Istante®

Business Data Solutions

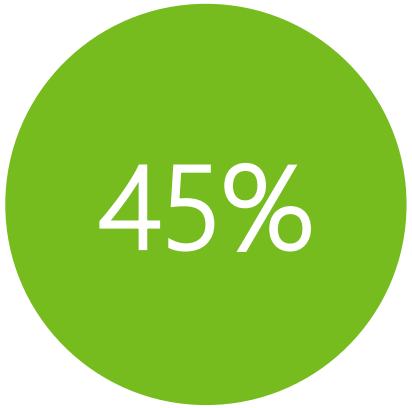
Company Profile - Q4/2018

Lo Scenario - Fonte IDC ®

Le Tendenze del Mercato in ambito Trasformazione Digitale

Entro il 2020 il 60%
delle aziende avrà sviluppato
una strategia digitale

Il valore economico
della trasformazione digitale
sarà circa di 20.000 miliardi



Entro il 2019 il 45% dei ricavi
aziendali deriveranno
dai modelli digitali

IDC
Analyze the Future

IDC è la prima società mondiale specializzata in ricerche di mercato, servizi di consulenza nei settori ICT e dell'innovazione digitale

Trasformazione Digitale - Fonte Gartner ®

Le Priorità: Definire le Metriche di Business e Migliorare l'Analisi delle Risultanze

Higher Priority

Compile examples: Look for examples of digital business that can inspire or provide a model for your own efforts. Examples from other industries may enable you to be more innovative in your home market.

Create an industry vision: An industry vision proposes nothing less than the complete redefinition of the enterprise, as well as the industry. It is one vision of many that could be possible for any given industry. The purpose of an industry vision is to stretch thinking about what is possible.

Define metrics: Digital business requires metrics that identify how business activities will affect financial performance. These performance metrics enhance IT-to-business communication by allowing greater precision in addressing the complex issues around value creation in digital business.

Medium Priority

Design a business moment: A "business moment" is a transient opportunity that is exploited dynamically. Moments are short (even seconds), depending on the nature of the opportunity. A business moment sets in motion a series of events and actions involving a network of people, businesses and things that spans or crosses multiple industries and multiple ecosystems.

Secure talent: Digital business requires people who combine business and technology expertise. They must be versatile, creative and collaborative, particularly in the early stages. The later stages need people who can build, integrate and scale digital business systems.

Improve analytics: Advanced analytics solves problems by diagnosing root causes and effects, and by anticipating and optimizing outcomes, behaviors, and processes. Digital business will require new analytic model and unique algorithms — and people who can build them.

Create bimodal capability: Those supporting digital business must prepare to incorporate digital innovations into the way they operate. Marrying a more predictable evolution of products and technologies (Mode 1) with the new and innovative (Mode 2) is the essence of a bimodal capability.

Lower Priority

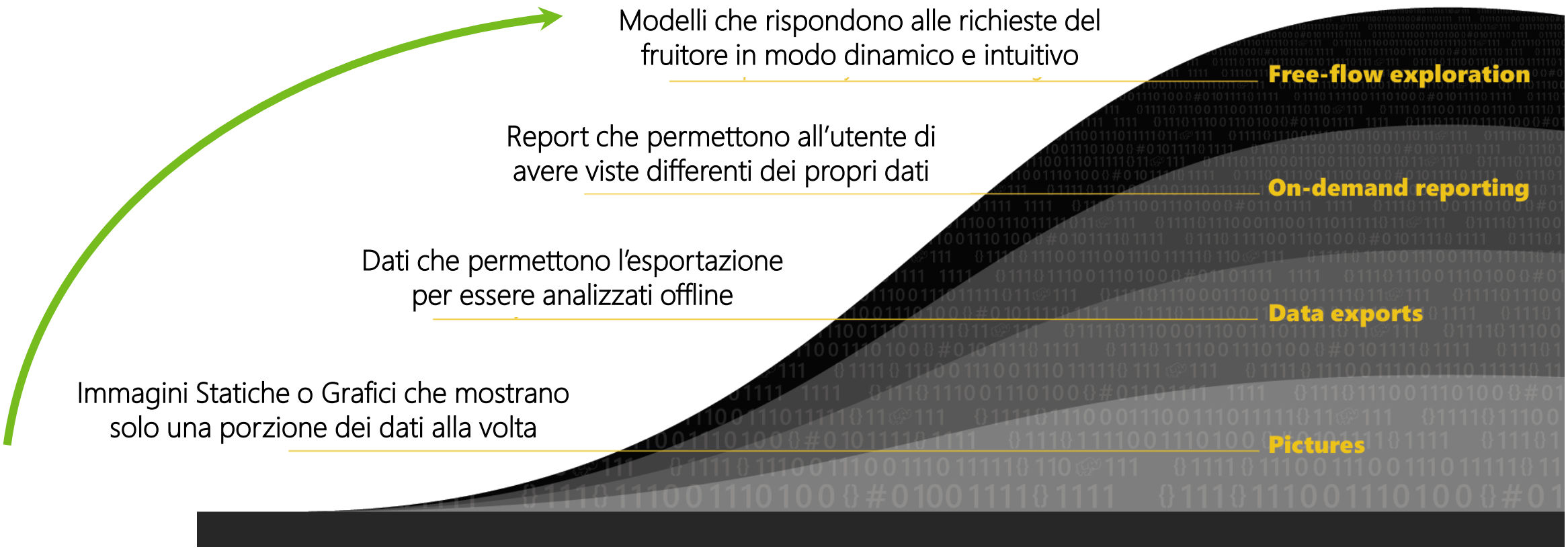
Imagine new industries: Digital business will often eliminate the traditional boundaries between industries and bring markets together. The enterprise can gain new opportunities by using digital technology to create products for adjacent markets

