are you

FUTURE READY?

Analytics for the CFO: Trends and New Thinking

Presented by:

Peter Guo, Scott Greenlay

MNP Technology Solutions

Guest Facilitator

Scott Greenlay

- **B.Sc. Computer Science**
- **MBA**
- **Member of IEEE**
- **Member of the ACM**
- **MNP National Director**
- **Serial Entrepreneur and Inventor**

Agenda

- Introductions
- Approach for Today
- From Data Overload to Data Integration – Drowning to Surfing!
- Artificial Intelligence (AI) – The quickly evolving field and how it is going to help…soon
- The Value of Visualization and Self-Service Dashboards

Introduce Yourself

- **Name**
- **Your Background**
- **Your Company and Your Role**
- **Experience with Analytics to date**

Approach For Today

- **Roundtable Format**
- **Introduce each topic**
- **Discuss as a group**
  - Own Experience
  - Whats working
  - Whats not
  - Questions for Group

Objective: Leverage the Knowledge of the Group

FROM DATA OVERLOAD TO DATA INTEGRATION – DROWNING TO SURFING!

Key Concepts

1. **Analytical Environments are Changing**
2. **Data Integration is becoming easier**
3. **Data is being monetized; easier to acquire**

Analytical Environments are Changing

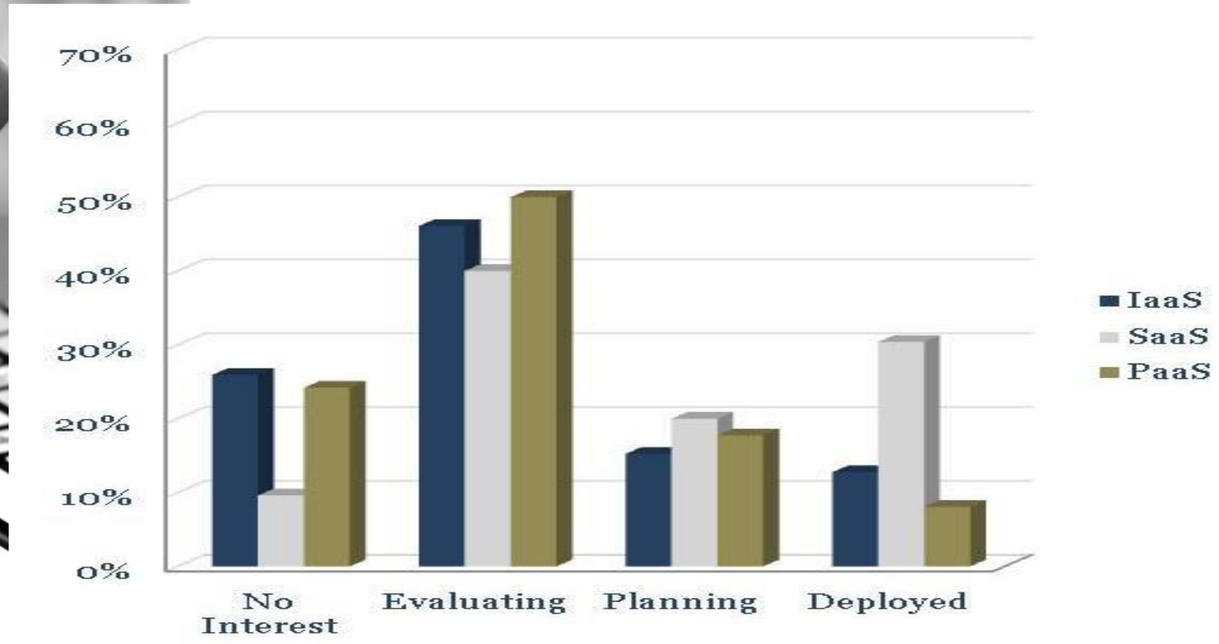
- Vendors are changing how they respond to our needs
- Increased available tools
- Handle all types and forms of Data
- Flexible and adaptability are the competitive differentiators
- Many types of options:
- Cloud, On-Premise or Hybrid Approach

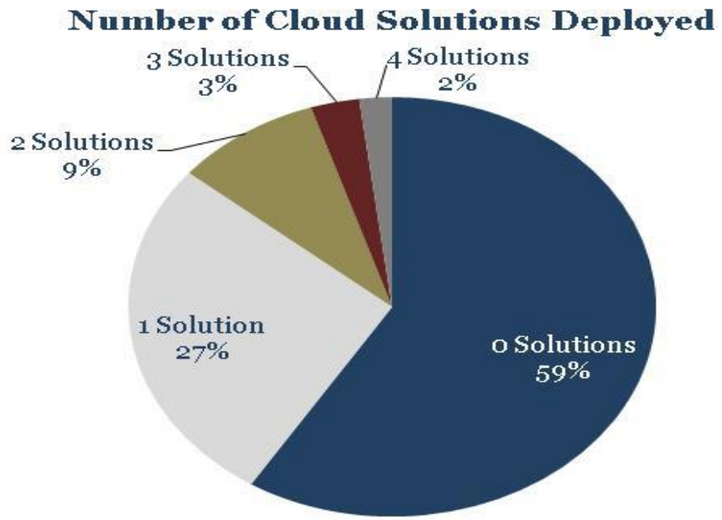
A quick word on Cloud

Despite the hype about Cloud Computing, the cloud game is just beginning.

