1KEY Cockpit Solution
KPI

Clear Directions - KPI & Dashboard

KEY PERFORMANCE INDICATORS
SOLUTION

MAIA Intelligence - Company Profile

MAIA Intelligence is a new dynamic company committed to developing and continually improving powerful Business Intelligence reporting and analysis products to meet the needs of corporate implementations. Our products are next generation reporting solutions built from the ground up on Microsoft VB.Net, ASP.Net technology and XML. Quarter after quarter, we have released new product features and product enhancements that have addressed the business and technology challenges that companies face today. We value our partners and leverage each partner's strengths across functional boundaries to reach our goals.
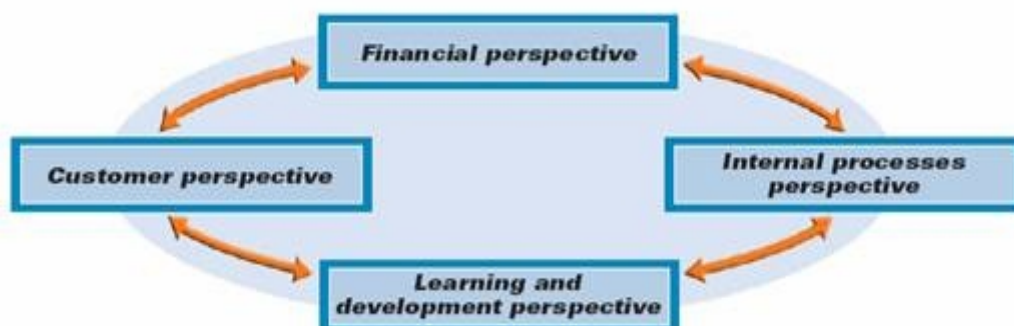
We develop the easiest to use, most flexible business intelligence software programs for small to mid sized companies whose requirements exceed the capabilities of spreadsheets. Our software provides you with a range of features to enable you to achieve the financial objectives of your company.

1KEY Cockpit KPI Features:

- Visualize key performance data effectively in graph format
- Convey performance results quickly with visuals
- Use scorecards & dashboards as gateways to first-order analysis & advanced analysis
- Monitor red zones & define threshold levels to set indicators & trigger alert deliveries
- Link individual KPIs to corporate goals
- Cascade scorecards & dashboards throughout the organization & across the value chain
- Deliver scorecards & dashboards via email, on a scheduled or alert basis
- Reach all individuals -from executive managers to new associates
- Incorporate all enterprise data -financial and operational - from every business process worldwide
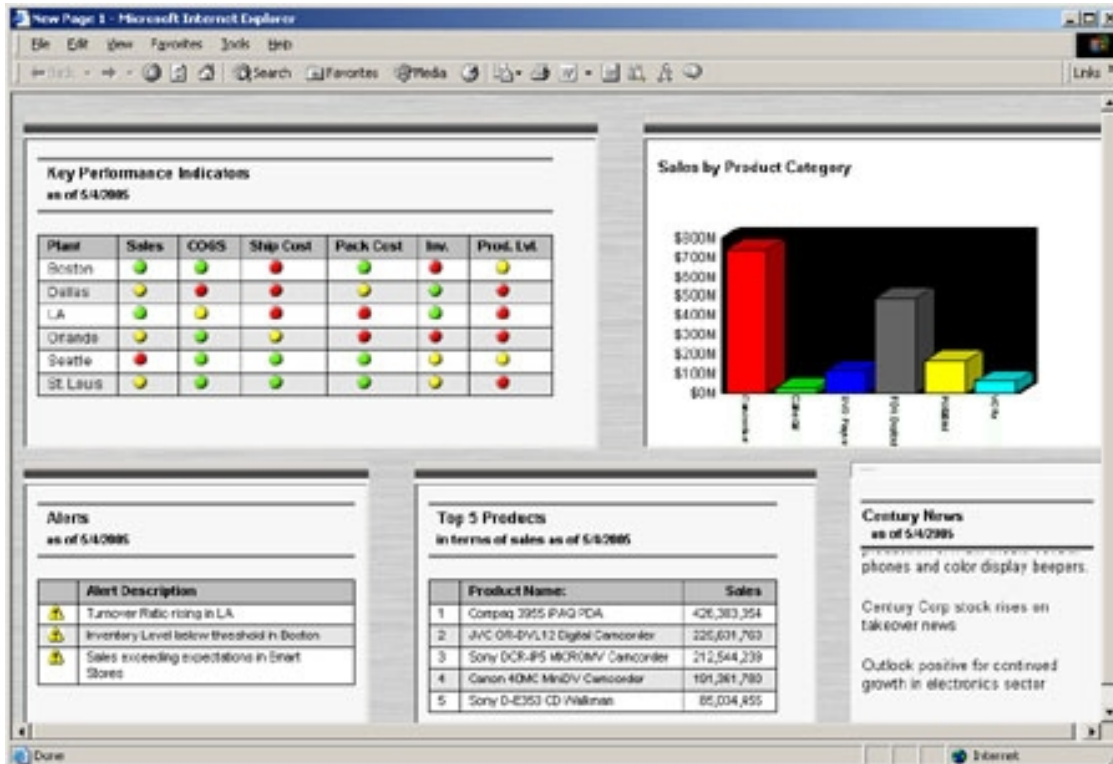- Access personalized, secure scorecards & dashboard

