

# *Is Complexity the Downfall of Your Xcelsius Projects?*

**Deliver dashboards in hours or days, not weeks or months**

Chris Kalaras – Sr. Technical Account Manager



## About Antivia

- Focused BI software company
- Founded 2007
- HQ in UK, offices in North America
- Partners on 4 continents
- Extensive BI experience
- SAP Software Solutions Partner



## *Trusted by SAP customers worldwide*

- Over 65 customers
- In 10 countries
- On 4 continents

# *A Classic Dashboard Definition*

“A dashboard is a visual display of the most important information needed to achieve one or more objectives; consolidated and arranged on a single screen so the information can be monitored at a glance.”

Stephen Few

# Operational “at a glance” Dashboards



# *Dashboard Interactivity Rules*

## **Rule 1:**

Your dashboard will require more interactivity than you initially plan for.

## **Rule 2:**

Even if you take Rule 1 into account before you start.

## **Rule 3:**

Whatever your initial specification, it is likely that your dashboard will inexorably become a **Interactive Application Dashboard** under requirements' pressure from your users.

# *Dashboard Applications Key Characteristics*

- Easy to use
- No-training-required
- Task-focused
- Interactive navigation
- Actionable
- Connected to data
- Engaging

## *Challenges Today*

Drill-down

Larger data  
volumes

Custom  
workflows

Different  
data views

# *Interactivity*

Ad-hoc  
answers

Slice-and-  
dice

Drill-across

Offline  
Access

Hierarchies  
Navigation



# *The SAP Dashboards/Xcelsius Conundrum*



## *Creeping Complexity*

POC  
Connectivity  
Interactivity



Longer development  
600 QaA/S connections  
Slow error response  
20 Show the User Formulas  
120 Show the User Connections  
to DashBoard Success



**Follow-on Barriers**  
Ad-hoc views of data  
Access to data off-line  
Access to dashboards on mobile  
to Dashboard Success devices



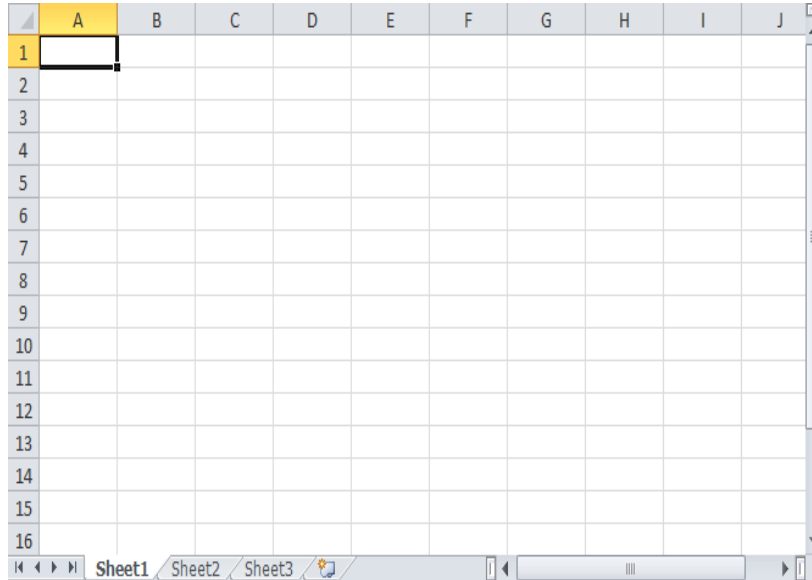
## *Xcelsius / SAP BusinessObjects Dashboards*

- Almost the perfect tool for new dashboards
  - Data visualization
  - Application-like user interfaces
  - Flexibility of Excel “programming” for non-coders
  - Nothing else like it on the market

**ALMOST  
PERFECT BUT  
NOT QUITE !**



## *Legacy Approach Limitations*



= 2D

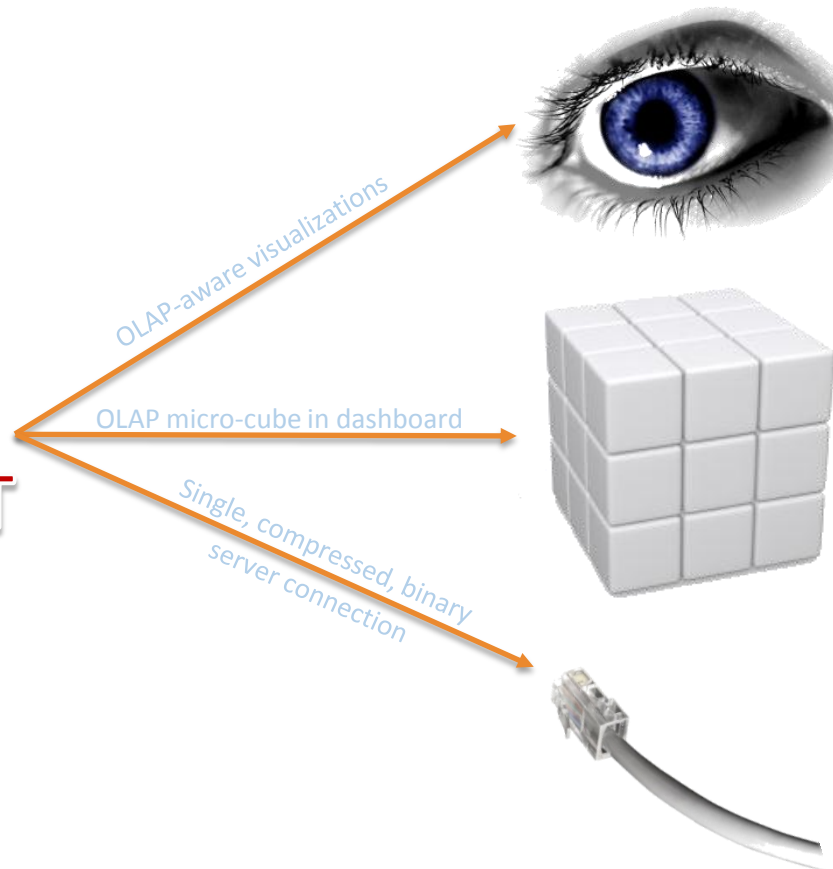
Loosely coupled  
web-services  
data connectivity