- **Most enterprises are also in the very early stages of evaluation…**

…more than half have yet to deploy a cloud solution.





N=123

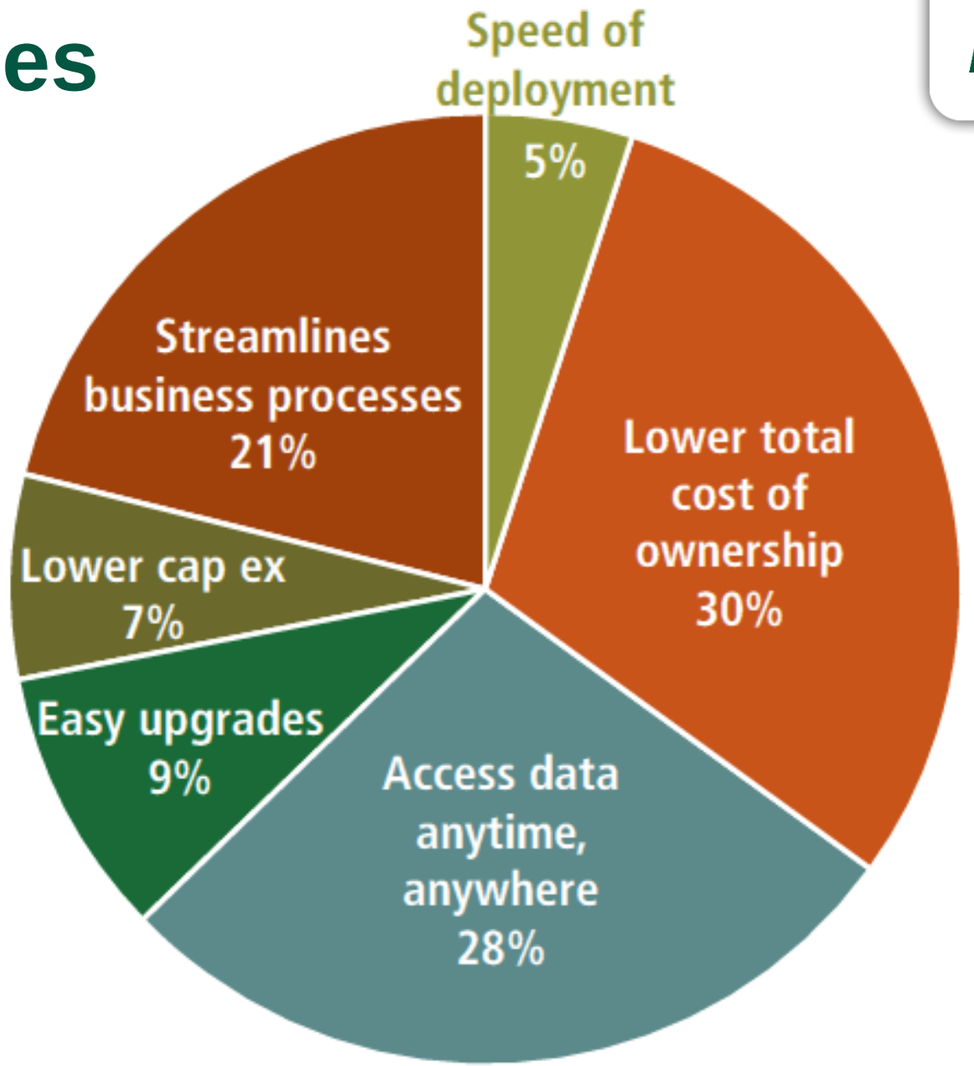
Source: Info-Tech Research Group

But fundamentally the Cloud promises an impact on how we build and deploy applications.

Today:

The Promise of the “Cloud” :

The Cloud Promises many benefits



Source: Ron Gill, CFO NetSuite, CMA, CFM

Data Integration is becoming easier

tamr

Procurement Optimization at GE

"The supplier data integration was a big win."

Bill Ruh CEO GE Digital & Chief Digital Officer at GE quoted in Forbes

- Supplier mastering: **$80M in savings** in the first year by consolidating 75+ transactional systems across 8 GE BUs
- Parts mastering: **$300M in cost saving opportunities**

Data is being monetized; easier to acquire

External Data becoming increasingly assessible through public APIs:

- **Equities**
- **Cryptocurrencies**
- **Weather**
- **Social Media Feeds**
- **Economic Indicators**
- **Satellite Imagery**
- **Etc.**

