pVelocity®

Why do I need pVelocity if I have BI?

With the explosion of data representing both an opportunity for business insight and a challenge to manage the volume and complexity, it's not surprising that enterprises are looking to various analytical tools to tackle the challenge and realize its benefits. Many companies have already made significant investments in Business Intelligence or are contemplating new implementations of BI to do just that.

pVelocity is an analytical solution and decision-support platform for Product Performance that, on the surface, may sound a lot like what BI vendors are saying about their products. But pVelocity was created to fill a void that all enterprise systems, including BI, are still failing to provide manufacturers

According to Gartner, "most organizations are still struggling to move beyond backward looking performance monitoring", and BI, despite its power and sophistication, is fundamentally a reporting platform tied to historical results and standardized structures that may not reflect the real-time, day-to-day realities faced by companies.

Realities like volatility in material costs, increased competitive pressures to innovate, and tightly integrated supply chains vulnerable to even the slightest disruption.

pVelocity®

the Next Generation of BI

Purpose-built for Manufacturing

- Pre-built linkages of Products, Customers, Assets, Materials, & Suppliers allow detailed margin analysis and segmentation right down to the BOM

- Changes to corporate supply chain are dynamically modeled

- Fixed cost implementation; up and running in under 90 days even in complex manufacturing environments

- Maximize real-time visibility of upstream, downstream, and internal operations

Powerful "what-if" Simulations

- Simulate future outcomes of changes to material costs, volumes, prices, production activities, or forecasts - all in a safe "sandbox" environment

- Create role-based scenarios that model individual or enterprise KPIs

- Make decisions based on facts; reduce reliance on spreadsheets, guesses, or instincts

- Identify barriers to future performance or new high-margin opportunities through Predictive Analytics

For manufacturers facing these pressures, performance analytics is beginning to play a critical role in decision-making, but it needs to be the kind of analytics that models their own environment, that can look forward and apply truly *predictive* analytics, and that can demonstrate value in a short, defined time frame.

For most companies, BI alone is not able to deliver on these measures. In as little as 90 days, pVelocity can.

pVelocity and Traditional BI: a Detailed Examination

pVelocity Is Purpose-Built To Enable Profitability & Cost Simulation in a Manufacturering Environment	BI

- Specifically designed for manufacturers, with special emphasis on providing margin details right down to the bill of materials for products, customers, and production assets
- Models supply chain; connects all critical elements to formulate a detailed, real-time product cost picture
- Able to dynamically respond to changes in the corporate supply chain by simulating the effects of those changes
- Results in faster time-to-value as margin opportunities are immediately identified
- Fixed-cost implementaton; out-of-the-box solution; fully deployed in 90 days

- Powerful but general-purpose enterprise reporting engine
- Does not support a predefined model that connects the complete product cost picture: Product, Customers, Materials, Suppliers, Assets
- Product performance reporting requires a high degree of customization resulting in long design and implementation timeframes/costs
- Requires considerable rework/modification if the corporate supply chain structure is changed

pVelocity provides Forward-Looking Simulations to Predict Outcomes of Changes in Costs, Volumes, or Prices	BI

- Not just historical views, but predictive analysis answering the question "what would happen if"
- What-if scenarios can be based on actual costs, standards, and/or allocated costs
- Simulations conducted in a safe sandbox environment that leverages live data but is isolated from it
- Drives action based on real-time, rapidly changing real-world conditions

- Backwards-looking reporting of "what happened"
- Unable to deviate from pre-determined cost and allocation structures; resulting decisions could be outdated or inaccurate
- Lacks the capability for simulations down to the BOM, preventing forward planning at the product level and leading to rampant spreadsheet use

pVelocity is Complementary to Existing IT investments	BI

- More than simply accessing and reporting data, ProVe connects associated data from of any combination or number of implementations of: BI, ERP, SCM, CRM, CPM, MES
- Where traditional BI already exists, ProVe leverages its data sources, reporting tools, and distribution power

- Draws from execution systems but does not recognize the connections between elements of the product cost formula, including Products, Customers, Assets, Materials, and Suppliers
- Unable to unlock the insight hidden within these systems because of the restriction to data associations within pre-defined reports

pVelocity measures ROI in Weeks or Months	BI

- Out-of-the-box, pre-built manufacturing data models allow fixed cost implementation; full deployment in 90 days
- Demonstrable 5x ROI directly from pilot stage as immediate margin opportunities are identified
- Profit realization within 90 days of full implementation

- Internal groups are often permanently created to develop and support BI strategy, resulting in recurring costs
- High cost implementations, customizations, infrastructure, and support lead to delayed ROI

To learn more about how others have benefited from immediate, precise insight into projected product and customer profitability, visit www.pVelocity.com for case studies and sample simulations.