

Business Intelligence  
Technologies

**BI** Excellence

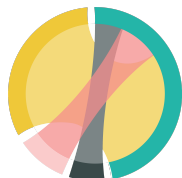


COMPANY  
PROFILE

---

**WE BELIEVE IN:**  
**CONNECTIVITY**  
**COLLABORATION**  
**GETTING IT DONE**

---



# AT A GLANCE



## Business Intelligence Technologies

### BI EXCELLENCE

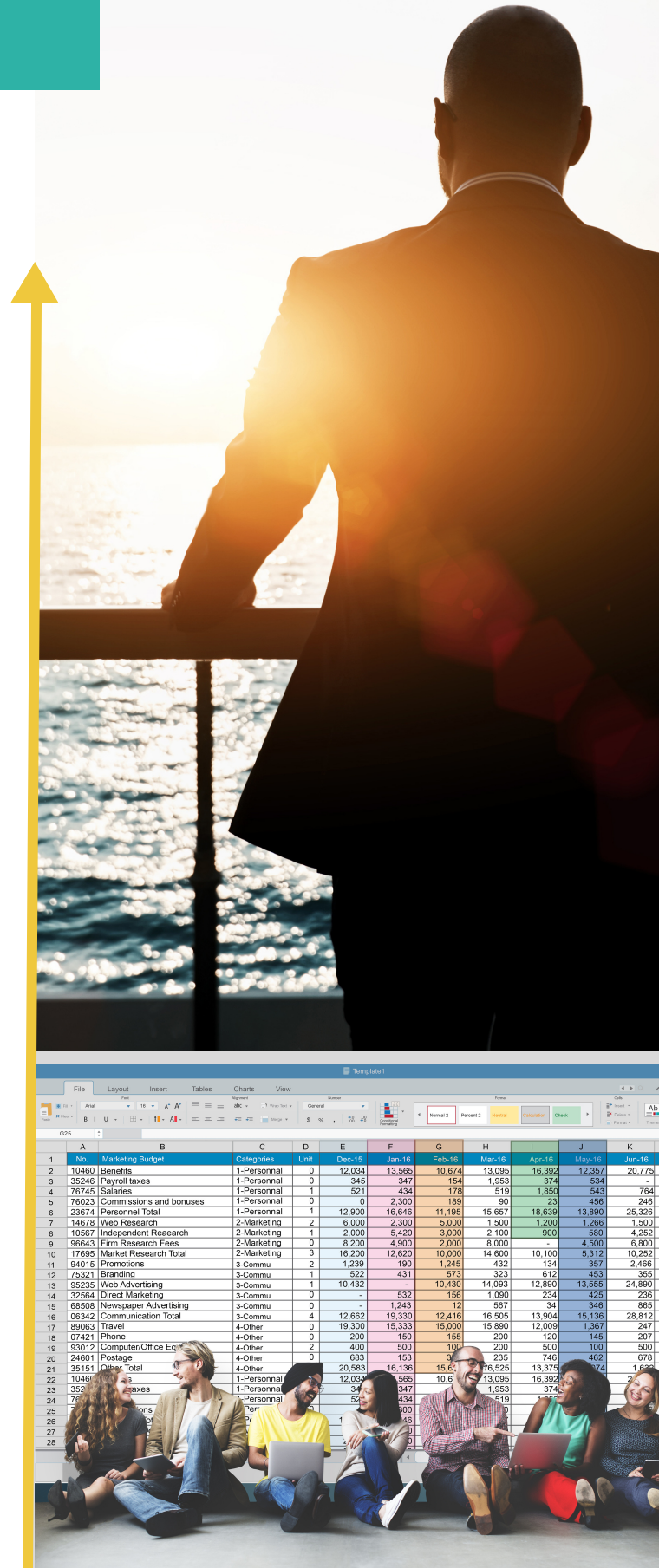
Business Intelligence Technologies, Inc. is an enterprise services company specialized in building business applications based on sophisticated data models.

Our solutions improve productivity by enabling system connectivity and collaboration among users, while integrating planning and forecasting into reporting processes.