quandl

“Amazon” of data

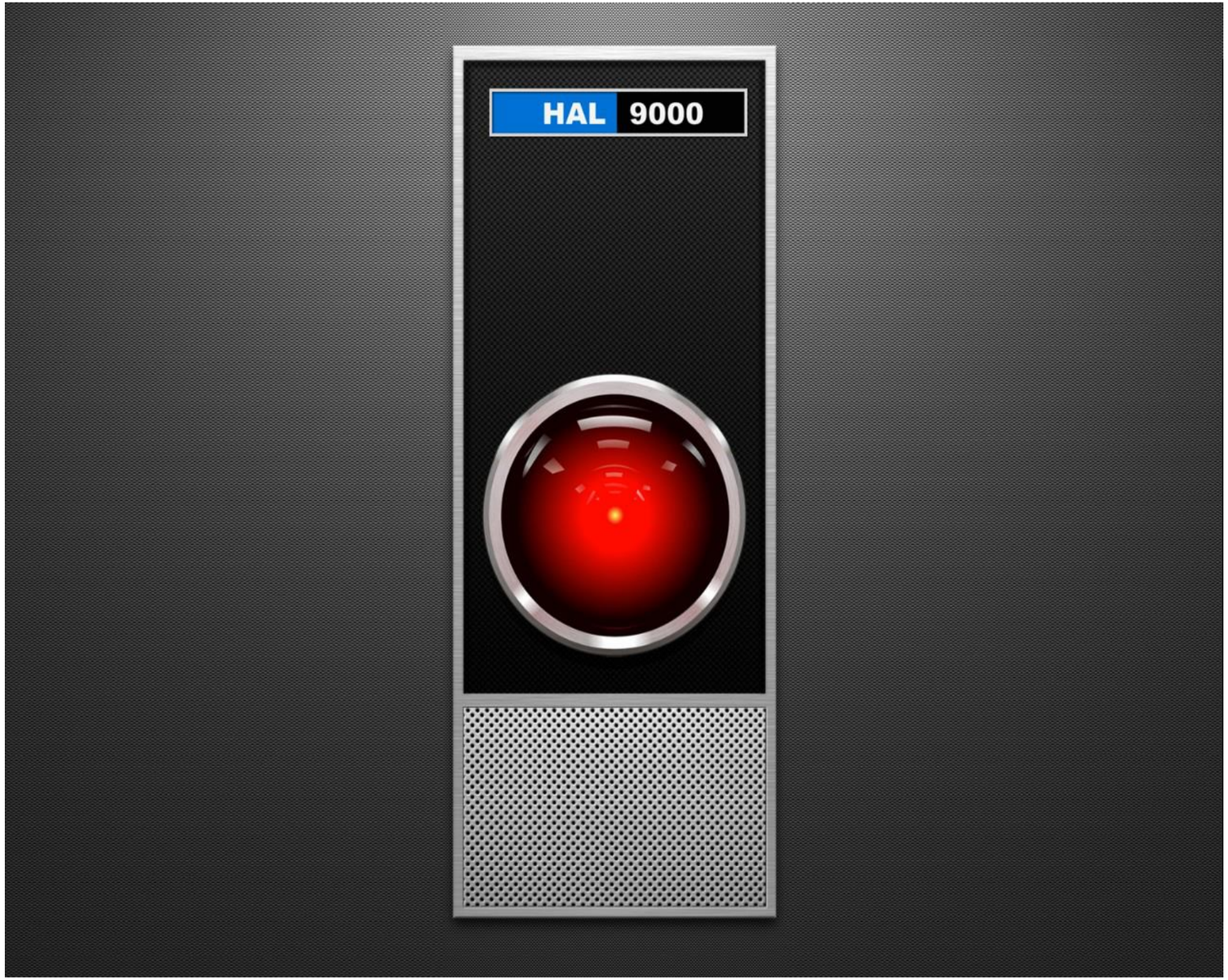
Discussion

How are you handling the problem of “too much data”?

ARTIFICIAL INTELLIGENCE

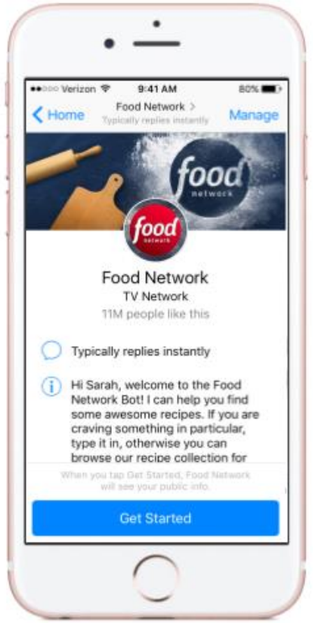
Key Concepts

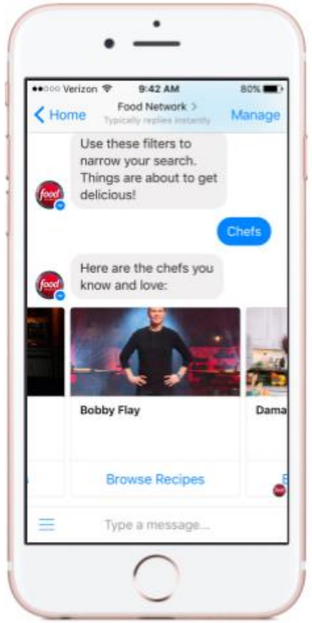
- **Automation will assist with routine tasks**
- **Natural Language Processing (NLP) will play an important role**
- **Hiring focus will shift**

