



# **EMPOWERING YOUR PURSUIT TO:**

Make better business decisions that result in increased revenue, lowered costs, and improved outcomes

The changing business landscape is providing both new opportunities and new challenges for organizations. There are many new ways for businesses to reach customers, but this also means they are competing for attention in ways that have never been seen before. Data is king in this new business world. But how can companies harness this data and gain the insights needed to move the needle in the right direction?

Data management, business intelligence (BI), and analytics solutions provide you with the insight you need to turn data into action. But in order for analytics to really make a difference, you need an end-to-end solution that includes data management, governance, business rules management, and visualization. You also need a cohesive solution that touches the financial and operational areas of your organization. That solution is Diver Platform.

"Our CEO is very focused on ROI and bringing in revenue. The fact that Dimensional Insight is here and its use keeps getting expanded across the organization is a testament to his intuition that the technology is highly valuable and highly useful."

Brian Margolies, Chief Information Officer, Allied Beverage

# **DIVER PLATFORM PROVIDES:**



# **Data Integration**

Diver's powerful ETL (Extract, Transform, and Load) tool set easily integrates data from all your enterprise and ancillary sources. It creates a single view of data from multiple internal and external sources, providing a validated and complete view of all data.

#### **Data Governance & Analytics**

Diver's Measure Factory<sup>®</sup> provides a business rules engine designed to put your governance stakeholders and subject matter experts in control. These users can view and tailor the relevant measures and business rules. With Measure Factory, business rules are standardized, validated, and documented, ensuring users are always looking at accurate and consistent data and reports.

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#### Security

Diver's security module handles user authentication and access control based on the user, group, and role. The security functionality is robust and meets HIPAA requirements, including logging.

#### Ad Hoc Analysis

Diver users have the ability to view information at a summary level and then "dive" directly into more detailed views to understand root causes. Diver enables users to dive in any direction they wish without the limitations of preset drill paths or hierarchical constraints.

#### Self-Service Reporting

Each user can have a "My Page" where he or she can easily design a dashboard page with the specific KPI important to them. Through an intuitive point-and-click interface, users can select any curated KPI and their desired visualization to display on their page. All KPIs and visualizations are immediately diveable for analysis. 

#### Visual Integrated Development Environment

Diver comes with Workbench<sup>®</sup>, an integrated visual development environment to develop, test, and manage projects associated with a Diver application. Developers easily build applications using Workbench's visual elements. Workbench boosts productivity by reducing setup time, increasing the speed of development tasks, keeping developers up to date, and standardizing the development process.

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#### Ad Hoc Interactive Dashboards & Scorecards

The web portal environment of Diver Platform is DivePort<sup>®</sup>. DivePort dashboards provide users with timely access to business-critical metrics in a format meaningful to their specific roles, while acting as a reliable, centralized information access point. All views are "live," meaning users can dive into the detail directly from any report, dashboard, or visualization.



#### Data Engine

Diver's Spectre<sup>®</sup> engine (columnar database) is a nextgeneration data engine engineered specifically for speed and to support analytical applications. Spectre's columnar database structure stores data in columns instead of rows, placing the information needed for each individual query in close proximity and in memory, thereby producing results at lightning speed. Spectre is highly scalable and can handle the largest data sets healthcare organizations produce.



#### **Data Visualization Exploration & Analytics**

Diver provides users with the ability to easily identify trends and exceptions within the data by utilizing data visualization features. Data can be presented to users in multiple ways. Diver's visualization library includes interactive maps, indicators, bullet charts, trend lines, gauges, and control charts, among other options. "Our management team feels more confident in the quality and depth of our data, and they can make better business decisions based on that."

Nathan Ochs, Controller, Mercer Estates

# **DIVER PURPOSE-BUILT APPLICATIONS**

Off-the-shelf analytical applications are a key component of Dimensional Insight's product offering. Each application contains commonly used data feeds, standard measures (including business rules and data elements), and dashboard layouts.