### CUSTOM SOLUTIONS FOR:

Planning & Budgeting  
Forecasting & Analysis  
Financial Reporting  
Management Accounting  
Database Management  
Application Development

Msantos: Idea - illustration of scope of BI (instead of describing what BI is for us).  
Data gathering, consolidation, modeling, reporting, visualization, planning, forecasting, ...





# MAYBE YOU HAVE TRIED BEFORE...

70% to 80% of Business Intelligence initiatives end up failing, according to recent [studies](#). Working with BI Tech, you can be part of the 20% with a BI project that leads to results.

When it comes to the more complex stages of BI implementation: Data Consolidation and Modeling, Process Automation, Management of Business Rules and Calculations, we do the heavy lifting for you so that you can focus on what you do best.

Everything we do is custom, as we are experienced enough to know that canned solutions fall short every time. We strive for [BI Excellence](#) in everything we do.

---

**WE ARE**

**BUSINESS  
INTELLIGENCE  
TECHNOLOGIES**

**WE CAN HELP**

**BI Tech manages the complexity and delivers automated reports that roll up into corporate models, allowing you to simply steer your business.**

Move Positioning statement here.

Mov to next page

**EVERYONE LIVES IN EXCEL**

---

## **SPREADSHEET AND BI PROBLEMS THAT WE SOLVE:**

1. Lack of agility, control, and accuracy
2. Management having to rely on the results of error-prone spreadsheets
3. Spreadsheets not working together; limited collaboration
4. Data is repetitively extracted and loaded
5. Inability to fully model the dimensions of the business in rows and columns
6. Costly manual processes



# CONNECTING SYSTEMS

---

## \NEW CAPABILITIES AND ENDLESS POSSIBILITIES

We help organizations use their data as a strategic asset and maximize the benefits of their existing IT investments.

At BI Tech, we use data modeling platforms by software publisher [PARIS Technologies](#) to bring together data from ERP systems and build sophisticated data models that can be accessed through popular end-user and data visualization tools.



Our secret sauce to BI success lies in our data models which gives you the capability to connect systems and enable collaborative processes. Data models are at the heart of all our solutions and this serves as a good foundation for dashboards, reports, plans, forecasts, and analytics. The possibilities are absolutely endless.

**YOU'VE GOT A VISION. WE'LL MAKE IT HAPPEN.**

“

**IDEAS ARE EASY.  
IMPLEMENTATION  
IS HARD.**

”

**— GUY KAWASAKI**

# VALUE PROPOSITION

**WE ARE  
CHANGING  
THE GAME  
BEHIND THE  
SYSTEMS  
YOU USE.**

We understand that bringing new technology into the corporate environment requires change and can be challenging to manage.

Break down barriers in connectivity and collaboration.

We understand that large system implementations have not always delivered on the promises made at the start.

We guarantee solutions that are expertly made and delivered as promised.

## **SPEED TO BENEFIT**

Our solutions are quick to implement, flexible, and customizable so you can onboard quickly and feel the benefits in just weeks.

## **COMPLEX MADE EASY**

BI Tech manages the complexity for you while you experience the difference of working off of a shared data model through the tools you already know.

## **ENABLE USERS IN THEIR CURRENT SYSTEMS**

We provide higher economic value that is quickly realized and leverages existing IT investments.

**Change to add value to current systems/tools, enable users**



**IF WE PROMISE IT,  
WE DELIVER IT.**

# WHY OUTSOURCE BUSINESS INTELLIGENCE?

## SKILLS AND EXPERIENCE PROVEN BY SUCCESSFUL BI PROJECTS

Our goal is to provide you with solutions that will help you steer your organization towards growth.

We provide control, accountability, and decision support while addressing the problems with spreadsheets and BI tools.

## WHY OUTSOURCE BI?

Access a reliable team of experts that can be your go-to for everything BI.

Utilize new technology and skills that can extend and add value to your existing systems.

Minimize time consuming detail work involved in project implementation. Focus on your business and what you do best.

Fast implementations and on-boarding assistance ensures higher end-user adoption.