Gartner

Download Report Integrale

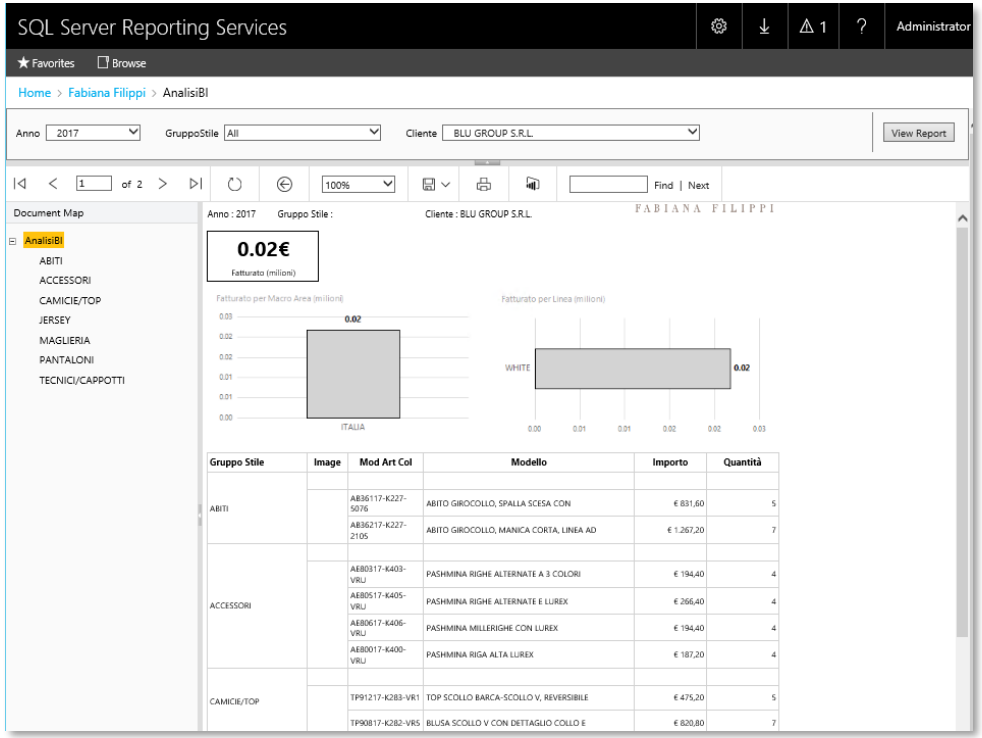
Evoluzione della Visualizzazione dei Dati

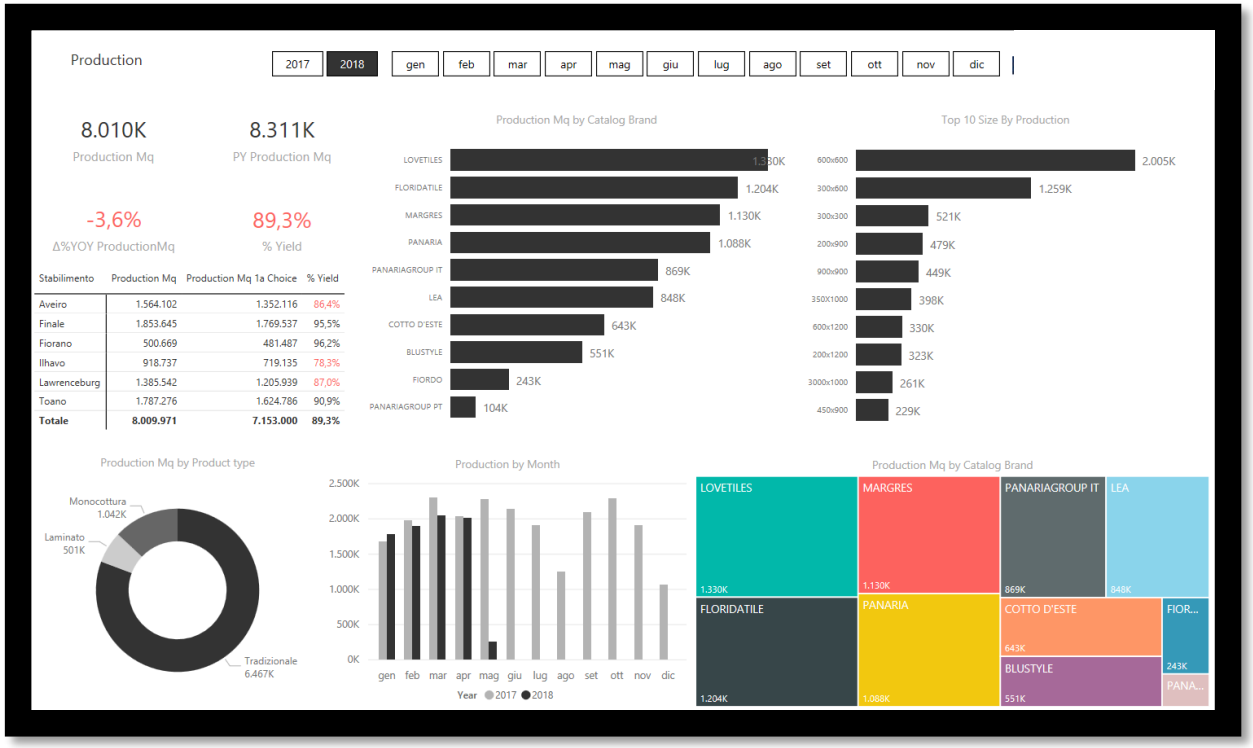
Prospettiva dell'utente finale: dall'Informazione all'Azione



