

## The Challenge of Extracting Useful Business Information

So much information, so little time. Almost every department in an organization gathers data. They collect behavioural data about their customers - what they buy, when they buy, how much they buy, how promptly they pay for it, what discounts apply, how many referrals they've generated, and how frequently they contact customer support. They gather performance data about their operations, competitors, and partners. They harvest resource and energy forecasts, and regulatory and demographic changes, and assorted market trend information. In most companies, business intelligence flows along departmental lines into land-locked storage ponds.

While a company may have a workable distributed computing environment for knowledge management, typical transactional databases are not endowed with the flexibility or responsiveness to supply today's knowledge workers with tailored, decision-ready information. All too often, departments find themselves competing amongst themselves to gain access to large data repositories, or one department's surge of data requests brings response time to a crawl. Going back to the well for more data slows the time to decision even further, not to mention the cost to IT workload if new queries must be handled as special requests. Adding additional data marts may improve query response time for some business units, but it does not resolve the need for consolidating the organization's intelligence into a flexible and agile system.

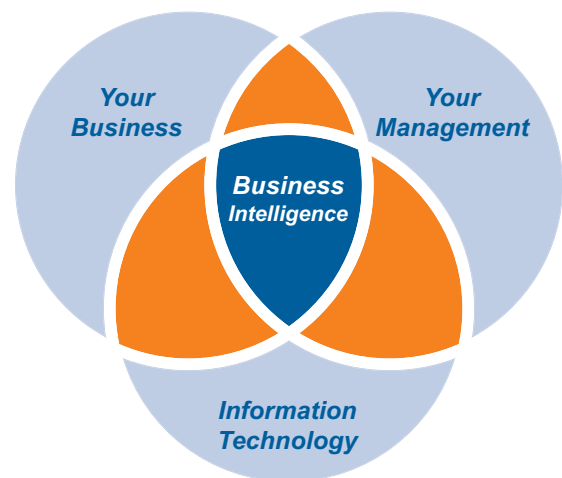


### The Challenge...

*To provide each knowledge worker with a focused view into the right business intelligence information in order to make better, more informed and more timely decisions.*

## Systemgroup Solution

Systemgroup's vision for business intelligence is to enable organizations to improve the speed and quality of decision-making. By leveraging our experience in many different customer scenarios, we are able to construct solutions that provide immediate benefit to the users. Whether it is a CEO dashboard or line management view of sales trends we have demonstrated significant benefit and return on investment that Business Intelligence (BI) solutions very often deliver. There are 4 broad areas that we focus our solutions around: Integration Services, Analysis Services, Reporting Services and Executive Dashboard. From these customer scenarios, we leverage our past experience and understanding of the customer's unique requirements to deliver high impact solutions.



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Stryker develops, manufactures and markets specialty surgical and medical products such as patient care and handling equipment, orthopedic implants, trauma systems, powered surgical **stryker**® instruments and endoscopic systems. Systemgroup worked with Stryker by integrating to and extending their ERP system. This allowed us to deliver a broad set of BI tools leveraging Microsoft SQL Server 2005 including a reporting engine for finance, operations, and sales and marketing. In addition we upgraded their backoffice capabilities with SQL 2005 and automated many of the processes which allowed real time views of their business. Stryker now has a much better view of their business from a number of different perspectives.

Our approach to implementing BI solutions starts with the data – having an understanding of the customers data structures allows us to build the proper foundation at the outset. Systemgroup’s experience with BI and Data Management solutions is leveraged in the early stages of an evolving BI project. Architecting the underlying data structures provides customers with the best approach to ensure long term growth of their BI needs and to maximize their analytic capabilities.



### About Systemgroup

Systemgroup is a team of business and technology people who are passionate about helping customers realize their vision. We attract and hire exceptional people who are able to interact with customers, quickly understand their business issues and translate that knowledge into high value business solutions.

Established in 1994, Systemgroup delivers a broad range of IT and business management consulting to medium and large-sized organizations having successfully completed over 150 projects. Systemgroup is an award-winning Microsoft Gold Certified Partner with competencies including Business Process and Integration Solutions, Custom Development Solutions, Business Intelligence & Data Management



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