

INSIDE ENGINEERING, PROPERTY & CONSTRUCTION

Analytics To Manage Pipeline, Projects, People & Performance

As the market becomes more competitive for service and project based organisations – and where customers often account for up to 80% of revenue through existing contractual arrangements, maintaining profitable growth can be difficult to sustain. Keeping on top of customer needs, resource utilization, work in progress, billable hours and pipeline also becomes much more challenging, especially where multiple systems are involved.

Inside Info helps service-based firms see and understand their business data to improve operational and financial processes. Inside Info are pure, best-of-breed analytics specialists. Since 2003 we've been working with over 100 mid-sized and enterprise clients like Ausenco, Austin Engineering and Porter Davis Homes, to develop successful enterprise business intelligence dashboards and reporting solutions. We specialise in business analytics and reporting applications that are highly visual, affordable, fast to deploy, simple to use and easy to change.

Make Every Decision Count

Inside Info offers the full spectrum of business analytics software and services including licensing, scoping, design, development, integration, training, project management and support services for the leading Qlik and Microsoft business intelligence platforms. Inside Info can help provide:

- **A one-screen view of all the facts** to ensure cross functional visibility integrating operational, financial, customer, project, CRM and other business data so you have a clear view of where to optimise for efficiency and growth.
- **Project analysis:** Clearly understanding individual projects and components including status, project team, utilization, billings, clients and other key metrics to keep on top of activity and project

performance at a granular and summarised level.

- **Work In Progress analysis:** Providing detailed analysis of cash flow and work in progress activity to ensure you're billing regularly and delivering services effectively.
- **A 360% view of customer behaviour:** Understanding clearly client management, opportunities, pipeline and service consumption so that you can quickly react to changing trends, pre-empt demand and optimise operational efficiencies.



- **Resource analysis:** Interactive, on-demand analysis of the workforce to better match client needs, assessing resource labour costs across all departments and facilities and how it varies. Better serving fluctuations in demand with staffing and skills.
- **Interactive financial & profitability analysis:** Understand profitability at a project, sales rep, region and client level.
- **OH&S analysis:** The ability to easily monitor and understand OH&S impacts.

Business Analytics That Delivers Results

Our business analytics solutions provide:

- **Near real-time visibility into operations:** Instead of out-of-date reports. On-demand self-serve analysis of data, often replacing hundreds of OLAP based reports and empowering users to perform their own analysis reducing IT support by up to 90%. We provide both self-serve analysis, guided analytics, advanced analytics options, embedded analytics and reporting.
- **Sub-second query response on very large data volumes** into the hundreds of million records without losing transactional level detail, with data refreshing as often as your underlying source systems.
- **Ability to view information at a high-level, transactional-level and anywhere in between** in any path decided by the user, with no pre-defined drill-down paths. If you've got a business question, odds are you'll be able to answer it – you don't have to wait for another report. Easily consolidates data from any and multiple data sources.
- **Simple to use, available everywhere:** Access your dashboard from any device whether this be laptop, iPad, the web or your mobile device, with the same experience on each, being HTML5 compliant.
- **Available in the cloud or on-premise:** We offer a choice of deployment options depending on your needs for both the Qlik and Microsoft BI platforms.
- **Very fast implementation cycles:** A typical Qlik project for example is 30 days and is 53% the total cost of other BI solutions according to IDC. While adding in a new data source or building a new view of the data can be modified very easily within a few hours.
- **Our business analytics solutions are built on the scalable, enterprise class Qlik and Microsoft business intelligence platforms:** Both recognised as Leaders in analytics by Gartner in its 2018 Analytics Platforms Magic Quadrant.

What Makes Us Different

Inside Info was founded to bring the promise of analytics to a much broader group of people making it simpler, more engaging, affordable and rapid to deliver. For over 15 years our sole focus has been to help mid sized and enterprise businesses use data to perform as well as they possibly can, as Business Intelligence specialists. We have a proven track record of client success currently supporting over 100 clients nationally, having delivered over 600 BI projects. We can offer strength & stability as a provider with the flexibility & personal touch of a boutique partner. This track record has allowed us to build industry, business function and system templates based on the leading Qlik and Microsoft BI platforms that speed up data integration, application development & delivery.

We bring strong industry and business process expertise to your project that many cannot, especially within engineering, property, construction and other services based businesses. We can assist in complementing your existing inhouse resource, manage adhoc report requests or in the areas of analytics business requirements definition, business scoping, consolidating data sources, data integration, data management, BI application design, implementation and training services.

Inside Info launched Qlik to Australia in 2003, we're the top level Elite Qlik Partner and a skilled Microsoft Partner. Our certified senior consulting team are expert BI practitioners each with 10+ years' experience to guide you along the way.

So, if you're looking to become more data-driven and take your use of data to the next level, we'd love to hear from you.

