILED BUDGETING AND CONTROL

95 HOURS

BENEFIT: Timesaving on manual data processing





ROAD SERVICE (government)

Embedded dashboards
for custom system
(Standard ERP backend)

250 HOURS

Benefit: easy to access



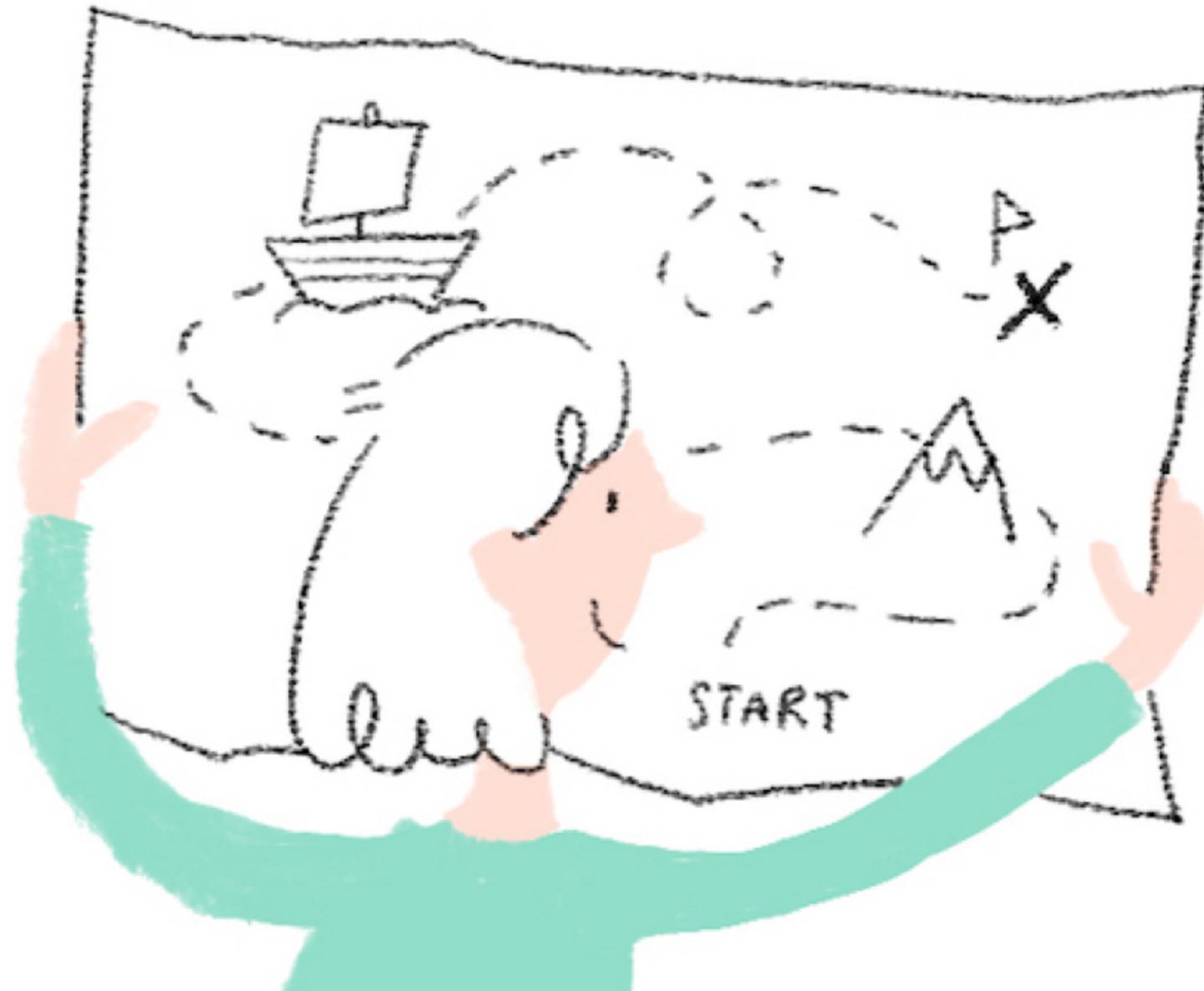
LATVIJAS AUTOCEĻU UZTURĒTĀJS