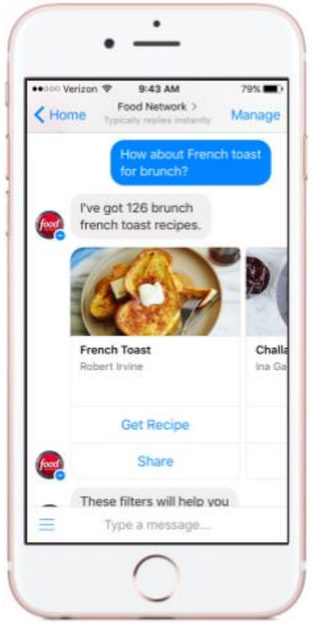

HAL 9000

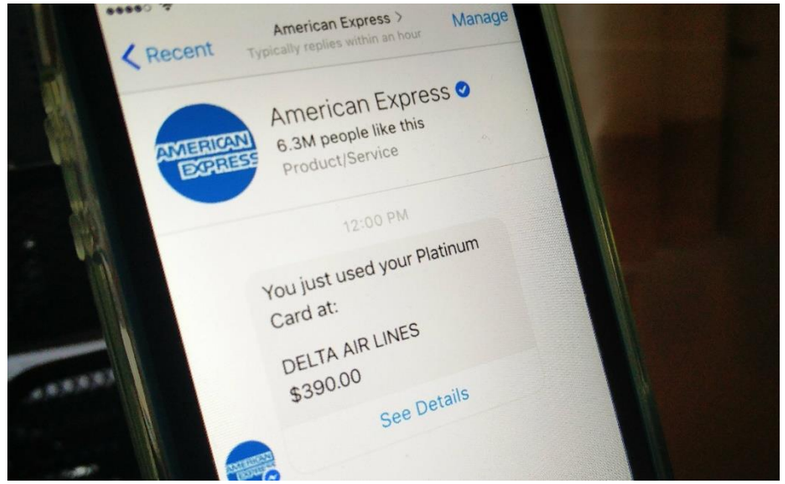
Automation will assist with routine tasks