Reporting vs Dashboard

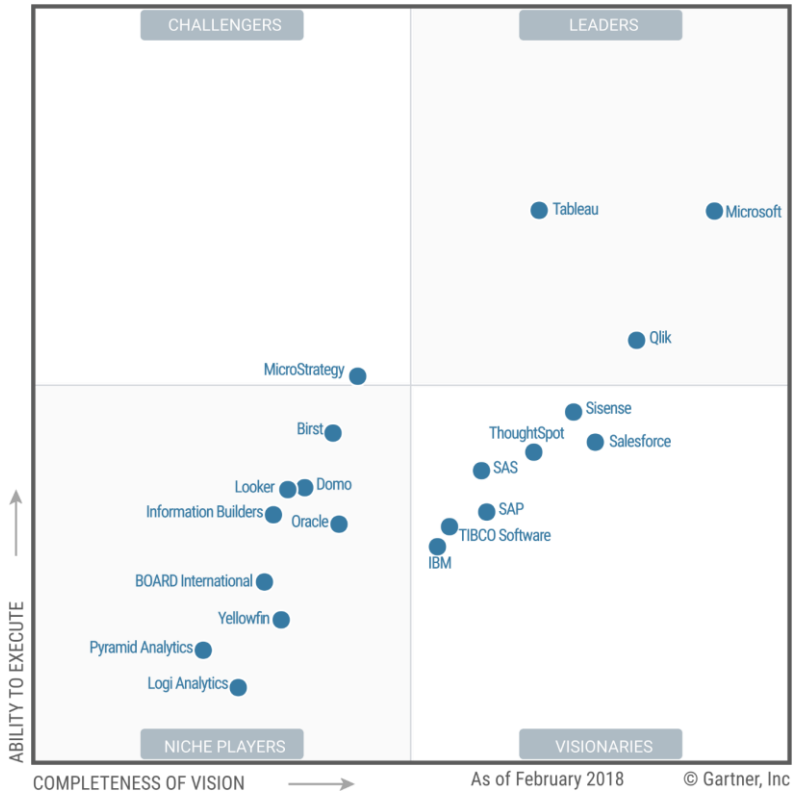
La differenza tra la Reportistica Tradizionale (Fruizione) e quella Dinamica a Cruscotto (Azione)