= lower volumes  
higher overhead

## *The Vital Missing Component*

**DATA  
MANAGEMENT**

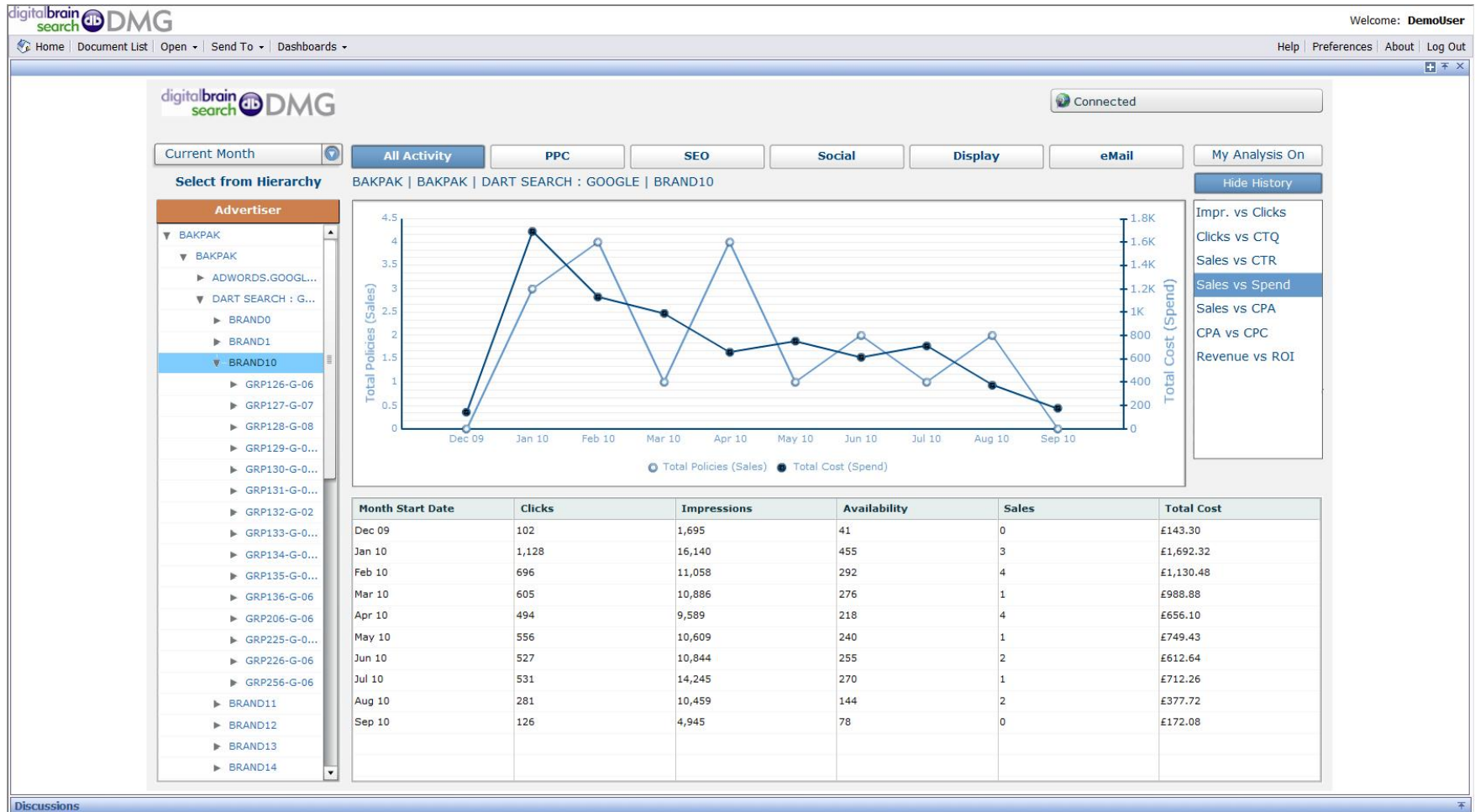
 antivia  
XWIS - Advantage



## Case Study **jaywing** DMG

- Highly innovative UK based marketing analytics company
  - Delivering analytics via BusinessObjects to their customers
  - JaywingDMG Digital Brain
- Problem
  - Large click stream/ online web data
  - Their clients wanted to drill down to low levels of analysis
  - Execs wanted to take dashboard offline
- Solution
  - Connected to Web Intelligence using XWIS
  - Removed performance issues around dashboards (~20k rows)
  - Delivered offline dashboards for their clients