3

DATA SOURCE

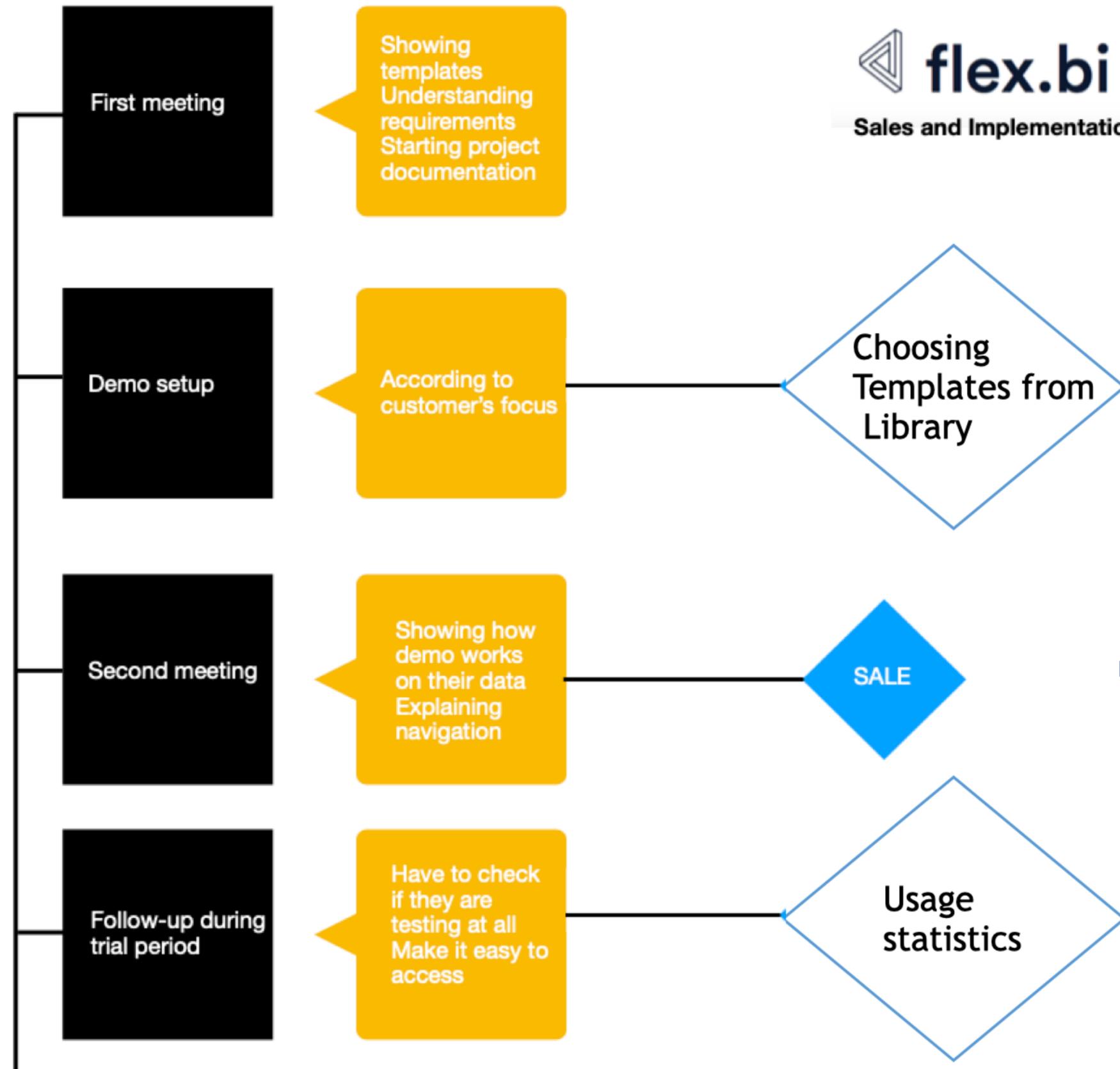
DEMO & PROJECT IMPLEMENTATION PROCESS





DEMO & PROJECT IMPLEMENTATION PROCESS

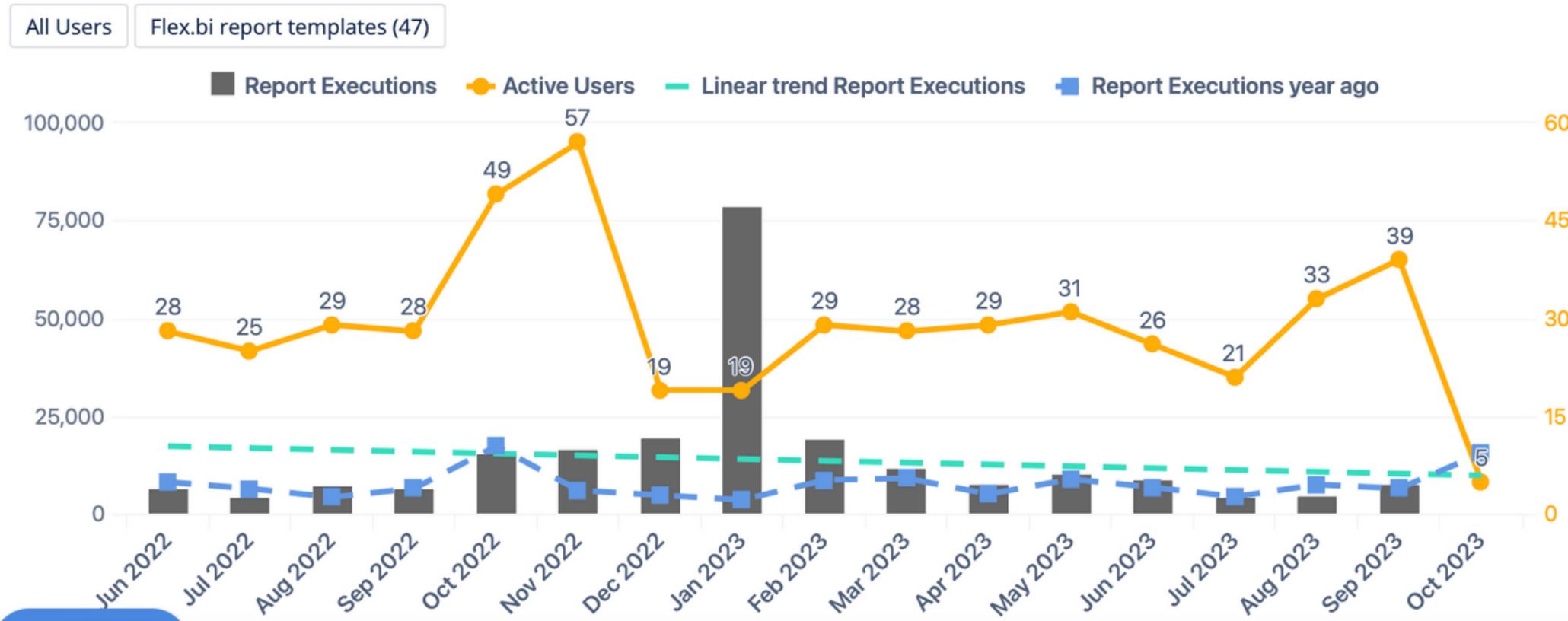
- ✓ BI Sales cycle is long : 3 +months = 3+ Years
- ✓ Implementation never ends.. :)