A statement of the anticipated mean level of achievement for a task or process undertaken by an individual or team, given the current operating environment, the purpose of which is to give monitoring organizations the means to identify best and worst practice.

Financial perspective

Customer perspective

Internal processes perspective

Learning and development perspective

1KEY Cockpit KPI Solution Benefits

Key performance indicators (KPI) are high-level snapshots of a business or organization based on specific predefined measures. KPIs typically consist of any combination of reports, spreadsheets, or charts.

They may include global or regional sales figures and trends over time, personnel stats and trends, real-time supply chain information, or anything else that is deemed critical to a corporation's success.
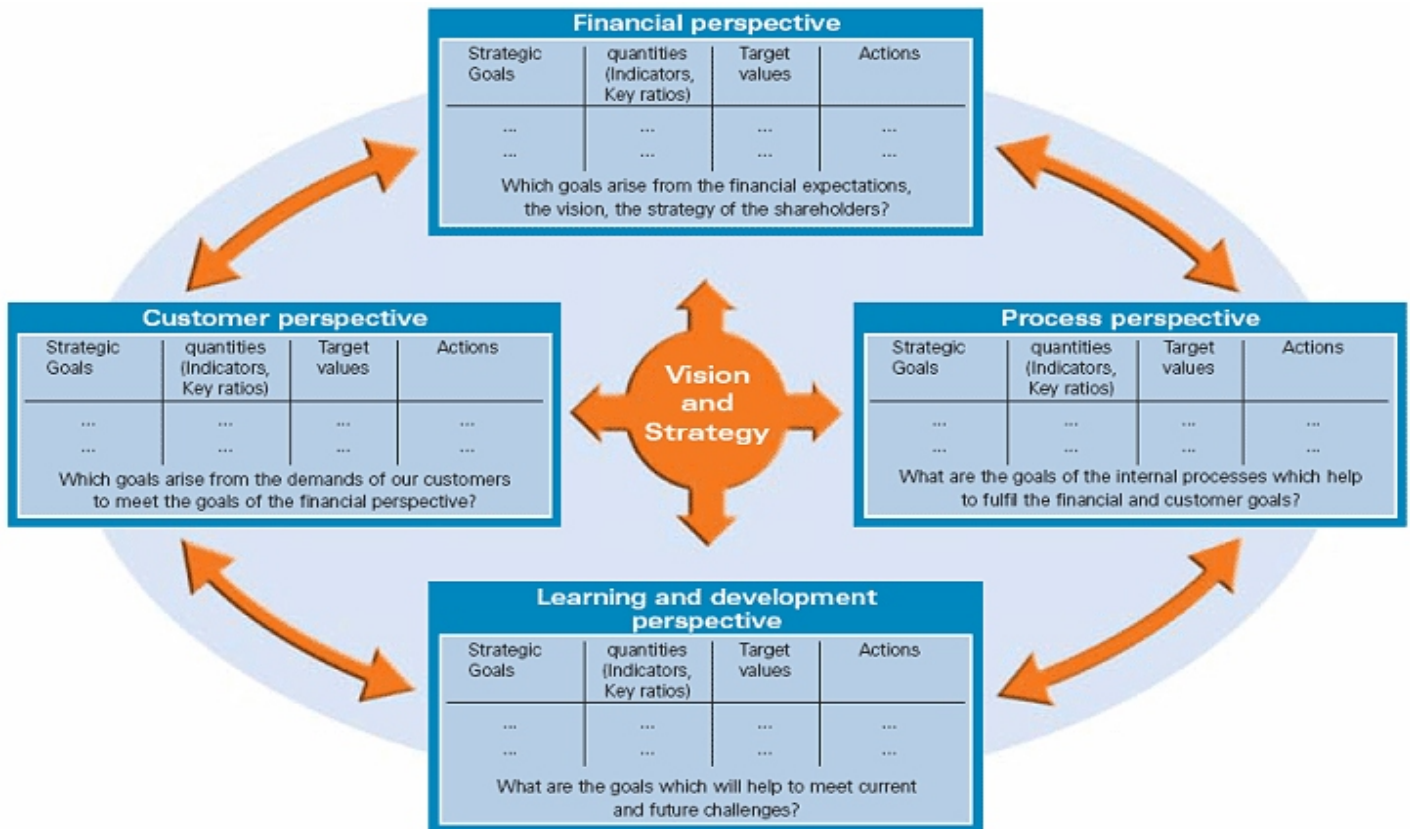