# DRIVE YOUR ORGANIZATION WITH A SHARED MODEL

---

## FINANCE

Excel and Finance are inseparable. While spreadsheet problems are very common, we believe that replacing the inimitable Excel is not the answer that finance needs nor wants.

Business Intelligence Technologies adds enterprise capabilities to Excel by enabling it as an interface to analytical models that serve as a foundation for their core business processes: financial reporting, budgeting/planning and forecasting, multi-company consolidation and more.

Add catchy  
phrases for each

## IT

Our analytical models are built from a centralized database that connects and gets data from multiple source systems. Unlike normal data stores, the software we use for modeling enables capturing of planning data from user input in Excel or a web interface.

This lets IT maintain the integrity of data coming out of source systems and provides a level of control over data that typically only resides in Excel. This also enables governance over business rules and calculations, version control, and user security that does not exist in Excel as it is.

Our solutions are meant to give business users access to data in a controlled environment with processes that are managed by the IT department, without any additional grunt work.

# THAT **CONNECTS** YOUR SYSTEMS AND ENABLES **COLLABORATION**

---

## CORPORATE LEADERSHIP

A [study by KPMG](#) shows that only 35% of C-level executives have a high level of trust in their own organization's use of different types of analytics.

Majority of C-levels are still using Excel spreadsheets to analyze numbers in support of their dashboards, especially for plans and forecasts, leaving plenty of room for error.

BI Tech builds decision support systems that provide C-level executives the information they need to lead and make the changes that they envision. Our solutions consolidate Actual data with plans and forecast, allowing leaders to spot trends that make a difference to their bottom line.



# CORE BUSINESS

## SOLUTIONS WE DELIVER:

You know your job and organization best.  
We work closely with your team to bring you systems that lets you  
access data easily, enable collaboration, and improve your processes.

Don't let systems and tools be a roadblock to your success.  
Tap into our technical expertise to build solutions for:

- Management Dashboards
- Financial Reporting, Planning & Analysis
- Corporate Performance Management
- Multi-company Consolidation
- Continuous Inventory Planning
- Customer and Product Profitability
- Sales Analysis, Pipeline, Forecast
- Demand Forecasting
- Compensation Planning
- Workforce Planning