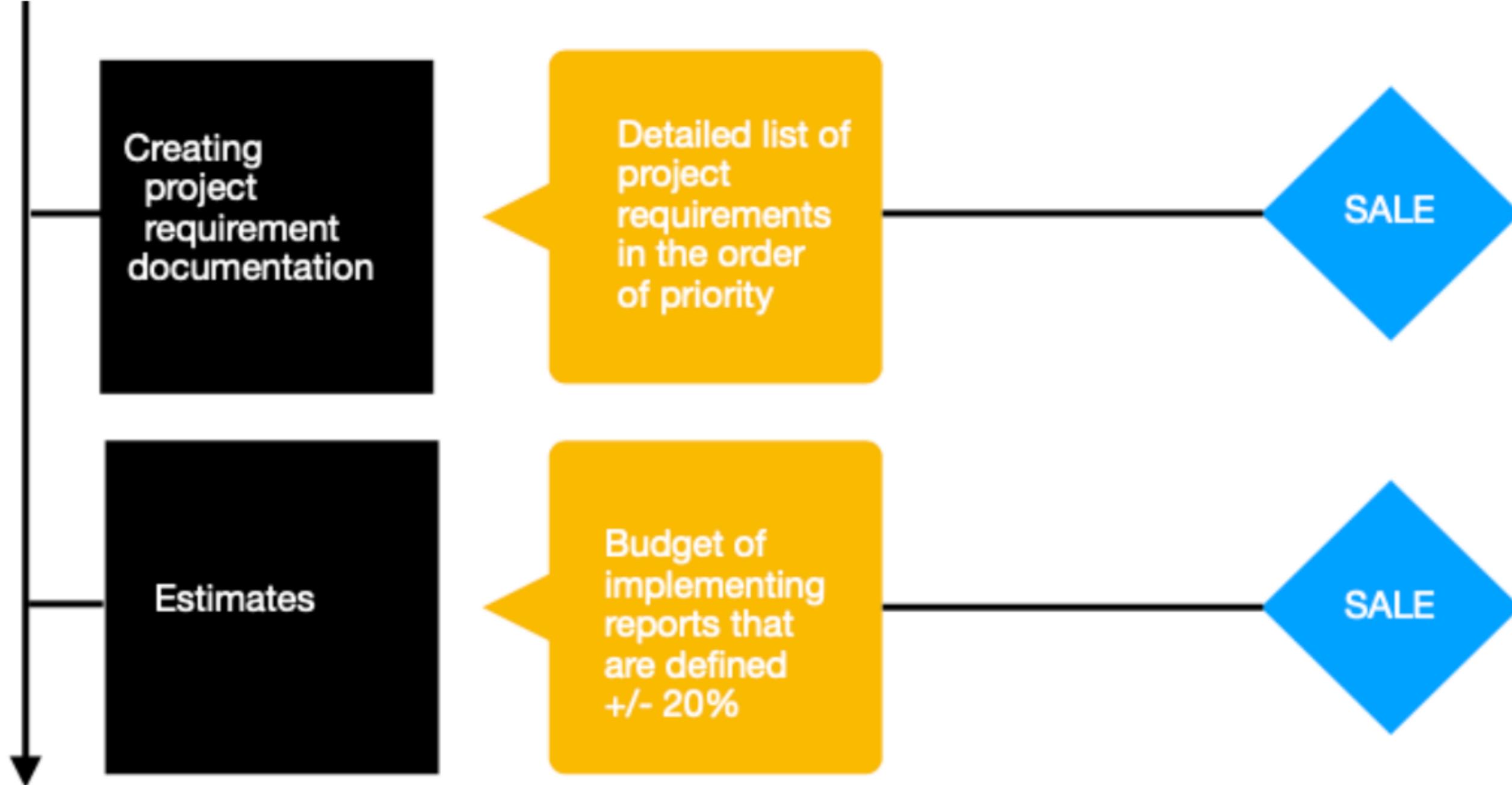
30 DAY TRIAL

TEMPLATES LIBRARY

USAGE STATISTICS AS TOOL

