



## AllScient

Experience to drive success for your customers, to drive growth for your sales.



### Experience

Individuals with 20+ years of experience and 30+ customers.



### ROI

Focus to increase user adoption and enterprise penetration.



### Solutions

Proprietary toolkits, unique approaches, and big-picture vision.



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# Why AllScient?

We have a roster of people that have experience from DSS Agent 4.x, SMB to FANG, technical ninjas coupled with business acumen.

AllScient provides end-to-end BI and Data Warehousing services with a specialization in MicroStrategy implementations.



## Rock Stars

Average consultant experience: 12 years and 20+ implementations; MicroStrategy Community Masters; Thought leaders.



## Increase Penetration & Adoption

We work at all levels within an organization from the CXO to developers. We drive strategy, best practices, and risk mitigation at all levels.



## Breadth of Knowledge

Bringing comprehensive understanding of the full MicroStrategy platform, Data Architecture, ETL, major RDBMS's, other technologies, and all major industries.



## Value

Drive practices, decisions, and approaches to ensure success, decrease risk, and find opportunities in data and analytics. Proven ROI of 500%!!



## Depth of Knowledge

Capability to solve problems quicker with our depth of technical knowledge and experience over many customers.



## Unlock Opportunities

We look for opportunities to evangelize BI and MicroStrategy within accounts. Work closely with AE's to unlock new opportunities.



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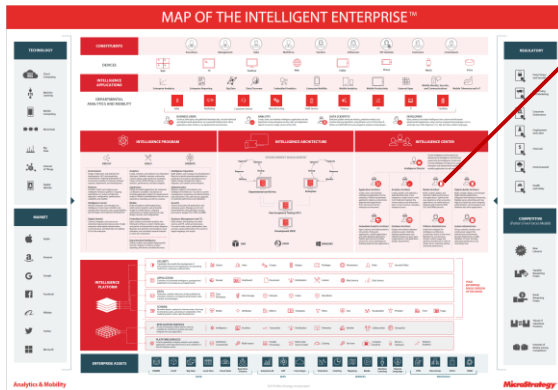
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# A Partner for the Intelligent Enterprise

AllScient is ready to be the interim **Intelligence Director** as organizations build out their skills.



## INTELLIGENCE CENTER



### Intelligence Director

Create Intelligence environments by deploying the Intelligence Architecture, supervising the Intelligence Center and running Intelligence Programs to support enterprise and departmental analytics and mobility applications for all constituents.



### Application Architect

Create, share, and maintain intelligence applications for the enterprise. Publish standardized application objects, and promote departmental applications from self-service into the enterprise environment.



### Analytics Architect

Create, publish, and optimize a federated data layer as the enterprise's single version of the truth. Build and maintain the schema objects and abstraction layer on top of various, changing enterprise assets.



### Mobile Architect

Build, compile, deploy, and maintain mobile environments and applications. Optimize the user experience when accessing applications via mobile devices. Integrate with preferred VPN, SSO, and EMM protocols.



### Digital Identity Architect

Build, compile, deploy, and maintain digital identity applications, integrated with enterprise directories. Digitally secure all existing and new logical and physical assets. Integrate authentication, communication, and telemetry into other applications.



### Embedded Analytics Architect

Inject, extend, and embed analytics into portals, third-party applications, mobile applications, and white labelled applications. Publish web services and data services for use by developers in building departmental applications.



### Database Architect

Design and maintain database enterprise assets. Optimize database performance and utilization based on query type, usage patterns, and application design requirements.



### Platform Administrator

Install and configure the intelligence architecture on-premises and/or in the cloud. Maintain the security layer, monitor system usage, and optimize architecture in order to reduce errors, maximize uptime, and boost performance.



### System Administrator

Set-up, maintain, monitor, and continuously support the infrastructure environment through deployment on AWS, Windows, or Linux. All while optimizing performance and controlling costs.



# How We Work

Our goal is not to put in bodies, but spread our experience and knowledge.

- **Advisory Role**  
Most engagements leverage a consultant 8-16 hours per week.
- **Management Buy-in**  
Work to have management buy-in and support to ensure best practices are adopted.
- **Account Executive Collaboration**  
Work with MicroStrategy Account Executives to provide insight, drive increased adoption, resolve customer issues.
- **Customer Communication Tools**  
Provide the customer with access to our operations management. JIRA task management, Billing Management System, and Slack.
- **Blended On/Off-Site**  
Initial Customer Meetings, and site visits as-needed. Minimum quarterly visits to ensure engagement.

Bring your customers to the next level, so that they can realize the value of what they have purchased.



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# Services

The number of areas that we have helped customers far exceeds the space available. Though here are a few areas in which we help our customers.



Strategy	Best Practices	MicroStrategy	Business Intelligence	Database	Executive Guidance
<ul style="list-style-type: none"> <li>User Adoption</li> <li>KPI's</li> <li>Data Democratization</li> <li>Risk Management</li> <li>Increase ROI</li> </ul>	<ul style="list-style-type: none"> <li>MicroStrategy Architecture</li> <li>Agile Development</li> <li>Toolkits</li> <li>Mentorship</li> <li>Development Practices</li> </ul>	<ul style="list-style-type: none"> <li>Architecture</li> <li>Re-Factor</li> <li>Cube vs. Database</li> <li>Dashboard Design</li> <li>Development</li> <li>Problem Solving</li> </ul>	<ul style="list-style-type: none"> <li>MDM</li> <li>Predictive Analytics</li> <li>Tool Concurrency</li> <li>Data Democratization</li> <li>Business Analysis</li> </ul>	<ul style="list-style-type: none"> <li>Data Architecture</li> <li>Performance Optimization</li> <li>ETL</li> <li>Data Strategies</li> </ul>	<ul style="list-style-type: none"> <li>Competency Build-Out</li> <li>Implementation Leadership</li> <li>Process Evaluation</li> <li>Project Management</li> <li>Vendor Selection</li> </ul>



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# Sample Customers

- Apple
- Limited Brands
- CVS Caremark
- Target
- GEICO
- IBM
- Accenture
- USPS
- U.S. House of Reps
- The Learning Experience
- MicroStrategy

"We knew MicroStrategy must have been easier to use. They cleaned up what we had hired another company to do. Within 3-months, we were four-times more productive."  
Kevin H. –Franchisor

"...very professional and knowledgeable in the subject of Business Intelligence Concepts and Methodologies...excellent analytical, communications, and customer support skills that add value to organizations resulting in cost savings and process improvements."  
Rose W. –Utility Industry



# AllScient and Account Sales Growth



- .....
- 01 Evaluate\***  
Poor implementations will rarely ever see account growth as customers struggle to deliver and justify continued purchases of licenses.
  - 02 Correct\***  
Work with Customer Executives to instill top-down best practices and processes. Refactor Architectures as-needed.
  - 03 Drive Increased User Engagement**  
Drive increased user engagement to increase analytics traffic. Breed cultures of Analytics Program success.
  - 04 Account Penetration and Growth**  
Identify new applications, user groups, and opportunities to increase account penetration.



**\*Engaging AllScient on greenfield projects bypasses this cycle. Leading to quicker account growth!!**

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# Let's Talk



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