



A Customer-Driven Business

Our business is driven by the needs of our clients, who we view as long-term partners. Our customers value our expertise because our mission is focused:

- To enhance and simplify the delivery Oracle Business Intelligence Solutions.
- To provide our customers with more control, improved productivity and increased profitability.

KPI Partners has built a line of implementation strategies that are appropriate for Oracle Application and Technology customers whose projects are large or small in size and scope.

At KPI Partners, we offer real solutions and deliver real results. Here are a few examples:

Bookings, Billings & Backlog (Order Mgt)

This nimble, high-tech manufacturing customer in Northern California purchased the Oracle Supply Chain/Order Management and Financials BI Applications to analyze their Bookings, Billings and Backlog.

While Oracle’s BI Applications provides great insight into each of these individual areas, the customer really needed a holistic way of viewing an order across each of these business aspects. This can only be achieved via customization of the BI Application.

In 16 weeks, KPI Partners successfully deployed a reporting and analysis solution that combined each of these three areas into one subject area in Oracle Answers!

This effort entailed the addition of ETL code to combine various star schemas from the BI Applications.

KPI Partners has productized this BBB solution, enabling our customers to leverage our past experience!

Oracle BI on a Custom Data Warehouse

The executive management of this national restaurant chain needed visibility into their “store” operations and selected Oracle Business Intelligence for their data aggregation, reporting and analysis needs.

In particular, they needed to be updated via a dashboard portal on a daily basis on Year-Over-Year and similar store performance.

Over the span of 14 weeks, KPI Partners engaged this company to deliver a custom data mart, populated from the company’s home-grown operational systems. Also, our consultants deployed the Oracle BI back-end server and repository along with the desired interactive dashboards and scorecards.

Finally, KPI Partners’ consultants delivered standard and customized training for the Metadata administrators and end-users!

Financial Analytics

This large medical device manufacturer used Oracle E-Business Suite, but was continuously arguing over the numbers that were extracted from the system. They had several data mart and business intelligence solutions in place, which were all developed by different parts of the organization.

This company purchased several Oracle BI Applications and chose to deploy Financial Analytics with the help of KPI Partners.

As part of KPI’s proven methodology, the standard General Ledger subject areas were deployed in a “test” manner in less than a month for initial feedback and testing. The production rollout of these (and other) subject areas, dashboards and reports were finished in 17 weeks, including functional and performance testing!

Migrating from a Legacy Reporting Tool:

KPI Partners has engaged many customers who have migrated from other reporting tools to the Analytic capabilities of Oracle Business Intelligence. Because of this, KPI Partners has developed and honed a methodology for converting metadata and reports from other software vendors to the Oracle BI Platform.

With KPI Partners, a nationwide Cable Media provider recently converted all their Business Objects reports to Oracle BI over a three month engagement. Instead of printed reports, this cable company’s service representatives and management view their information via interactive Dashboards!

Similarly, a statewide bank ported all their legacy reports to the Oracle BI Platform with KPI Partners, leveraging the pixel-perfect capabilities of Oracle BI Publisher!

Success with Siebel Marketing Analytics:

KPI Partners engaged with a global leader for trusted HR and related financial advice, products and services. In 15 weeks, KPI Partners helped this customer:

- Replace Epiphany with Siebel Marketing
- Implement Marketing Segmentation, Campaign Management, and Marketing reporting module of Siebel Marketing using their External Data Mart without using Siebel Data Warehouse.
- Replace Business Objects with Oracle Business Intelligence dashboards for Marketing reports.
- Provided end-user training Segmentation and Campaign Management

KPI Partners is uniquely capable of delivering BI Applications for CRM because our founders were the key members of the Analytics and Marketing Product Marketing team at Siebel!

The KPI Methodology

KPI Partners' project management methodology, based on extensive experience with numerous Business Intelligence projects, has the following philosophy:

- Single point of accountability
- In-depth knowledge of both technical issues and business requirements.
- Construct a project plan that recognizes the unique aspects of BI projects.
- Rally the forces, communicate and manage effectively.
- Build and maintain consensus from all corners of an organization



KPI Partner's framework for the Oracle Business Intelligence application deployment is an iterative, Top-Down approach and reduces the chance of any unsuccessful deployments.

The KPI Advantage

KPI Partners is 100% focused on Oracle Business Intelligence.

KPI Partners leverages years of experience and analytics deployment methodology and framework to deliver measurable results that enhance business performance and help solve critical information challenges.

Armed with analytics business issues from a wide variety of industries, KPI Partners provides technical solutions that are reliable, flexible, scalable, and affordable.

The company has extensive experience with data warehouse technologies, ETL technologies, analytics technologies as well as with analytics requirements in vertical markets. The company founders have deep roots in packaged BI application architecture at Oracle and were instrumental in driving the architecture of the packaged BI apps that Oracle sells today!

With onsite, offshore (India) and near shore (Canada) capabilities, KPI provides lifecycle project management services, and works closely with its customers to build and maintain solutions that encompass all corners of an organization.

About KPI Partners

KPI Partners is the most experienced and one of the largest consulting firms focused on Oracle Business Intelligence Enterprise Edition Plus (OBIEE +) and Oracle Analytical Applications.

Our talented and experienced staff comes from product management, engineering, expert services, and the competency center of analytics division at Siebel and Oracle. The founders were early pioneers in many packaged BI applications companies, including Siebel, Informatica, Epiphany, PeopleSoft and Cognos, and were intimately involved in driving the architecture of the packaged analytical applications that Oracle sells today.

KPI Partners operates all across North America and in India as well. The company strongly believes in the theme "Business Intelligence beyond reporting" and is considered a thought leader in packaged BI application strategy and operational BI.



Overview of Products

Oracle BI Enterprise Edition on Custom Data Warehouse

includes solutions based on numerous BI implementations using KPI Partners Methodology

Oracle BI Analytics Applications Implementation

includes comprehensive Oracle analytic applications implementations for Siebel, Oracle E-Business Suite, PeopleSoft, and custom data sources

Report Conversion Using Offshore Resources

includes migration of reports and dashboards to Oracle BI Enterprise Edition from other legacy analytics/reporting tools through a blended shore model

Siebel Marketing Implementations

leverages the diverse experience of KPI consultants and ensures the highest ROI from customer investments

Custom Data Warehouse Development

Using Standard ETL Tools including tools such as Oracle Warehouse Builder, Informatica, and Ascential

Oracle BI Enterprise Edition Training

features custom training courses and mentoring packages that enable customers to become self-sufficient

Oracle BI Analytical Applications Training

features tailored training courses focused on the data warehouse architecture of the BI applications

Oracle BI Expert Services Review

features expert review of customer's BI deployment involving Oracle technology