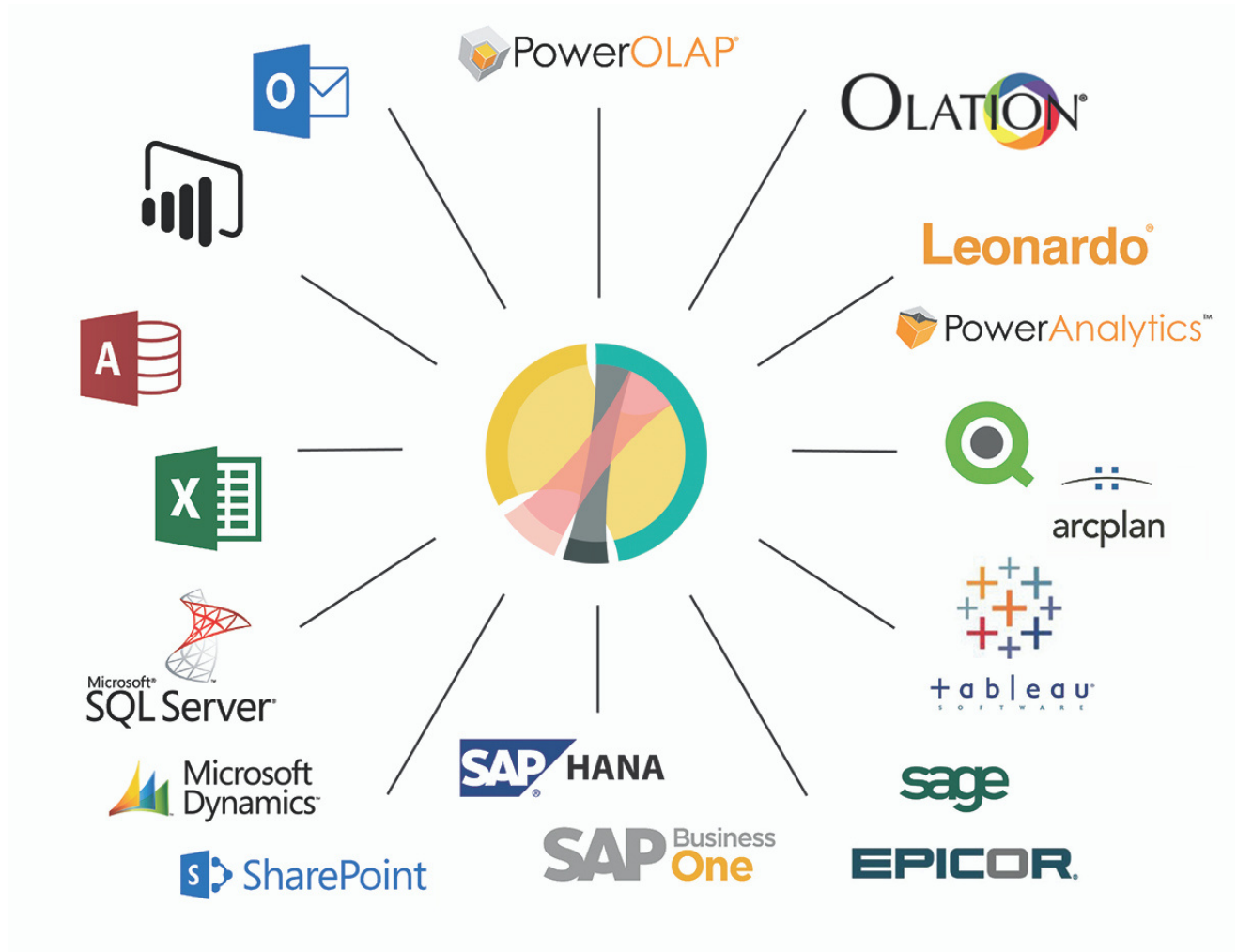
## INDUSTRIES WE SERVE:

- Retail
- Construction
- Hospitality
- Education
- Energy
- Entertainment
- Food & Beverage
- Automotive
- Hospital & Healthcare
- Insurance
- Banking & Finance

---

# WE'LL MAKE ALL YOUR SYSTEMS WORK WELL TOGETHER

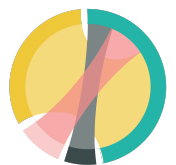
---



Business Intelligence Technologies simplifies the complex process of transforming transactional data to BI-ready data by integrating different systems using data modeling platforms.

This combination of skills and tools allow us to deliver collaborative applications for enterprise planning, analytics, reporting, and visualizations.

**We guarantee data solutions that work.**



BUSINESSINTELLIGENCE  
TECHNOLOGIES.COM  
+1(215)340.2880

# COMPANY VALUES



## TECHNOLOGY & INNOVATION

We have a passion for developing innovative technologies that provides unprecedented value to our customers.

## STAND AND DELIVER

Say what we do; and do what we say. Stand and deliver success for every paying customer. We must provide to all customers guidance, knowledge, and the ability to achieve the maximum benefit from the use of our products and services.

## DOING THE RIGHT THING

We are committed to dealing fairly with customers, suppliers, partners, and one another. Each team member understands what doing the right thing means: the customer is winning; the partner is winning; and Business Intelligence Technologies is winning. We accept responsibility for our actions and we commit to dealing fairly with customers, vendors, partners, and one another.

## PARTNERSHIPS

Partnerships are built on trust, honesty and integrity. We listen and respond to the needs of paying customers, Business Intelligence Technologies team members, and vendors, treating them as partners.

## PEOPLE

We encourage team members to have a growth mindset, to speak up and take risks. Team members are encouraged to recognize and reward high performance. BI Tech is committed to providing an environment of opportunity where driven individuals can achieve their potential. BI Tech expects team members to be self-motivated; self-assessing; and committed to self-improvement.