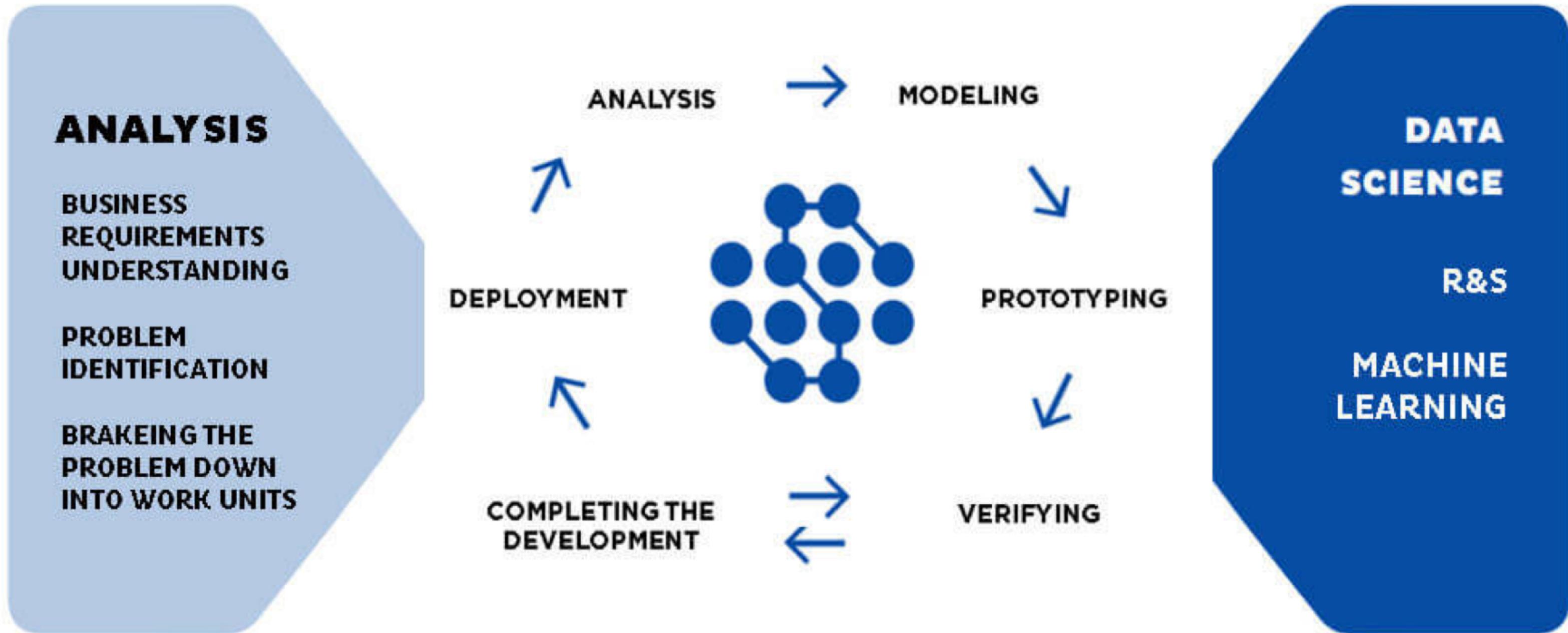


Contact us



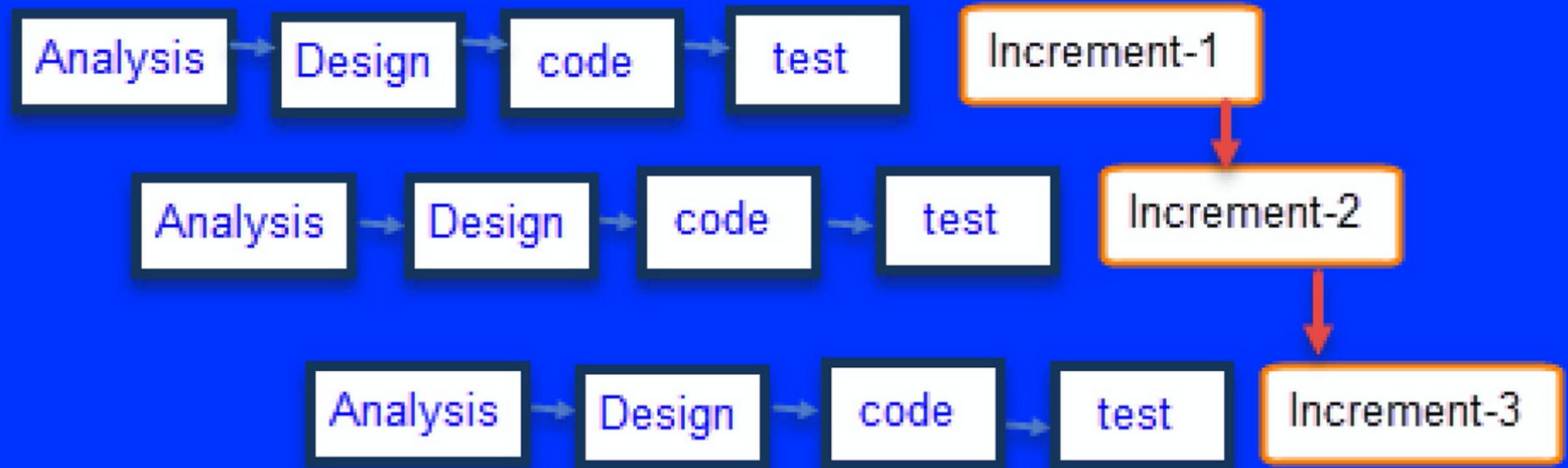