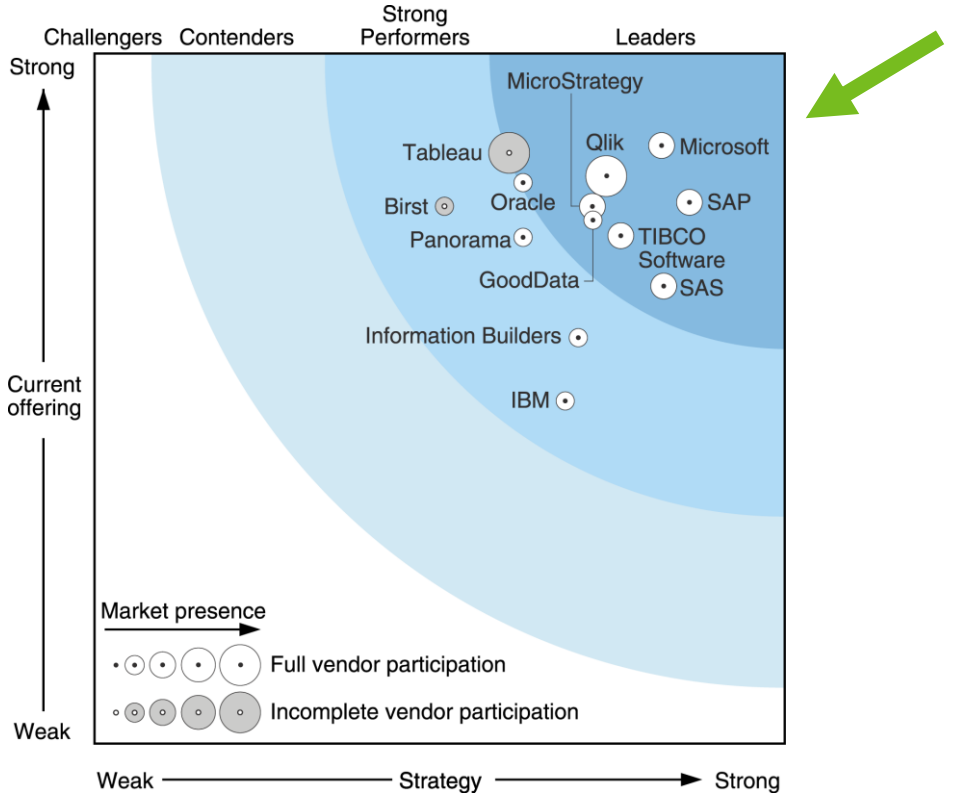


Il Posizionamento di Microsoft nel Mercato

Business Intelligence & Analytics Leader, Quadrante di Gartner & Agile Business Intelligence Leader, Wave di Forrester