Chatbots

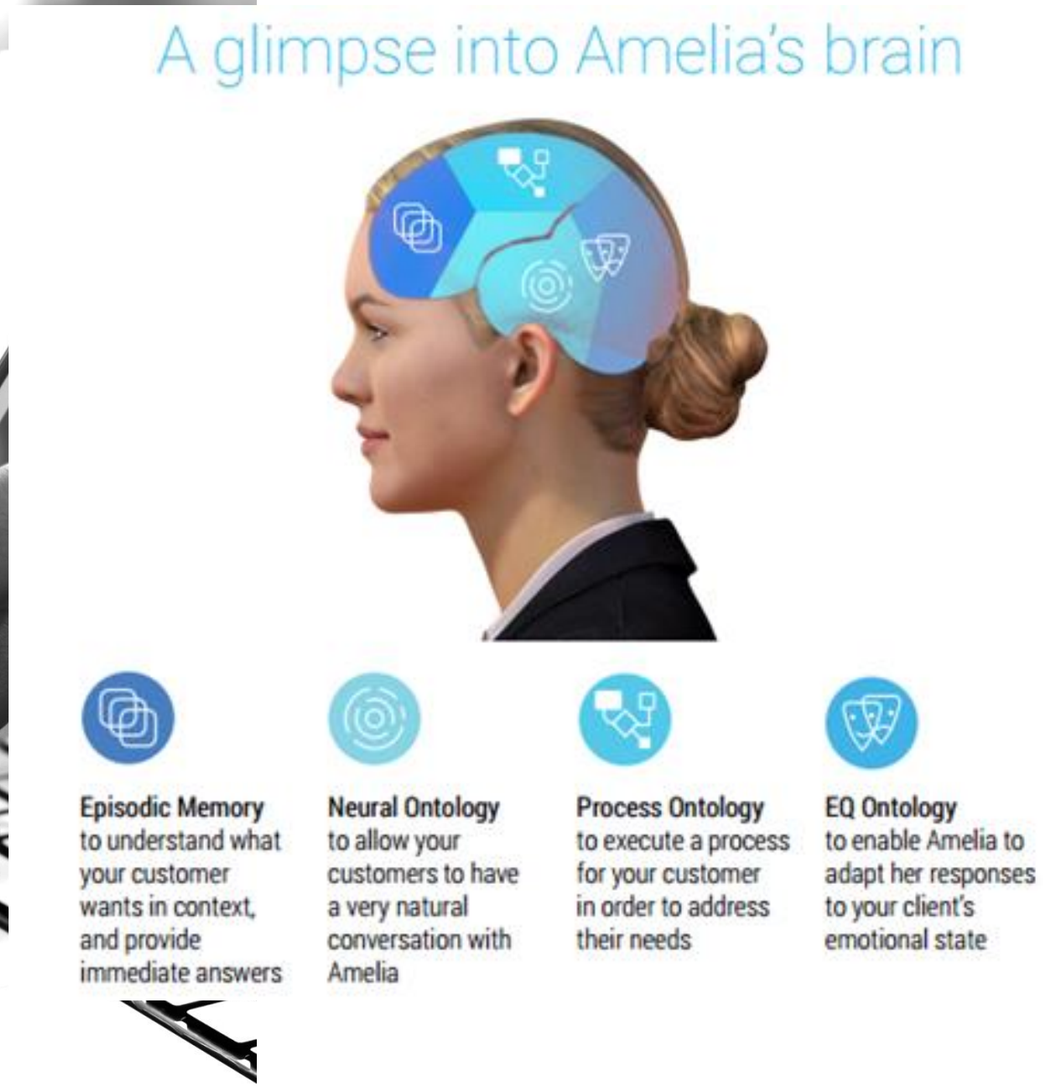








Meet Amelia: Your first digital employee

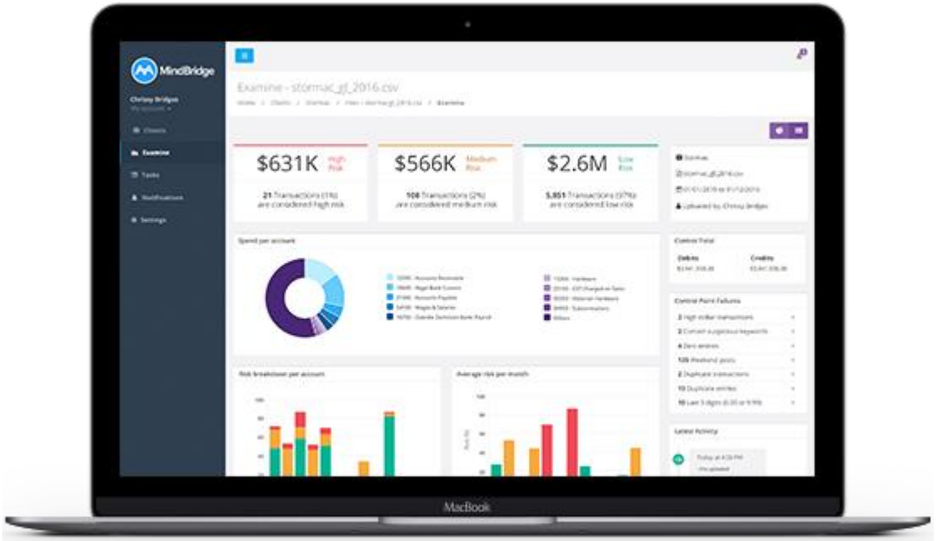


- **Successfully deployed in a number of roles**
  - IT Service Desk Agent
  - Public Service agent
  - Mortgage Broker Agent
  - Invoice Query Agent

Automation will assist with routine tasks

100% Audit

Fraud Detection



MNP

Clients / Examine / File dashboard

Generate test plan

Show transactions table

$24.25K High Risk

5 Transactions (1%) are considered high risk

$1.92M Medium Risk

39 Transactions (3%) are considered medium risk

$8.79M Low Risk

1,066 Transactions (96%) are considered low risk

Demo Construction Inc

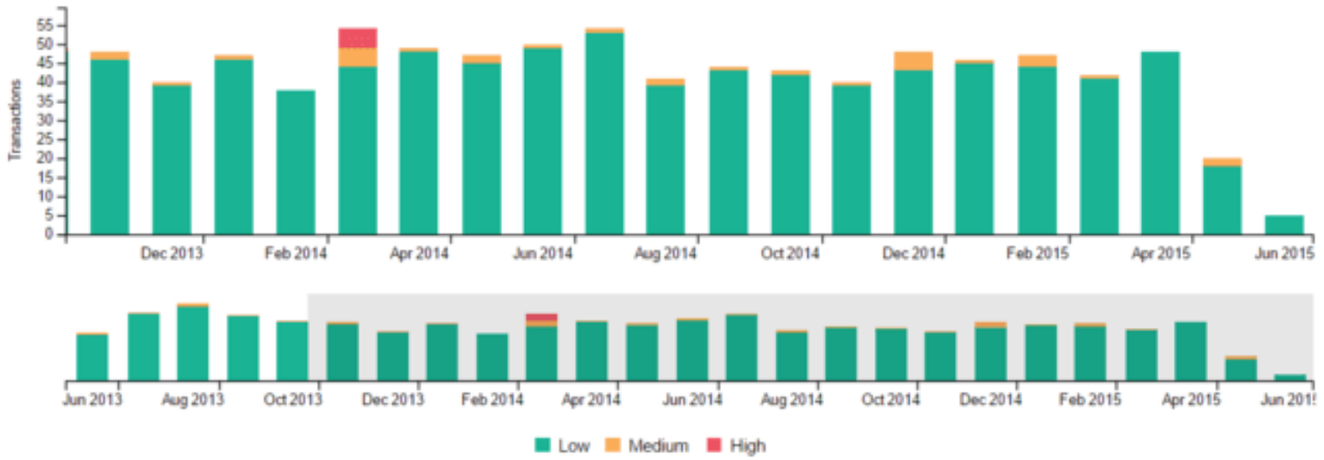
Demo Construction Inc.xlsx

Jun 9, 2013- Jun 18, 2015

Cathy Allen

File properties

Risk breakdown per month



Balances

Debits	Credits
$10,731,838.13	$10,734,238.13
▾ $2,400.00	▴ $2,400.00

Trial balance worksheet

Control Point Triggered

927 2 digit Benford

370 Duplicate transaction

270 Outlier anomaly

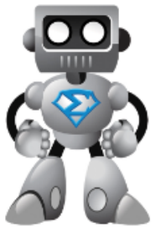
Natural Language Processing (NLP) will play an important role

Hiring focus will shift

Detailed Knowledge of Algorithms and Coding is becoming less critical to the execution of advanced analytics!

BI "Power Users"

will become more valuable.