Applications serve as a starting point for implementation, allowing customers to leverage detailed knowledge and best practices, without having to reinvent the wheel. Dimensional Insight's applications have been designed to be easily customizable, and can be extended and tailored to customers' specific needs. The use of applications greatly reduces implementation time, shortens time to value, and allows for quick wins.

#### Dimensional Insight's applications include:

- Distributor Advisor
- General Ledger Advisor
- Inventory Advisor
- Pricing Advisor
- Program Advisor
- Supplier Advisor
- Survey Advisor
- Plus, 11 applications specific to the needs of the healthcare industry

# HERE'S AN EXAMPLE OF A DASHBOARD FROM THE PROGRAM ADVISOR APPLICATION:

Prog	gram Listing	Menu Program De	esc : Bacardi Annual Goals [	2019-01 to 2020	-12, C]: 627			
0		gram Desc : salesrep_tier_3 ardi Annual Goals [2019-01 to 2020-12, C]: 627 Bovine, Paul T. [003]						
Progra	m Period	2019-01 to 2020-12	Customers	891	Created By	Automated Pr		
Goal P	eriod	2018-01 to 2019-12	Chains	38	Created At	2019/01/01		
Buy Pe	eriod	N/A to N/A	Brands	6	Last Updated By	di_mbrockway		
No-Buy Period		N/A to N/A	Products	38	Last Updated At	2019-04-07		
			Sales Reps	17	Goal Specs:			
Progra	m Specs:				Goal Type	Program Goal		
On Pre	emise: Min.	0 Cases	Program Detail Report		Goal Value	10,000		
Off Pre	emise: Min.	0 Cases	Program Analyzer		Minimum Goal	0		
Min. C	riteria	By Account	Free Goods & Samples	remove	Tier, Priority, and			
Case D	Definition	Raw Cases	Cases Only	All	Min. Tier	Tier 1		
Return	S	include	Placement Level	Item	Program Priority	N/A		
Initial (	Order Only	Ν	Combo Definition	All	Program Group	Must Do		
ID	Pro	Product Filter						
904	inc	include product_supplier=BACARDI IMPOR [020]						
905	inc	include product=AMSTEL LIGHT BEER R - 12NR6P [00122]						
			-	-				
ID	Cu	Customer Filter						
718	No	Filter Specified						
		Last sync: 4/25/19, 2:44 PM				Setting		

Program Advisor is one of Dimensional Insight's most popular applications. It helps identify the highest margin accounts, brands, and program types, and leverages these insights to drive sales. Management can see payouts every step of the way. IT and sales support teams can maintain more programs with minimal additional investment in hardware or human resources.

"I'm 25 years in business, and I can categorically say that Dimensional Insight was without question the best business investment decision I have ever made."

Sean Browne, Finance & Operations Director, The Kellett Group

# ABOUT DIMENSIONAL INSIGHT

Dimensional Insight<sup>®</sup> is a leading provider of analytics, data management, and performance management solutions, offering a complete portfolio of capabilities ranging from data integration and modeling to sophisticated reporting, analytics, and dashboards.

# **CONSULTING & CUSTOMER SUPPORT**

Dimensional Insight's professional services team offers an array of services that span the entire project lifecycle—from needs assessment to system maintenance. Our consultants employ best-in-class project delivery practices to design, implement, and customize your Diver deployment. Our consultants draw on their extensive industry knowledge to deliver optimal results, faster implementations, and cost savings for our clients. We partner with each of our customers to ensure rapid implementation of all BI project initiatives. Our #1 objective is to provide the expertise and process knowledge to maximize return-on-investment and minimize risk.

# **TRAINING OPTIONS**

Diver training helps users, developers, and IS/IT staff fully understand and benefit from the power of Diver. Courses are delivered onsite at customer organizations or online. Courses can be customized to meet specific needs and organizational challenges.

# **DIVER IS A COMPLETE BI PLATFORM**

Every implementation includes the installation of all back-end server and production components. There are no hidden costs or expensive third-party tools required to deploy additional features. Users access data through a number of interface options depending on their specific information-viewing and analysis needs.





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