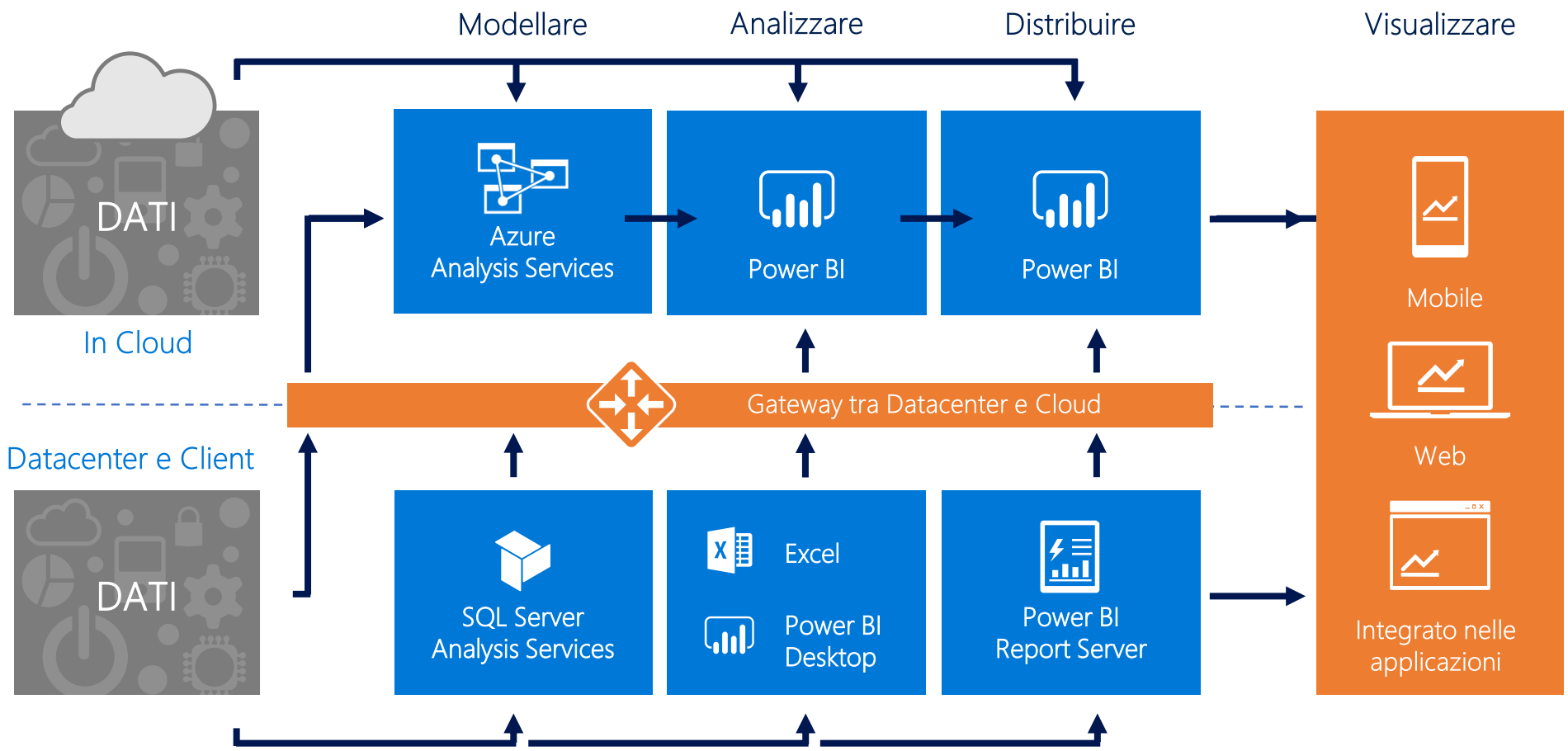
Gartner



FORRESTER®

La Business Intelligence di Microsoft

Un Ecosistema Integrato di Soluzioni che Dialogano

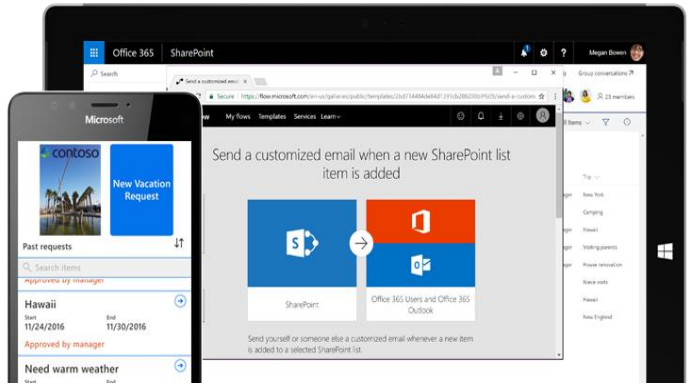


Le Tre Componenti della Piattaforma Business Microsoft

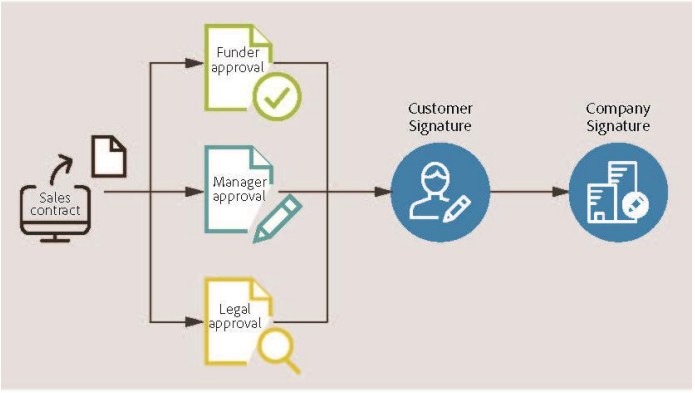
Microsoft Power Platform: Misurazione → Azione → Automazione

Microsoft Power BI

Microsoft PowerApps



Microsoft Flow



Istante: Soluzioni Microsoft

Soluzioni Consulenziali su stack tecnologico Microsoft ed integrazione con i sistemi esistenti

Business Intelligence & Data Warehousing	Reperimento, Analisi, Modellazione e Presentazione dei dati mediante dashboard interattivi, con Microsoft Power BI
Office 365 Migration & Integration	Installazione, Migrazione, Configurazione ed Integrazione in ambienti ibridi di Microsoft Exchange Online, Skype for Business, SharePoint Online, OneDrive e Teams
Azure Migration & Integration	Progettazione, Migrazione e Implementazione di architetture cloud o ibride su piattaforma Microsoft Azure (Disaster Recovery - IaaS - SaaS - PaaS)
SQL Server Design & Administration	Realizzazione Infrastrutture di database con tecnologia Microsoft SQL Server (Clustering Always ON - Data Warehousing)
Apps - Workflows - Intranet ECM	Applicazioni PC, Web e Mobili con Microsoft PowerApps; Flussi di lavoro e Automation con Microsoft Flow; Intranet documentali con Microsoft SharePoint

Istante: Soluzioni a Valore

Servizi di Consulenza per Materie Verticali e Specifiche

IoT Design & Engineering	Progettazione e Realizzazione Sensoristica e PLC per i Macchinari
CRM & PIM	Soluzioni per la Gestione della Clientela e dei Prodotti
Digital Strategy	Consulenza per i progetti di Trasformazione Digitale
ERP Integration	Realizzazione Connettori di Interconnessione con i Gestionali
Custom Software Development	Sviluppo Software Personalizzato

La Nostra Consulenza di Business Intelligence

Dalla Raccolta delle Informazioni, alla Modellazione dei Dati, alla Successiva Presentazione

Data UNDERSTANDING

Analizzare e comprendere le differenti sorgenti e le interazioni.

Capire la tipologia e quantità dei dati da reperire sulla base delle esigenze.

Data INGESTION

Interconnettere le basi dati con il repository di data warehousing.

Riversare le informazioni normalizzate e/o trasformate.

Data MODELLING

Disegnare e modellare le informazioni reperite.

Preparare la strategia di presentazione in base alle esigenze.

Data VISUALIZATION

Dashboard

Grafici

Apps

Workflow

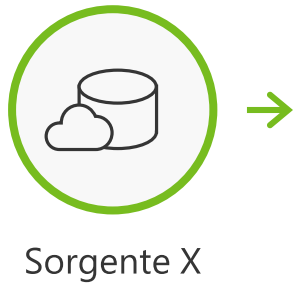
Microsoft
Power BI
Sales Dashboard
SALES DASHBOARD
Ask a question about the data on this dashboard
How to ask
Add widget
Share
Actual vs. target revenue ($)
Opportunity value by pipeline pha...
Actual margin
15%
Target margin
16%
Discount by category
Average sales ($)
$1.08M
Average quota ($)
Sales Spreadsheet, Summary
Variance to target sales
Opportunity value by product category
Revenue by month (current year vs. last year)
Countries not meeting quota
Panoramica Funzionalità
Microsoft Power BI

Connessioni dati da fonti differenti

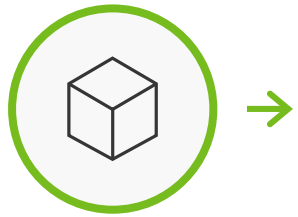
Dati da Sistemi locali, da Cloud o da Partner Esterni

Capacità di normalizzare e trasformare le informazioni

Modellazione predittiva e con linguaggio statistico «R»