DataRobot

Auto-Sklearn

Hiring focus will shift

“Everyone will call themselves a Data Scientist”

Talent acquisition strategy tip: seek the specific skills and tools experience needed, proven by past work

Discussion

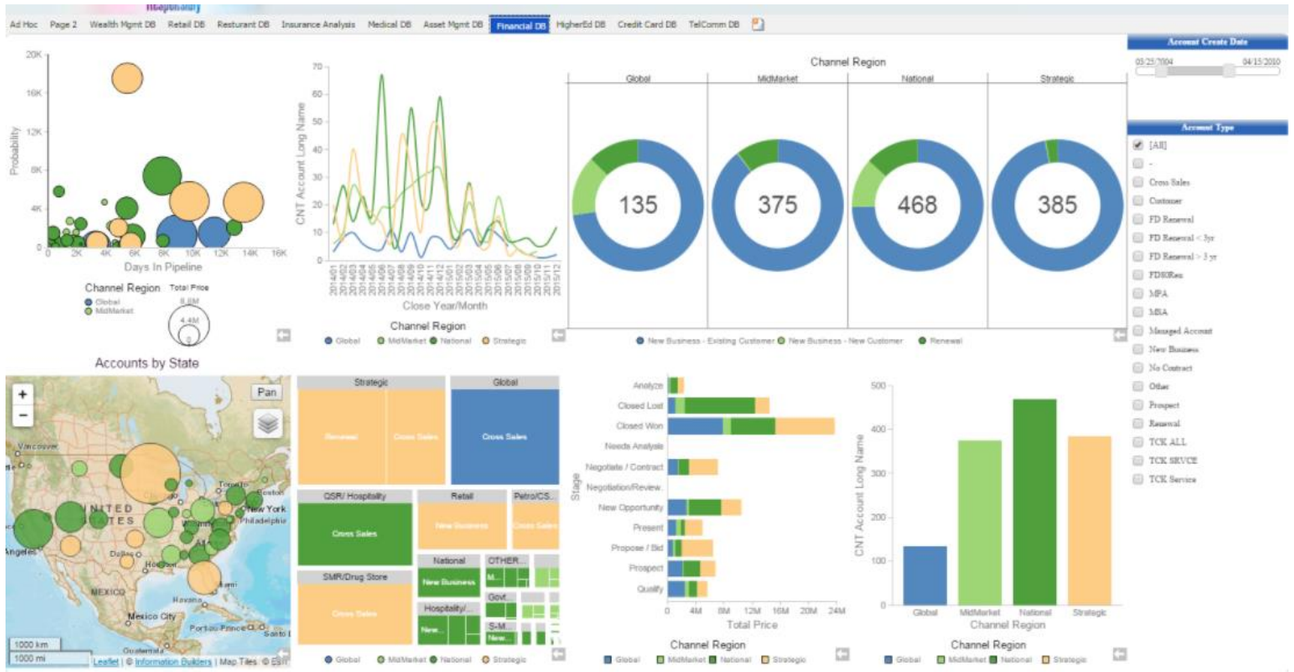
How might ChatBots and Amilia help your business?

