

Business Intelligence  
Unlocking the information you need  
in your ERP system.



**STRATEGICBALANCE**

Strategic Partner of...



**Leverage your ERP investment... fully.**

**Lessen risk.**

**Increase productivity.**

**Find the balance...**

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The perfect combination to unlock your enterprise information!

### Company Overview: Q4bis

Q4bis is a business intelligence solution provider to organizations and utilities globally. The company's offerings span management decision tools, data warehouse applications, forecasting and web-based analysis from large enterprises to small and medium businesses.

Q4bis business information solutions are developed on a platform that allows users to take ownership of their solution. Q4bis Software has been in the business intelligence industry for over 20 years. It has offices in the USA, Europe, New Zealand and Australia. Q4bis integrates with some of the leading ERP and CRM solutions such as Peoplesoft, SAP, BPCS and Great Plains.

Q4bis is providing business information solutions to a fast growing number of major companies throughout USA, Europe, Australia and New Zealand. Q4bis clients come from a variety of industries including manufacturing, distribution, medical and finance showing the diversity of the Q4bis solutions.

### Q4bis Products

- **Q4bis Analysis** - Q4bis Analysis is a business decision support tool that provides information for decision makers in a simple easy-to-use interface.

It is a front-end to Microsoft's Analysis Services powerful OLAP engine, and allows decision makers to retrieve vital company information with just a few mouse clicks.

- **Q4bis Data Server** - IT teams face the challenge of combining data from multiple sources and platforms and presenting it in a way that supports the business decision-making process.

### Company Overview: SBC

Strategic Balance is built upon the foundation of decades of experience in the disciplines of business analysis, business consulting and successful enterprise software implementation work. Founded in 2001 by John Cholewa, who himself brings fifteen years of experience to the company, the Strategic Balance team consists of a best-of-market collective of mature business, application and technology consultants.

Specializing in services for the J.D. Edwards/Peoplesoft ERP customer base, Strategic Balance has the talent, well-refined methodology, process centricity and implementation experience required to enable success in projects of any scope or complexity.



### ERP System Information Problems

Strategic Balance success has been centered on helping client-partners derive maximum value from their ERP (Enterprise Resource Planning) systems. ERP is the necessary foundation for an enterprise to be competitive in today's business climate. However, ERP suppliers tend to promise the world. "This software is so comprehensive you won't need anything else once it's up and running". Does this sound familiar?

Unfortunately, ERP users find that their ERP software is great for handling their transactional operational data but falls very short in a number of key areas:

Using a wizard-based interface Q4bis DataServer can rapidly extract data from any source and create focused Microsoft Analysis Services Cubes with a minimum of effort and maximum effect.

- **Q4bis Budget** - This forecasting and planning tool alleviates the inherent problems oft associated with spreadsheets.

By incorporating write-back technology into Q4bis Analysis and harnessing the power of Microsoft's Analysis Services OLAP engine, forecasting and planning data can now be easily updated and analyzed to ensure the best results are achieved.

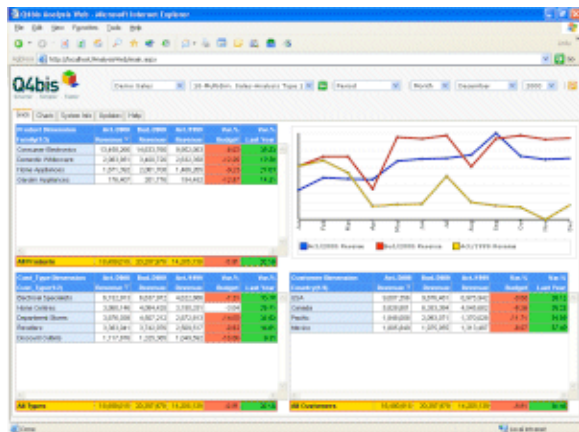
- **sfdcPipelinr** - Salesforce.com Data Extraction

### What makes Q4bis Different?

- Ease of use of Q4bis Analysis user interface
- The solution is 100% based on industry standard Microsoft SQL-Server 2000
- The combination of back-end and front-end
- Pricing and value
- Rapid implementation
- Minimal training & support requirements.

*It's all about Total Cost of Ownership!*

View, drill into and analyze 4 dimensions at once!

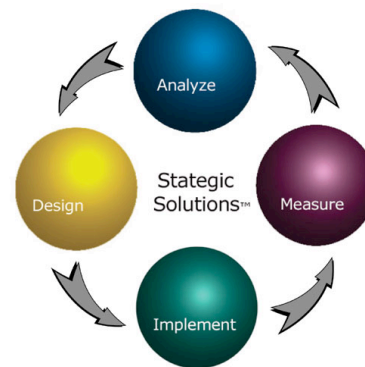


- Budgeting capabilities are very limited
- Decision support, "what if?" modeling is minimal
- Reporting of key management information is often difficult and very inflexible
- Forecasting capabilities are restricted or non existent
- OLAP analysis tools are limited, non existent or poorly integrated

As a result ERP users often need to augment their ERP system with other software packages, like **business intelligence!**

### Strategic Solutions™

It's all about the methodology. Here's the Strategic Balance approach:



#### Analyze

The Strategic Enterprise Architecture & Design™ (EAD) workshops facilitate the process of learning about your entire business and what is central to measuring the success of your enterprise.