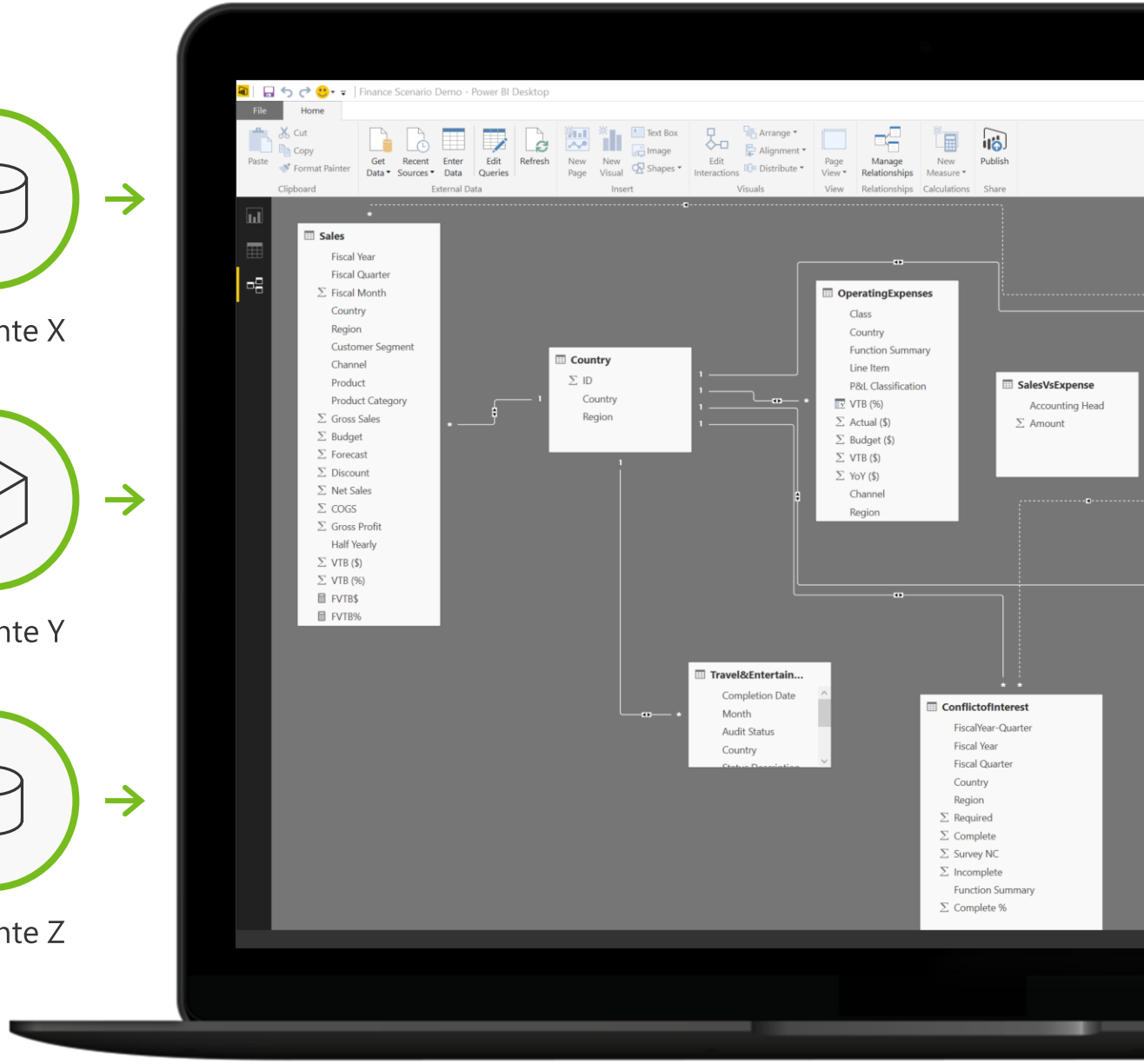


Sorgente X

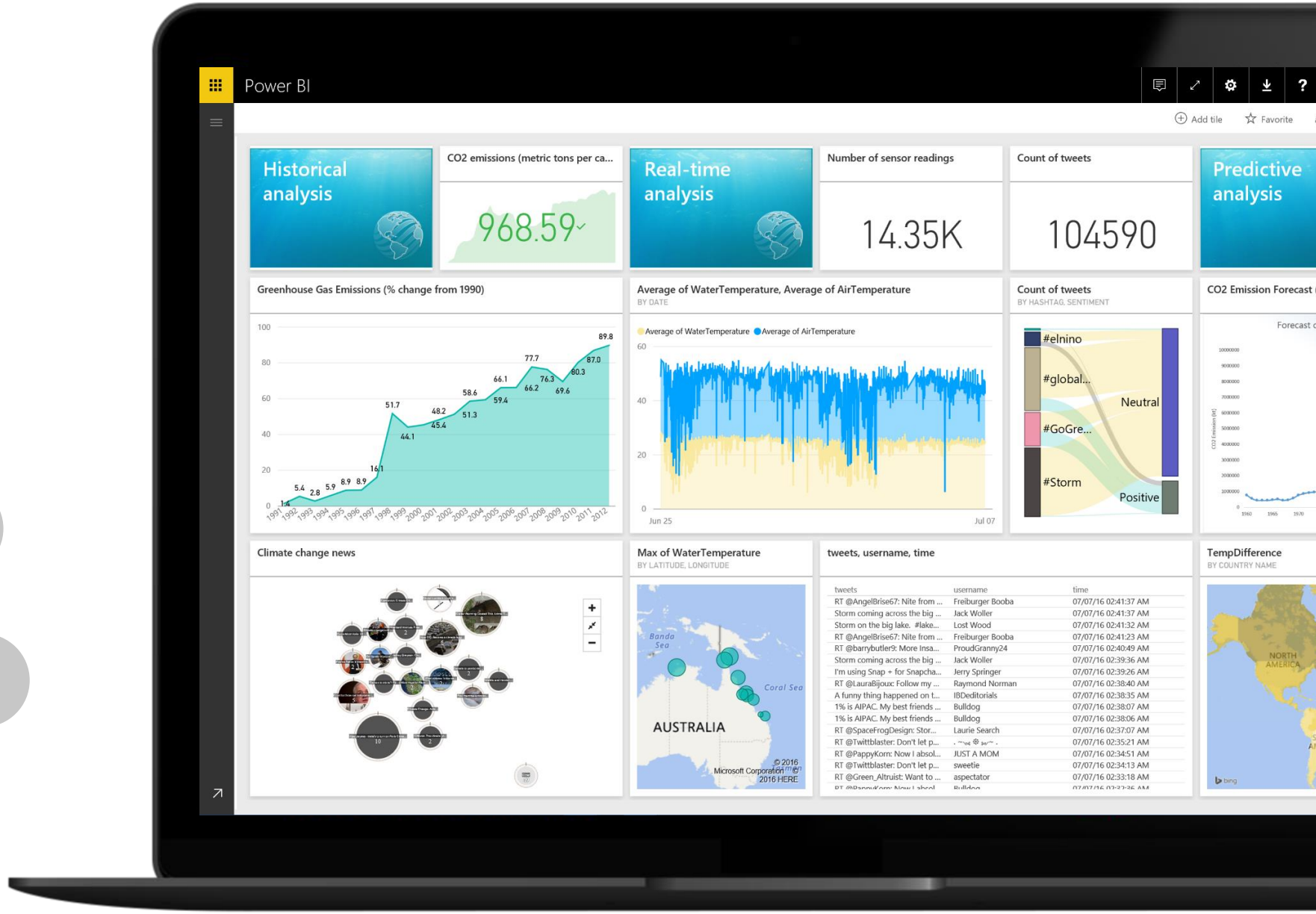