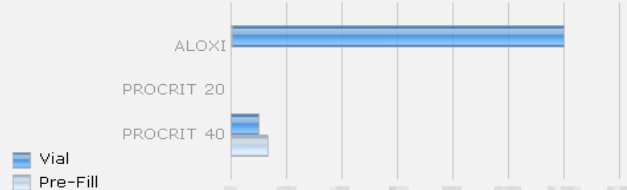


## *Case Study*

- Largest specialty pharmaceutical services in US
  - More than 4.8M sales order lines processed
  - Distribution: Oncology, Plasma, Vaccines, Injectables...
- Problem
  - Oncology Sales team wanted to increase its productivity and effectiveness
  - Manual collation of reports took several days per request
  - Sales Team working with fragmented information
- Solution
  - Xcelsius identified as the right way to solve the problem
  - XWIS dramatically reduced dashboard development time and enhanced user experience (e.g. drill, offline)

CUSTOMER : STURGE ONCOLOGY-HUSQUINT & INTEL

VIAL vs. PRE-FILL



CLASS MIX

Net Sales

Quantity

Medical Surgical Supplies	\$25,000	1.0%	10	1.0%
Brand Drugs	\$24,000	1.0%	10	1.0%
Generic Drugs	\$1,000	0.0%	10	0.0%
Total	\$50,000	1.0%	100	1.0%

FILTERS

- ☒ NOT PURCHASED  
☐ PURCHASED  
  
☒ GENERIC  
☐ BRAND

PRODUCTS NOT PURCHASED

COUNT: 8

	Quantity	Net Sales
<input checked="" type="checkbox"/> Docetaxel		
<input checked="" type="checkbox"/> Docetaxel		
<input checked="" type="checkbox"/> Docetaxel		
<input checked="" type="checkbox"/> Docetaxel		
<input checked="" type="checkbox"/> Docetaxel		
<input checked="" type="checkbox"/> Docetaxel		
<input checked="" type="checkbox"/> Docetaxel		
<input checked="" type="checkbox"/> Docetaxel		

VS

TOP GENERIC PRODUCTS

<input type="checkbox"/> Docetaxel
<input type="checkbox"/> Docetaxel
<input type="checkbox"/> Docetaxel
<input type="checkbox"/> Docetaxel
<input type="checkbox"/> Docetaxel
<input type="checkbox"/> Docetaxel
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<input type="checkbox"/> Docetaxel

BP Code	AR Business Partner	Credit Analyst	Credit Limit	Balance	Current	1-30	31-60	61-90	91-120	121+
000030141	STURGE ONCOLOGY-HUSQUINT & INTEL	DOTKAR	1,800,000	\$1,308,977	\$1,312,271	\$-2,554	\$-739	\$0	\$0	\$0
000031192	STURGE ONCOLOGY-HUSQUINT & INTEL	DOTKAR	1,200,000	\$119,140	\$119,140	\$0	\$0	\$0	\$0	\$0
000048490	STURGE ONCOLOGY-HUSQUINT & INTEL	DOTKAR	4,500,000	\$3,749,473	\$3,749,473	\$0	\$0	\$0	\$0	\$0
000048495	STURGE ONCOLOGY-HUSQUINT & INTEL	DOTKAR	3,700,000	\$2,267,252	\$2,267,259	\$-7	\$0	\$0	\$0	\$0
000059110	STURGE ONCOLOGY-HUSQUINT & INTEL	DOTKAR	175,000	\$102,113	\$102,113	\$0	\$0	\$0	\$0	\$0
000076755	STURGE ONCOLOGY-HUSQUINT & INTEL	DOTKAR	750,000	\$237,947	\$237,947	\$0	\$0	\$0	\$0	\$0



## *Case Study*

- Not-for-profit, integrated health care system serving western Massachusetts
  - 3 hospitals, 70 medical practices and over 700 physicians
- Problem
  - Monitoring physicians compliance with Electronic Health Record (EHR) program
  - Dashboards right solution and chose Xcelsius
  - Tight deadlines for compliance and sophisticated requirements
- Solution
  - XWIS dramatically reduced development time
  - Delivered rich, interactive dashboards out-of-the-box, including alerters for non-compliance ... minimizing use of Excel formulas

[illegible]

## *Live Demonstration*

## *Questions*

- E: [chris.kalaras@antivia.com](mailto:chris.kalaras@antivia.com)
- T: @antivia
- B: [www.antivia.com/blog](http://www.antivia.com/blog)