#### Design

We work with your team, during the EAD, to develop a language "commonized" across all your departments. Document

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## What's in it for YOU?

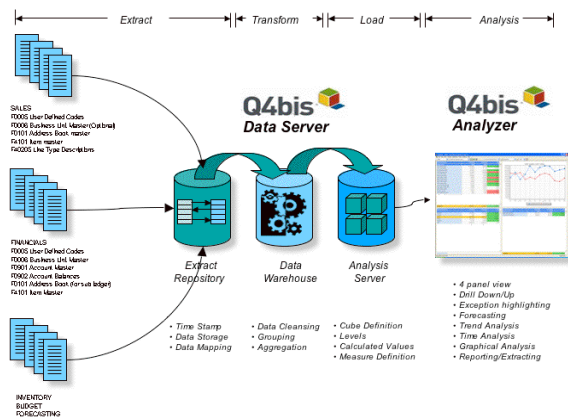
### Business Benefits

- KPI's calculated
- New Sales opportunities identified
- Sales winners/losers uncovered
- Margin information unlocked
- Trending information obtained

### Technology Benefits

- Open standards Microsoft 2000 Server technology
- Easy to maintain (< 1 person)
- Data Warehouse included
- Remote users supported
- No shelf ware

### Solution diagram



### System Requirements:

#### Server:

- 2GHz processor (dual preferred)
- 1Gb RAM memory

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business rules, data sources, Key Performance Indicators, dimensions and all parameters required to get the maximum value from your Q4bis software.

### Implementation

Process owners lead process training for all users, and with the help of Strategic Balance consultants, assemble go-live plans including data extraction, security, menu creation, program/version updates, and go-live support requirements.

### Measurement

When a company invests in enterprise system design and implementation it makes sense to put into practice a system of measurements that will assist process owners and management in identifying data that is beginning to miss the mark in meeting new informational requirements. In addition, SBC will help you conduct KPI audits on a periodic basis to make certain your company stays on track.



Strategic Balance consultants work with your team to support your business strategies and foster solution ownership.

### The Strategic Balance Advantage

- Fixed-fee, fixed schedule engagement save you time and money
- Strategic Solutions™ milestone

- 2 x 40Gb drives
- Microsoft SQL Server® 2000 (Standard Edition)
- Q4bis Enterprise Edition

**Client:**

- Pentium III 850MHz
- 256MB RAM
- 100 MB Disk

approach

- Veteran resources
- Client-partner value culture
- Peoplesoft/J.D. Edwards legacy of experience
- Aggressive, travel-inclusive rates
- Client satisfaction plan
- **Strategic Initial Assessments™** available to map strategy
- **Strategic Enterprise Architecture and Design Workshop** to facilitate KPI distillation and tactical information retrieval

**What customers are saying...**

"During training I identified customer opportunities that we hadn't seen before and when we take action we could have an immediate ROI in this area alone"

"It used to take up to a week to get a report from IT, I can now get most of what I want in just a couple of mouse clicks"

**Mike Rizzo, VP Sales Caltrol**

"The value of this tool was immediately evident to all of us. A completely innovative and intuitive interface that unlocks our data and allows us to interact with information. This is far better and cheaper than any report-writer solution, and we've looked at all of them."

**Jody (Joseph) Giles, VP/CIO Vans Group**

**Take a test drive...  
A FREE `PROOF OF CONCEPT`**

- Not just a sales demo, by sales people but...
- Your data that you can see!
- Your data, easily manipulated!
- Experience the ease of use and power at first hand!
- Prove that the system works without spending a dime.
- A `POC` requires little effort on your part.
- Demonstrate to your executives that you have the reporting solution.

"Business intelligence (BI) is a low-risk investment with many mature components. Trends such as information democracy, corporate performance management and business activity monitoring (BAM) have been important drivers for the adoption of BI. The evolution of BI and data warehousing technology will accelerate during 2004."

**Kevin H. Strange, Gartner Group**  
October 2003

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## **It's About Partnering Relationships...**

At Strategic Balance, we believe in building enduring client relationships that feel much more like partnerships. Working toward a common goal. Looking out for each other. Working in synergy rather than in cautious distance. These are the ingredients required for success. To build something special. To perform above the norm.

We invite you to be our client, and our partner.

### **Strategic Balance Consulting, Inc.**

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