Sorgente Y

Sorgente Z

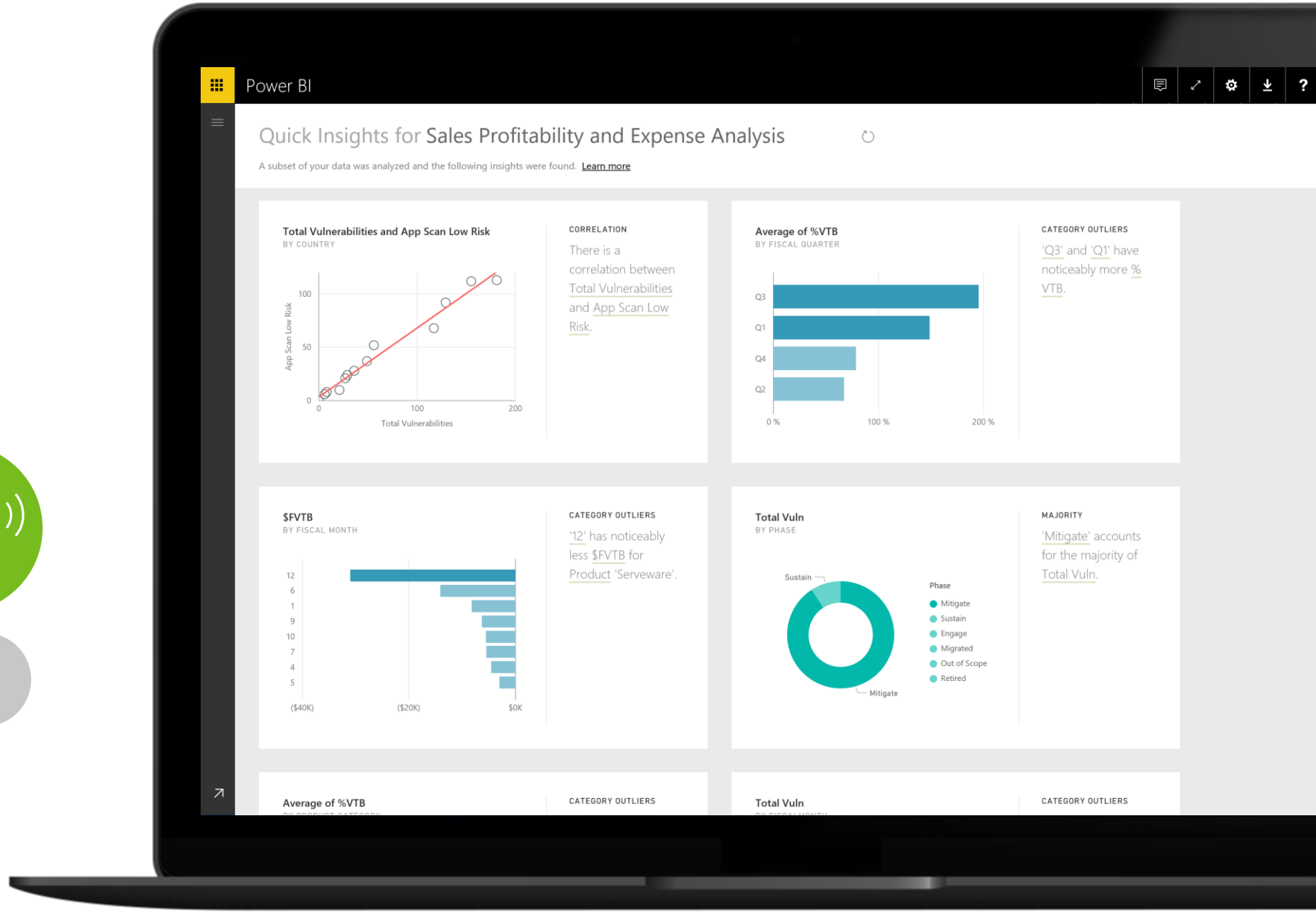


Dashboard Intuitivi