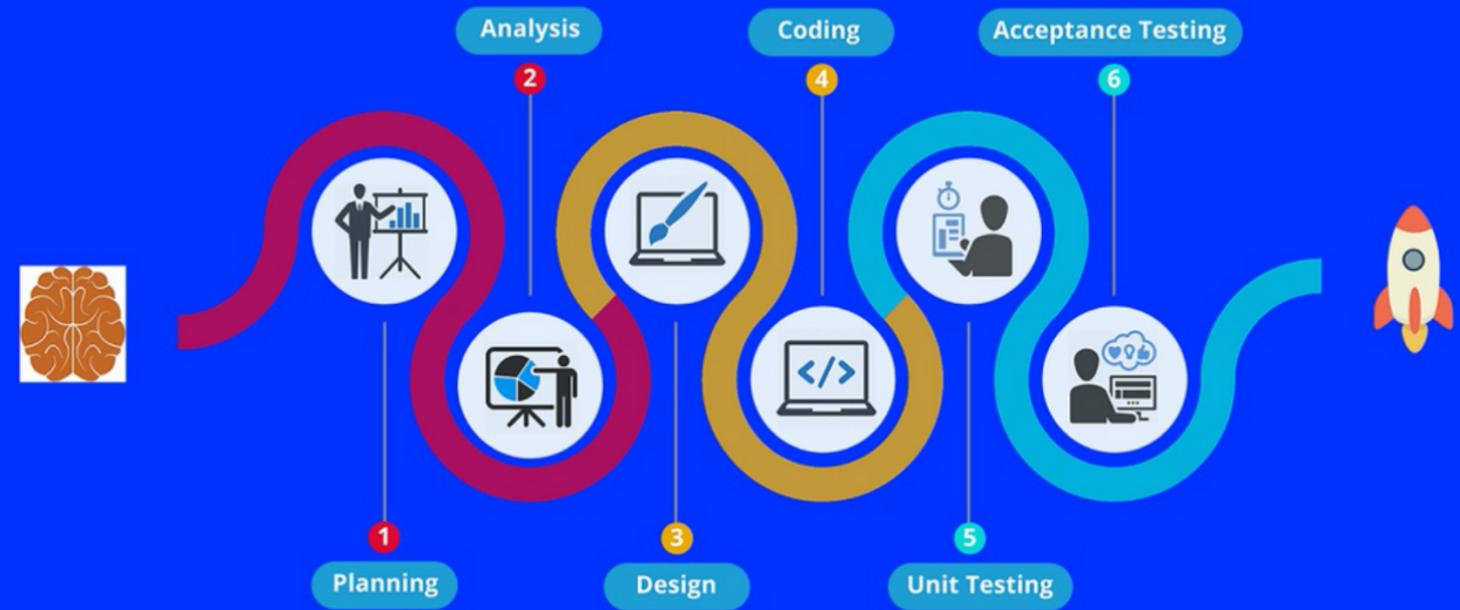
**PROJECT PLANNING TEMPLATE
AVAILABLE**