Sample figure of Various KPI's with a Cockpit View

Without measurable quantities, successful management is hardly possible. They allow goals to be observed, met and perhaps exceeded. Relatively generally formulated goal descriptions are made more concrete through the use of measurable quantities. The measurable quantities can then be allocated to the strategic goals in the perspectives and organisational units. The editor allows further clarifications to be made, for example by adding a comprehensive definition of the measurable quantities, complex mathematical formulae (if necessary), specification of units, etc. This is also where the warning limits for each quantity, which determine at what values the different warning colors will be switched on, are defined, giving the user a quick view of how well or how poorly each goal is being met.

Warning colours immediately show the user where action is required.

The following colours are used in the display:
- Green circle - positive variance (goal achieved)
- Yellow triangle - slight negative variance (goal just missed)
- Red diamond - large negative variance (goal missed)
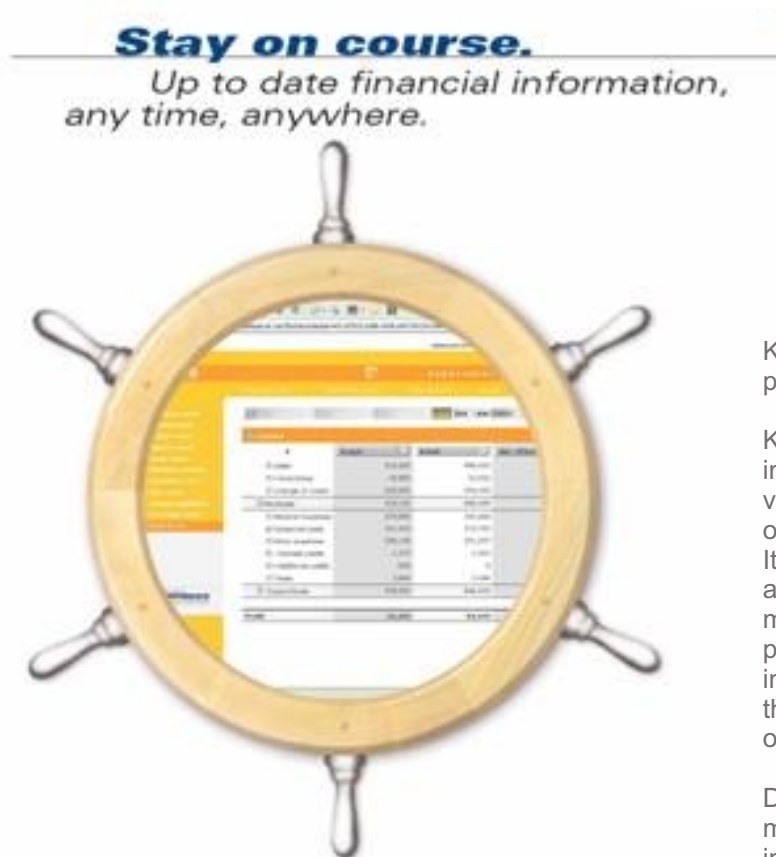flashing red diamond - extreme negative variance (goal clearly missed)