THE VALUE OF VISUALIZATION AND SELF-SERVICE DASHBOARDS

Key Concepts

Self-Service Dashboards are becoming the workhorses of most Analytics Programs

The Value of Visualization and Self-Service Dashboards

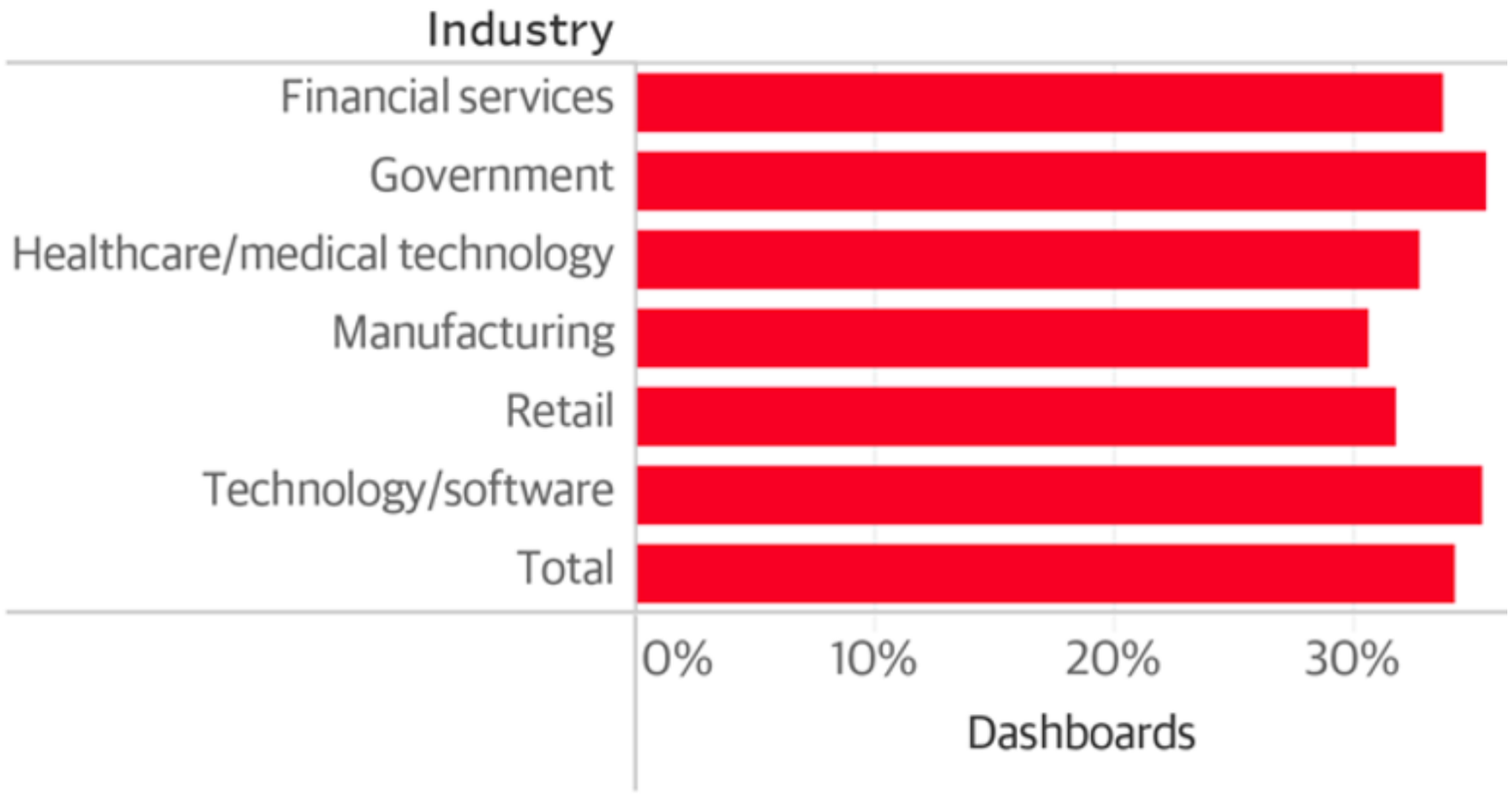


tableau

Qlik

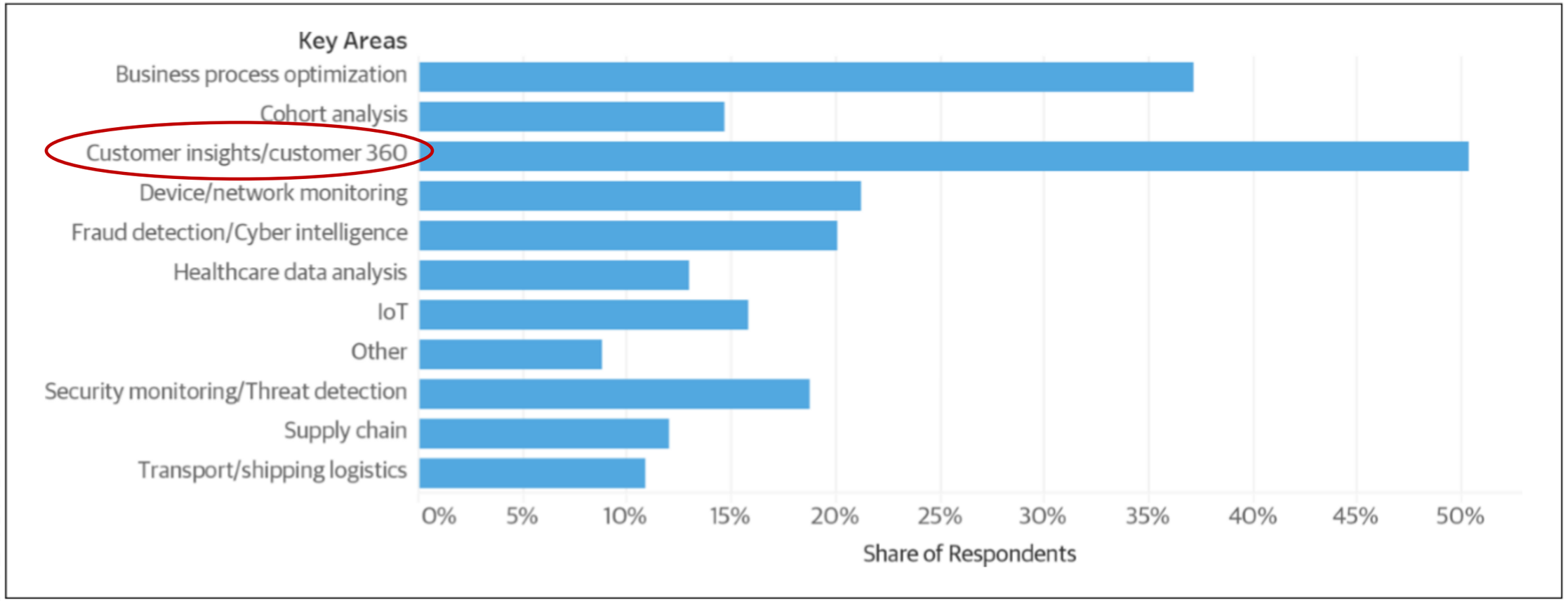
Power BI

The value of visualization: Self-Service Dashboards



2017 O'Reilly Media Survey

The value of visualization: Self-Service Dashboards



2017 O'Reilly Media Survey

H&E EQUIPMENT SERVICES

Logout

HOME | LOCATIONS | RENTAL DASHBOARD | ON RENT | RENT NOW | REPORTS | SUBSCRIPTIONS | TUTORIALS

RENTAL DASHBOARD

Account ABC Customer Jobsite All Jobsites Checked Refresh

OPEN REQUESTS

ORDER REQUEST REQ-7325 8/28 — NEW ORDER REQUEST

CHANGE REQUEST REQ-7310 8/28 — NEW

See All Requests

EQUIPMENT ON RENT

10

View Equipment

RESERVE TODAY

RENT NOW

HOW DO I...

- How can I rent equipment?
- What is the Rental Dashboard?
- How can I subscribe to reports?
- How can I change purchase orders and extend contracts?
- Where can I find equipment currently on Rent?
- How do I schedule a pickup and off rent equipment?