# VALUES THAT GUIDE THE BUSINESS INTELLIGENCE TECHNOLOGIES TEAM ON A DAILY BASIS.

## ENTREPRENEURIAL

BI Tech team members are encouraged to initiate creative and innovative ways of serving our customers and improving the business and to spread best practices. Individuals are accountable for commitments and results.

## RESPECT FOR ALL PEOPLE

To work in an environment of dignity and mutual respect, free of discrimination and harassment.

## ATTITUDE

We support employees who demonstrate a positive attitude towards their work and colleagues and are optimistic when they strive to solve problems and/or address issues.

## LOYALTY

We are committed to individuals who are devoted to the success of the company and who believe that being with our organization is in their best interest.

## SHAREHOLDER VALUE

Create a return and value for investors who provide the capital necessary to allow our company to grow.



"IF EVERYONE IS MOVING FORWARD TOGETHER, THEN  
SUCCESS TAKES CARE OF ITSELF." - HENRY FORD



---

# HR

BI Tech's HR solutions help leaders align HR initiatives with the organization's strategic goals by enabling new capabilities such as Compensation Planning and Workforce Planning.

We bring together various data such as work history which includes promotions, salaries, and benefits, market studies, and financial data into a Compensation Planning model that HR can easily access for analysis and budgeting activities.

Workforce planning lets HR ensure that the organization has the workforce capacity it needs for its future plans, and that they are equipped with the right skills. It also enables HR to anticipate unpredictable changes such as employee leaves and departures, crisis management, etc.

# SALES

Engaging sales in BI projects can be challenging as they are often occupied in sales activities. Reporting becomes a time-consuming task made for corporate.

We make reporting on sales forecasts and cash flow projections quick and easy for sales by providing an way to capture their information and automating calculations.

To improve their appreciation for BI, we provide Sales with solutions that help them with their jobs. This is by providing information about prospects, updating them about support status of existing customers, and giving them a way to monitor their performance.

---

# COMPANY, SUBSIDIARIES, AND AFFILIATES

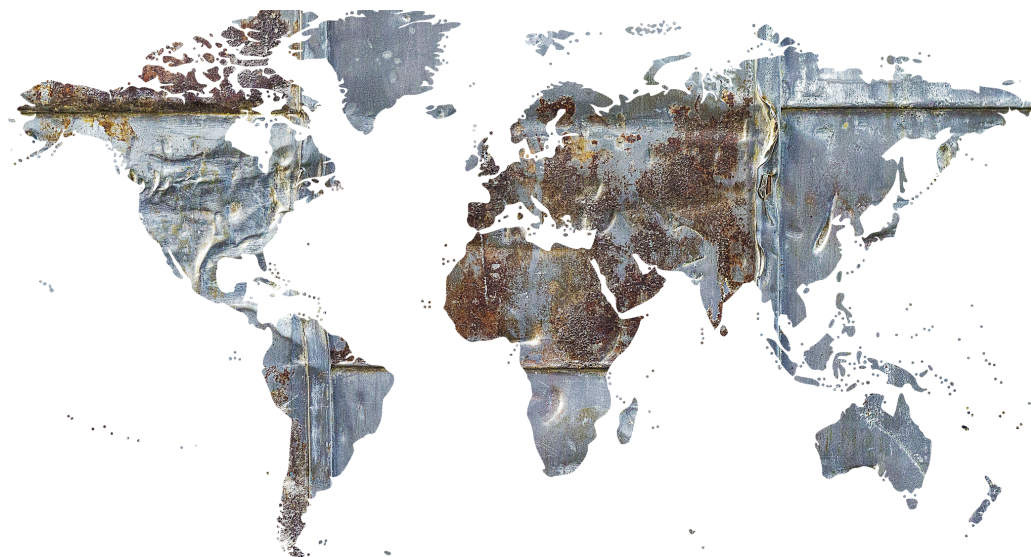
---

## **BUSINESS INTELLIGENCE TECHNOLOGIES, INC.**

200 Hyde Park,  
Doylestown, PA 18902

## **PARIS TECHNOLOGIES AUSTRALIA, INC**

Level 20, Tower 2,  
Darling Park  
201 Sussex Street  
Sydney NSW 2000



## **PARIS TECHNOLOGIES (PTY) LTD**

2nd Floor, West Tower,  
Nelson Mandela Square  
2196 Sandown, Sandton  
South Africa