1.Find one version of the truth in your enterprise

2.Work from one known KPI when developing your analysis

3.Reduce time developing your own KPIs and Measure

4.Integrate with the any type of data source

5.Integrate with variety of output views

6.Simple drill down capabilities

7.Easily deployed on the enterprise network

8.Insert 1KEY Cockpit into any application easily

9.Easy to use by anyone in the enterprise

10.Work more efficiently

11.Start working right away without having to read the manual

12.Low cost compared to other business intelligence integration tools

13.Insert a KPI and email to your team

14.Measure and Improve Performance Constantly

1KEY Cockpit KPI Solution can give a business executive a high-level, real-time view of the health of a company by visually displaying vital statistical information about that company. In developing KPIs, a user or developer defines target performance levels and then decides the best way to represent variance from that target.

For example, a bar chart for Sales KPIs may flag regions that are under quota in red while those that are at or over quota are green. This allows the end user to see a company's strengths and possible areas for improvement at a glance. Having defined the goals, the definition of the measurable quantities can begin. Without measurable quantities, successful management is hardly possible. They allow goals to be observed, met and perhaps exceeded. Relatively generally formulated goal descriptions are made more concrete through the use of measurable quantities. The measurable quantities can then be allocated to the strategic goals in the perspectives and organisational units. The editor allows further clarifications to be made, for example by adding a comprehensive definition of the measurable quantities, complex mathematical formulae (if necessary), specification of units, etc. This is also where the warning limits for each quantity, which determine at what values the different warning colors will be switched on, are defined (see above fig on page 3), giving the user a quick view of how well or how poorly each goal is being met.

Stay on course.
Up to date financial information, any time, anywhere.

Key Performance Indicators are NOT performance targets.

Key Performance Indicators should be implemented with a view to eliminating variance in any process such that all outputs are fit for purpose
It follows therefore that when building a KPI based performance management system, one of the by products will be a business driven information infrastructure that reflects the key information needs of the organisation.

Defining a performance measure will more than likely highlight deficiencies in your current IS/IT strategy.

Solution Framework

1KEY Cockpit Solution Framework will allow to create a KPI dashboard cockpit that will provide an integrated view of key performance indicators (KPI's) across finance, customers, human resources, and new business initiatives across the Enterprise Wide Ecosystem.

Users will be able to monitor, interpret, and act on changing metrics get alerts on any problem areas, enabling them to take fast action. In addition, managers will be able to track how the organization is performing against both day-to-day and strategic corporate goals.

1KEY Cockpit Solution Framework, a revolutionary analytic application framework that lets businesses quickly and easily develop powerful, integrated enterprise analytic applications. 1KEY Cockpit Solution Framework includes the following key components:

- KPI Builder, an easy-to-use application development tool for building KPI applications it will have powerful analytic engines for performing set-based analysis, time series analysis, and the specification and execution of advanced business rules.
- KPI Catalog, a collection of pre-built analytic templates that provide reusable analysis techniques to be used as building blocks for creating analytic applications.