View Tutorial Catalog

OPEN CONTRACTS

6

View Contracts

ESTIMATED OFF RENT DATE IS IN THE PAST

View Contracts

CONTRACTS ESTIMATED TO OFF RENT THIS WEEK

MON	TUE	WED	THU	FRI	SAT	SUN
31	1	2	3	4	5	6
2	1			2		

View Contracts

CONTRACTS DUE TO INVOICE

MON	TUE	WED	THU	FRI	SAT	SUN
31	1	2	3	4	5	6
	1			2		

View Contracts

UNPAID RENTAL INVOICES

TOTAL	$501.40
30 DAYS	$501.40
30+ DAYS	$0.00
60+ DAYS	$0.00
90+ DAYS	$0.00

View Rental Statement

NOTIFICATIONS

8/28 H&E Order Confi...

8/28 H&E Contract Ch...

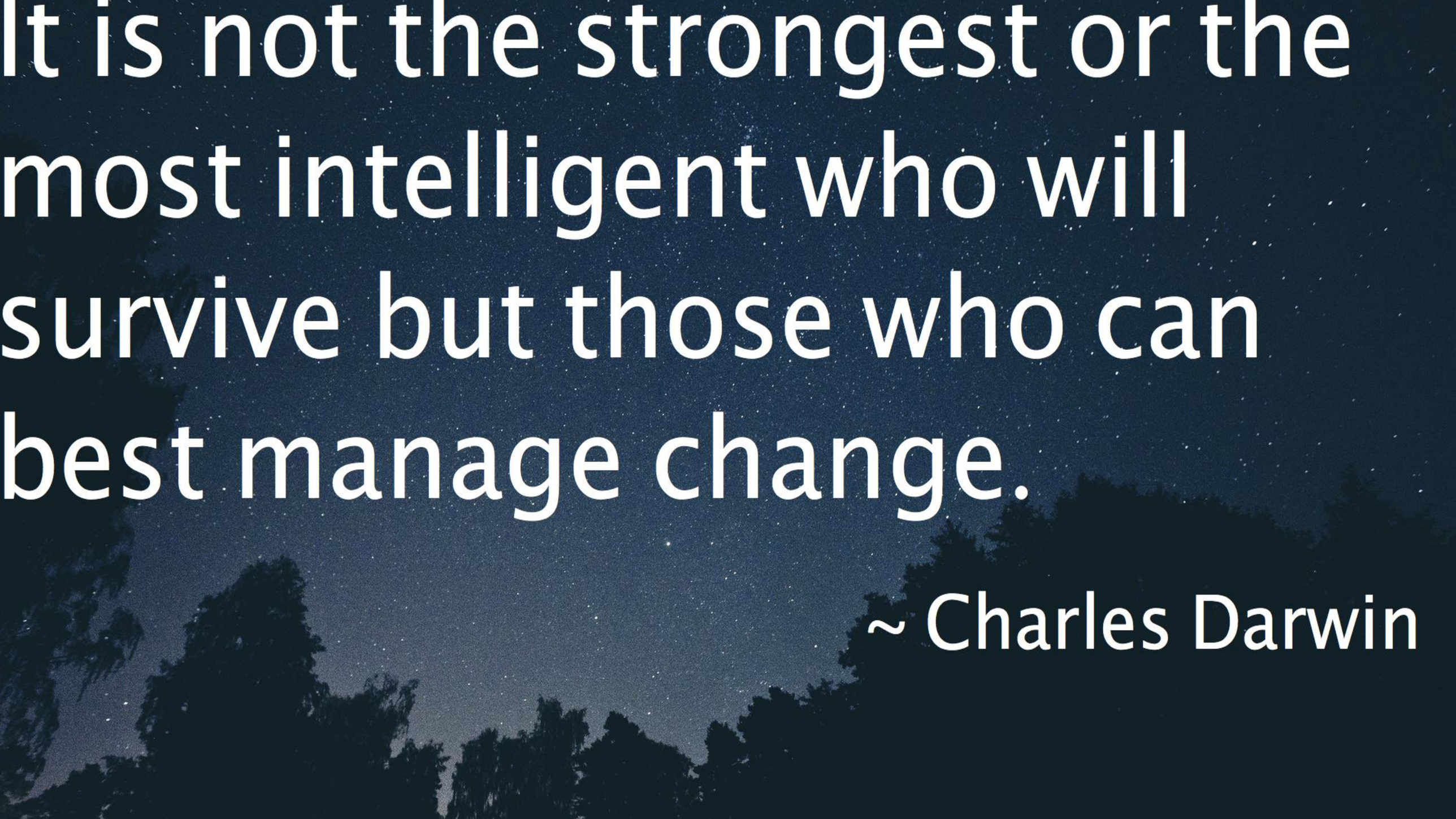
View History

The value of visualization: Self-Service Dashboards

- **Reduces Demand on Constrained IT Resources**
- **Enables self-discovery, “frees the data”**
- **Eliminates “Shadow Analytics”**
- **For most small to midsize companies, Visual Analytics = current opportunity / focus (VALUE)**

Discussion

How are you using visualization tools today?


It is not the strongest or the most intelligent who will survive but those who can best manage change.
~ Charles Darwin

Further Discussion?

scott.greenlay@mnp.ca

peter.guo@mnp.ca