## **PARIS TECHNOLOGIES INTERNATIONAL, INC.**

200 Hyde Park,  
Doylestown, PA 18902

## **PARIS TECHNOLOGIES PHILIPPINES, INC**

Room 810, 5th Avenue  
corner 28th Street  
Bonifacio Global City,  
Taguig City 1634

## **OLAP.COM**

200 Hyde Park,  
Doylestown, PA 18902

## **UNITED INFORMATION TECHNOLOGIES**

200 Hyde Park,  
Doylestown, PA 18902

## **PARIS TECHNOLOGIES, INC.**

200 Hyde Park,  
Doylestown, PA 18902

## **SAPPHIRE ANALYTICS**

200 Hyde Park,  
Doylestown, PA 18902

---

# PRODUCTS

---



## PowerOLAP®

Plan, Analyze, Report, & Accurate Data Every Time.

PowerOLAP is a robust in-memory OLAP product that aggregates information from any source into a multidimensional PowerOLAP database. The PowerOLAP Designer empowers users to slice and dice data with a great degree of flexibility, and all it takes to get that data into a dynamically-connected Excel spreadsheet is one click.

*Now that's Intelligent.*



Welcome to the New Age.  
And a better way to work.

Olation is the great connector and enables your data systems to communicate effectively. Olation ensures that IT can maintain a single, secure, controlled system: all data, all end-user applications are unified. And data updates are live—delivered directly from all sources, including spreadsheets, to end-users and managers.

That's simply a better way to work.



## PowerAnalytics™

Analytical Solution for SAP Business One or Quick Books

PowerAnalytics allows users to create powerful financial reports, budgets, and forecasts upon initial deployment by utilizing the revolutionary in-memory data engine and, best of all, it is created specifically for Quick Books and SAP Business One.

Fast deployment, easy-to-use, works with Excel spreadsheets.



Track time. Manage resources. Measure performance.

Time Manager Live™ is a time and resource management system, powered by Olation. Project and work time can be captured quickly and effectively in Outlook Calendars, aggregated in Olation, and reported back via the report viewer of choice: Excel, SSRS, Tableau, etc.

Do something smarter with your time.

# VALUE PROPOSITION



## **SPEED TO BENEFIT**

Unlike other projects that take months or years to implement, PARIS benefits can be delivered in less than 2 weeks.



## **COMPLEX MADE EASY**

In the naturally complex environment of business and data, we leverage on end-user tools to bring familiarity and confidence to our users.



## **PRICE COMPETITIVE AND FASTER ROI**

PARIS provides higher economic value that is quickly realized and leverages existing IT investments.

## **IF WE PROMISE IT, WE DELIVER IT.**

We understand that large system implementations have not always delivered on the promises made at the start.

We guarantee solutions that are expertly made and delivered as promised.

## **WE'RE CHANGING THE GAME BEHIND THE SYSTEMS YOU USE.**

We also understand that introducing new technology into the corporate environment requires change and can be challenging to manage. PARIS' technology leverages existing systems and skills to facilitate faster adoption.

# VISIONARY INTELLIGENCE

PROVIDING VISIONARY INTELLIGENCE  
AND DECISION SUPPORT FOR MANAGEMENT

## OUR VISIONARY INTELLIGENCE GOALS:

- Rapidly deliver significant impact, and generate the highest ROI of any project undertaken by the customer.
- Help the many people wasting time clerking spreadsheets to be more effective at their jobs.
- Give IT departments control over data while at the same time allowing end-users the flexibility to which they are accustomed.
- Deliver solutions that are quick to implement, flexible and incredibly powerful.

Our goal is to provide management with a model that reflects their vision for the business; provides control, accountability and decision support and addresses the problem with end-user tools.

We offer our applications and services as a SaaS subscription available on the cloud or on premise.