1KEY Cockpit Solution are specialized, supporting a structured business process, while business intelligence tools are generic, supporting adhoc user inquiries. MAIA Intelligence, one of the leading providers of business intelligence tools, recognizes that one approach cannot fulfill both sets of needs. The 1KEY Cockpit analytic solution framework, incorporating powerful engines such as set-based analysis, should help Companies build structured analytic applications with significant business value. Companies can use Application Foundation both to develop their own custom analytic applications as well as to customize analytic applications modules within 1KEY Cockpit Analytics.

KPI Solution Builder Overview

The KPI Solution Builder provides an easy to use development environment for both building applications and catalog repository quickly from ready-made KPI intelligence. It provides an intuitive point-and-click process for assembling components from the analytic catalog, enabling users to build applications without having to learn a programming language. IT departments can quickly define the look-and-feel elements of applications such as menus, tabs, company colors, and graphics. This means that IT departments don't waste time figuring out how to build the application from code and can quickly develop and deploy powerful applications to end users. The set-based analysis, time series analysis, and business rules engines give unprecedented power to an organization's home-grown applications by providing the underlying technology that enable users to quickly segment their data in the most meaningful way, analyze these segments over time to spot critical change patterns, and turn this analysis into action.

- **Set-based analysis:** Sets enable businesses to categorize data into useful business groupings, such as customer segments, or product categories, to make analysis easy. These business groupings are typically what managers care most about, such as "most valuable customers" or "high margin products with decreasing stock turns" and save managers time and complexity in analyzing business performance by predefining the data to be analyzed.
- **Time series analysis:** The time series analysis engine enables business managers to easily understand how the business or a particular part of the business is changing over time. Hard-wired analytic techniques simplify complicated analyses such as trending, relative change between metrics, and seasonal variance, for non-technical end users.
- **Business rules:** The business rules engine enables users to build key performance indicator (KPI) monitors into each application. This means that the end users can monitor key business metrics against a pre-set threshold and send automatic notification of changes to the appropriate business manager.

KPI Catalog Overview

Solution Foundation includes pre-built analytic templates. Analytic templates are reusable, generic analysis techniques for building applications that solve a broad range of business problems. The analytic templates can be applied to answer the most difficult business questions while shielding the end user from the complexity of the underlying technology. The analytics catalogue is open and extensible, enabling users to add their own analytic templates.

Platforms and Availability

1KEY Cockpit Solution Framework will be available and runs on Windows Platform.

Service and Software

Continuous development

MAIA Intelligence is committed to its mission to help you "to succeed in business" and strives to continually improve its products. The company welcomes proposed improvements from users. Of course, you will be regularly informed about new features and technological advances in the software. New software versions are available free of charge during the warranty period and can be purchased as updates afterwards. Customers with a maintenance contract receive all updates free of charge.

Support and Hotline
Your satisfaction with both the quality and features of MAIA Intelligence Products is very important to us. Free maintenance is offered for the first six months after the purchase of any products, which includes free updates and hotline support. Maintenance contracts are available to extend this support once the warranty has expired.

Training
To give you the best possible start with MAIA Intelligence Products, we also offer comprehensive introductory training, which can be carried out on your premises. On completion of the 1-day training course, you will be able to create and maintain your own structures, graphics and reports, to import data into the structures you have created, and to carry out planning and analyses using the powerful tools which all MAIA Intelligence BI Product provides.

Consultancy and support
You can implement MAIA Intelligence Products independently. We will nonetheless provide support for this process, if desired. This may include a need analysis or an analysis of the existing company data. MAIA Intelligence Partners can, working with you, develop a concept for the structure of the KPI and reporting model. The subsequent creation of the data structures, the definition of data imports, integration with existing systems, construction of reports, etc., can be done by certified MAIA Intelligence Partners if necessary and at an agreed price.

For product details, service solution
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Open Your Ears to the Facts Spreadsheets Aren't Designed for Planning...

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