



# SaaS Business Analytics

Scott Wiener, CTO

[www.Cloud9Analytics.com](http://www.Cloud9Analytics.com)

# Management

Strategic

**Management**

Tactical

Deciding what to do

**Management**

Doing what we  
do

# Optimization

Top Line

Optimization

Bottom Line

# Business Analytics

# On Premise

I.T.

Analytic  
Tools

# On Premise

A yellow rectangular box with a thin grey border containing the text "I.T." in a large, blue, sans-serif font.

I.T.

A faint, light blue hand cursor icon pointing towards the "Analytic Tools" text.

Analytic  
Tools

Analysts

# On Premise

I.T.

Analytic  
Tools

Analysts



Optimization

# On Premise

I.T.

Analytic  
Tools

Analysts

Managers

Optimization

?

On Premise

I.T.

Analytic  
Tools

Analysts

Managers

Optimization

Shelfware

# On Premise

I.T.

Analytic  
Tools

Analysts  
(1)

Managers  
(99)

Optimization

Shelfware



On Premise



Analytic  
Tools

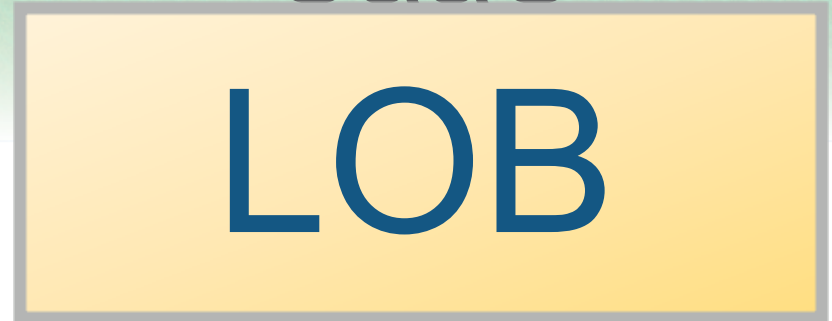


Analysts



Optimization

SaaS



Analytic  
Tools



Managers



?



On Premise

**I.T.**

Analytic  
Tools



Analysts



Optimization

SaaS

**LOB**

Analytic  
Tools



Managers



Shelfware

# Business Optimization Checklist



- Visibility
- Performance
- Goals
- Planning
- Projections
- Collaboration
- Process

# Analytic Tools



- Visibility
- Performance
- Goals
- Planning
- Projections
- Collaboration
- Process

# Analytic Tools



- Visibility
- Performance
- Goals
- Planning
- Projections
- Collaboration
- Process

# Analytic Applications



- Visibility
- Performance
- Goals
- Planning
- Projections
- Collaboration
- Process

# Analytic Applications



- Visibility
- Performance
- Goals
- Planning
- Projections
- Collaboration
- Process

# Performance Management



- Visibility
- Performance
- Goals
- Planning
- Projections
- Collaboration
- Process

# Performance Management Applications

# Performance Management Applications

On Premise  
Office of the CFO  
Budgeting and Planning  
Bi-Annual



SaaS

Business Operations  
In-Flight Process Optimization  
Real-Time

# Performance Management Applications

On Premise

Office of the CFO  
Budgeting and Planning  
Bi-Annual

On Premise

I.T.

Analytic  
Tools



Analysts



Optimization

SaaS



LOB

Analytic Tools



Managers



Shelfware



On Premise

I.T.

Analytic  
Tools



Analysts



SaaS

LOB

PM Applications



Managers



Optimization



On Premise

**I.T.**

Analytic  
Tools

Analysts  
(1)

SaaS

**LOB**

PM Applications

Managers  
(99)

Optimization  
n

# Performance Management for the Front Office

[www.Cloud9Analytics.com](http://www.Cloud9Analytics.com)



Thanks!

Performance Management  
for the  
Front Office

[www.Cloud9Analytics.com](http://www.Cloud9Analytics.com)