IMPLEMENTATION PROCESS

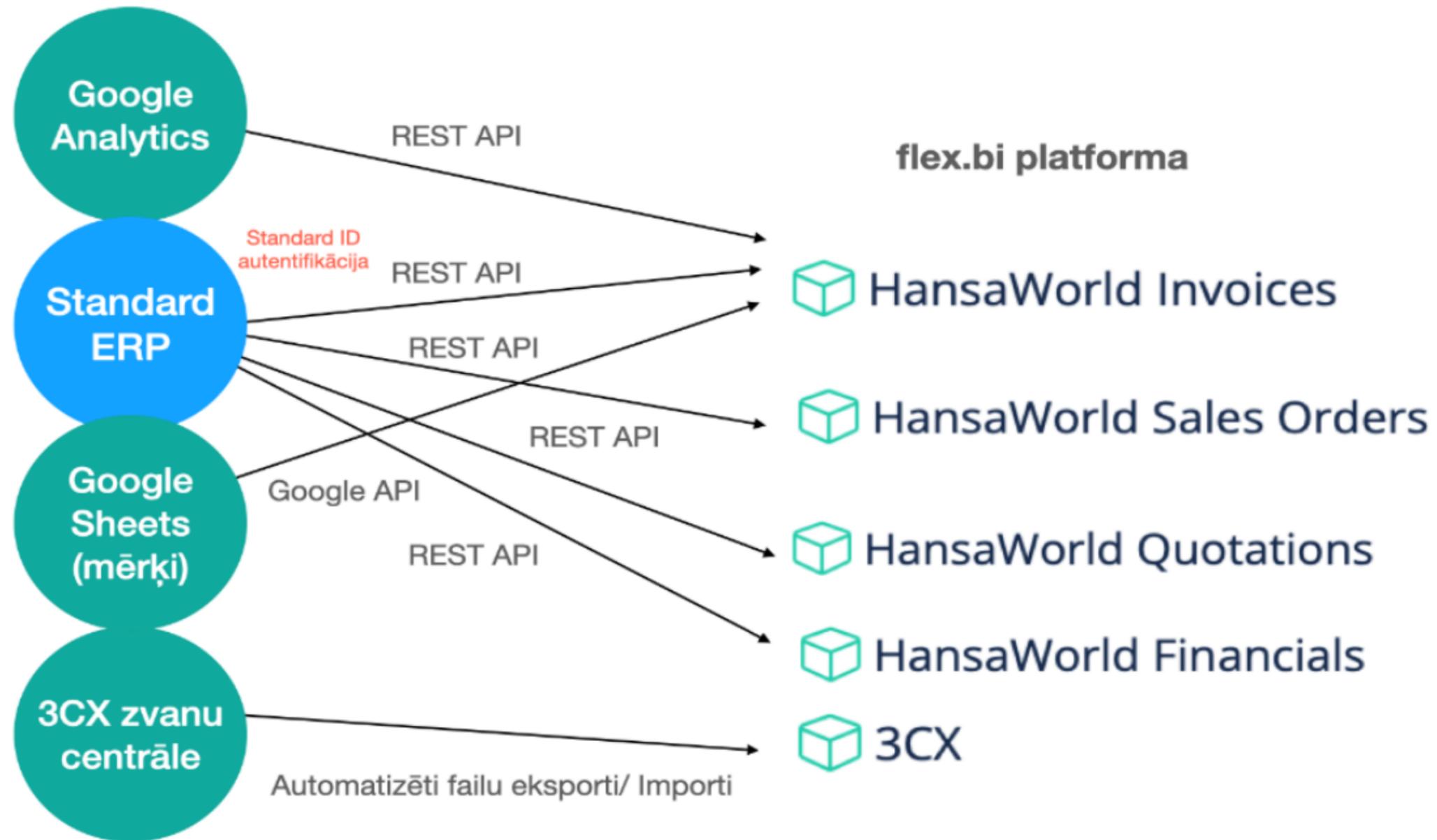


- ✓ **DIVIDE PROJECT IN STAGES**
- ✓ **IMPLEMENT IN PRIORITY ORDER**

Detailed Explanation of Incremental Testing



PROJECT ARCHITECTURE





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GUIDE THEM!



We help & recommend them to define strategy and KPIs



Implement BI step by step - Incremental method



Avoid fixed budgets (unpredictable scope)



Need to find internal super-user

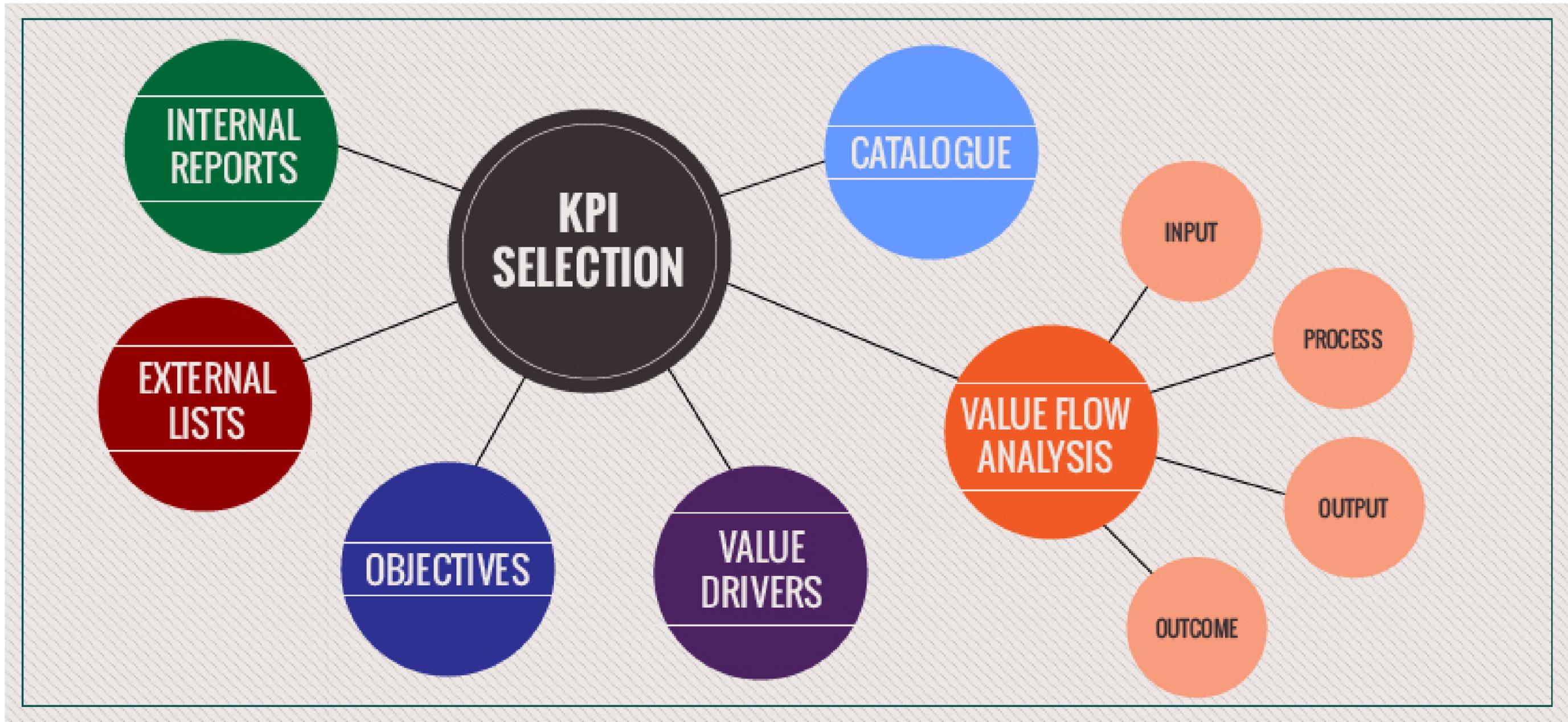


Training for key persons



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HELP TO SELECT KPIS



USER HABITS AND SOLUTIONS FOR THEM



| Name | Position | Notes | Rules |
|-----------------|---------------|---|---|
| Ben | Sales manager | Always looking for something new, gets bored easily. | Dashboards must be colorful and dynamic. Not too much information. |
| | | Does not like routine jobs and tries to escape them. | Send Dashboard in email or use TV screens in sales department. |
| Michael | CEO | Hates to talk about unrelated topics, likes getting answers fast. | Only relevant KPI's he has asked for in a simple overview. |
| | | Plans the future of company. | Future trend dashboard sounds like good idea. |
| | | Makes operational decisions. | Dashboard needs to have simple ways to navigate to detailed view and filter data. |
| Jennifer | CFO | Always prefers to know where numbers are coming from. | Introduce her to Drill through, Drill Across, Drill Into functions. |
| | | Excel expert, likes to do things herself. | Teach her how to remove/add new columns and build/modify reports. |

flex.bi Academy

Follow

Events

Upcoming (4)

Past (11)



Dashboard King - Group Training
Wed, Sep 13, 2023 9:00 AM EEST
€295



Data admin with JIRA, XRay data context
Tue, Sep 12, 2023 9:00 AM EEST
€695



Partner Training day
Tue, Sep 27, 2022 11:00 AM EEST



Report Master Training
Fri, May 14, 2021 12:00 PM EEST
€390



BI PROJECT RISKS !

◀ flex.bi **RISKS !**



Lack of company strategy and values



Growing too fast and no time, resources to implement



No human resources to assign to project



Not enough company levels use BI



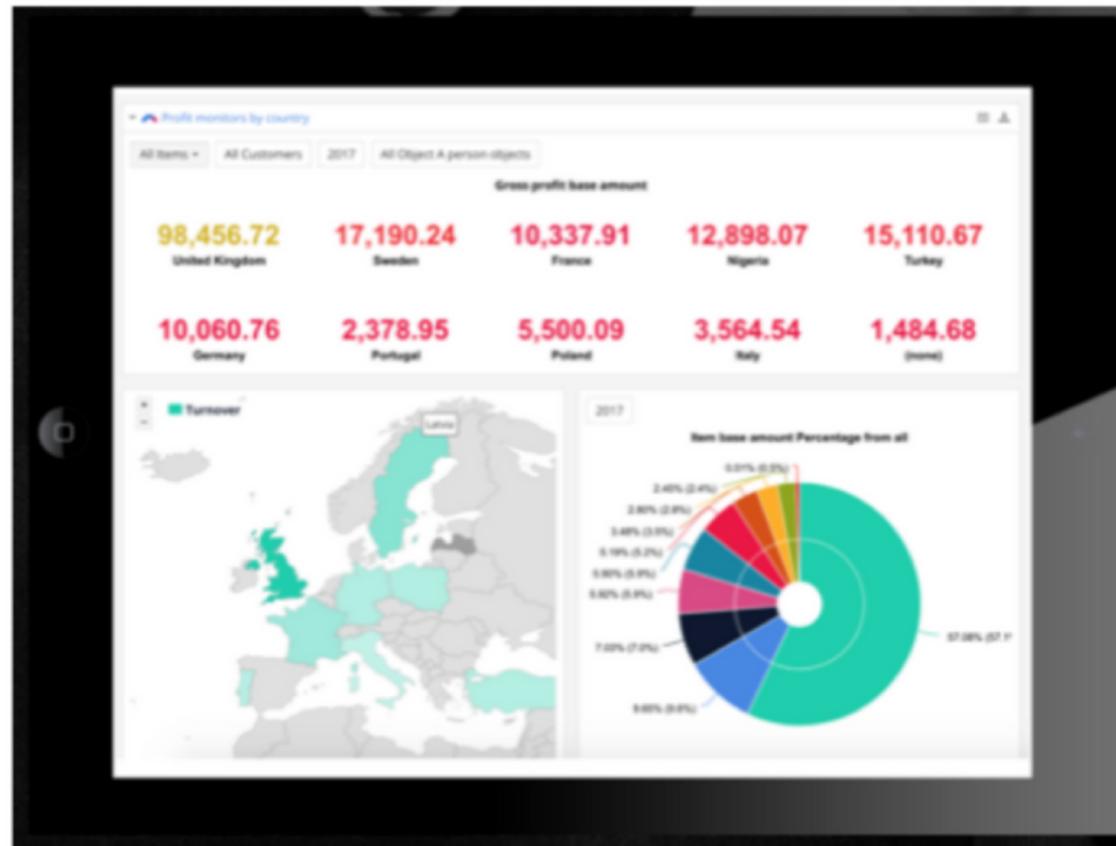
Continue to use old excel sheets in paralel



ASK FOR ASSISTANCE:
SALES@FLEX.BI



Business dashboards made easy



Dace Kvalberga

CEO & Business analyst

dace@flex.bi