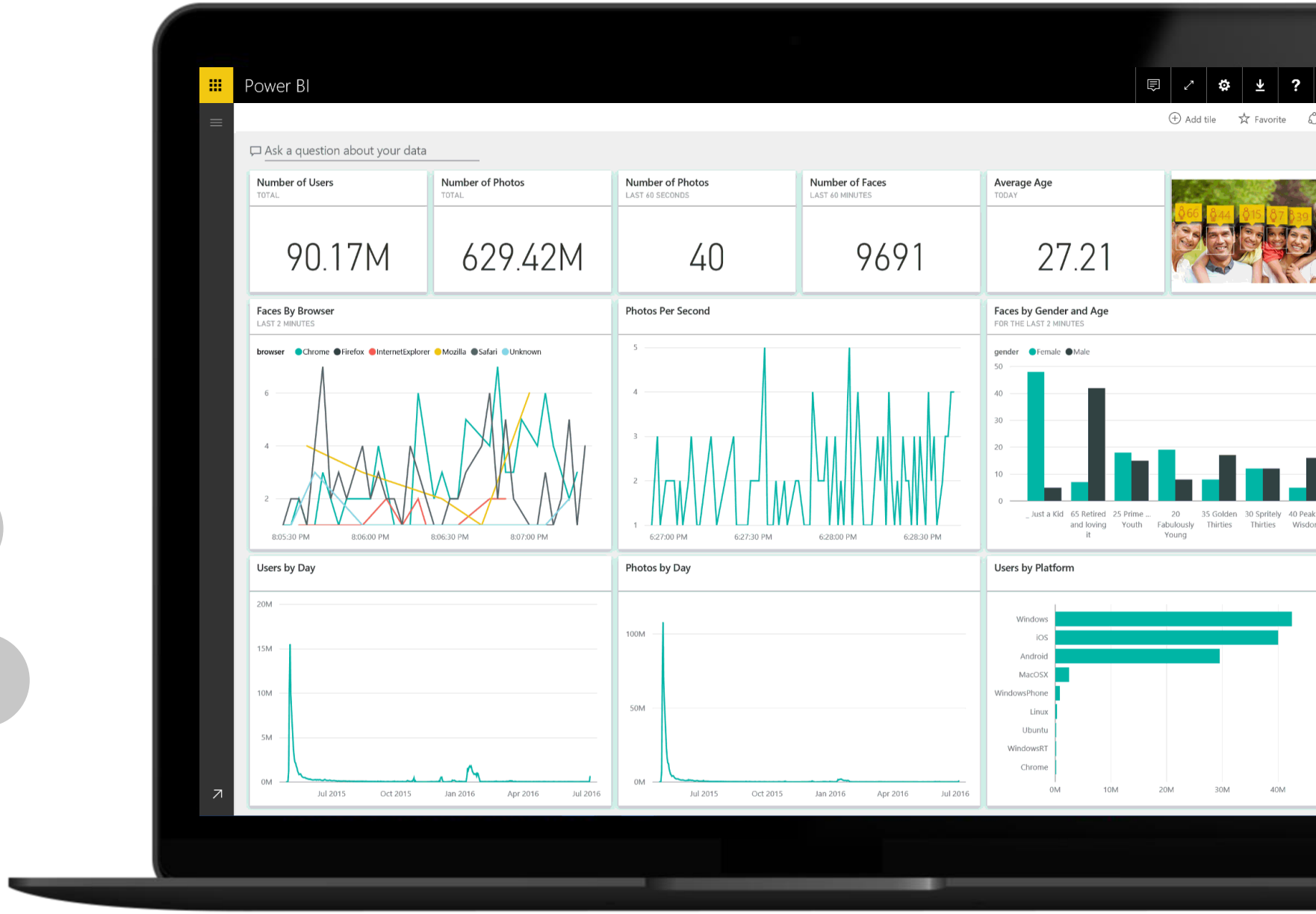
Linguaggio Naturale

Dettagli Veloci

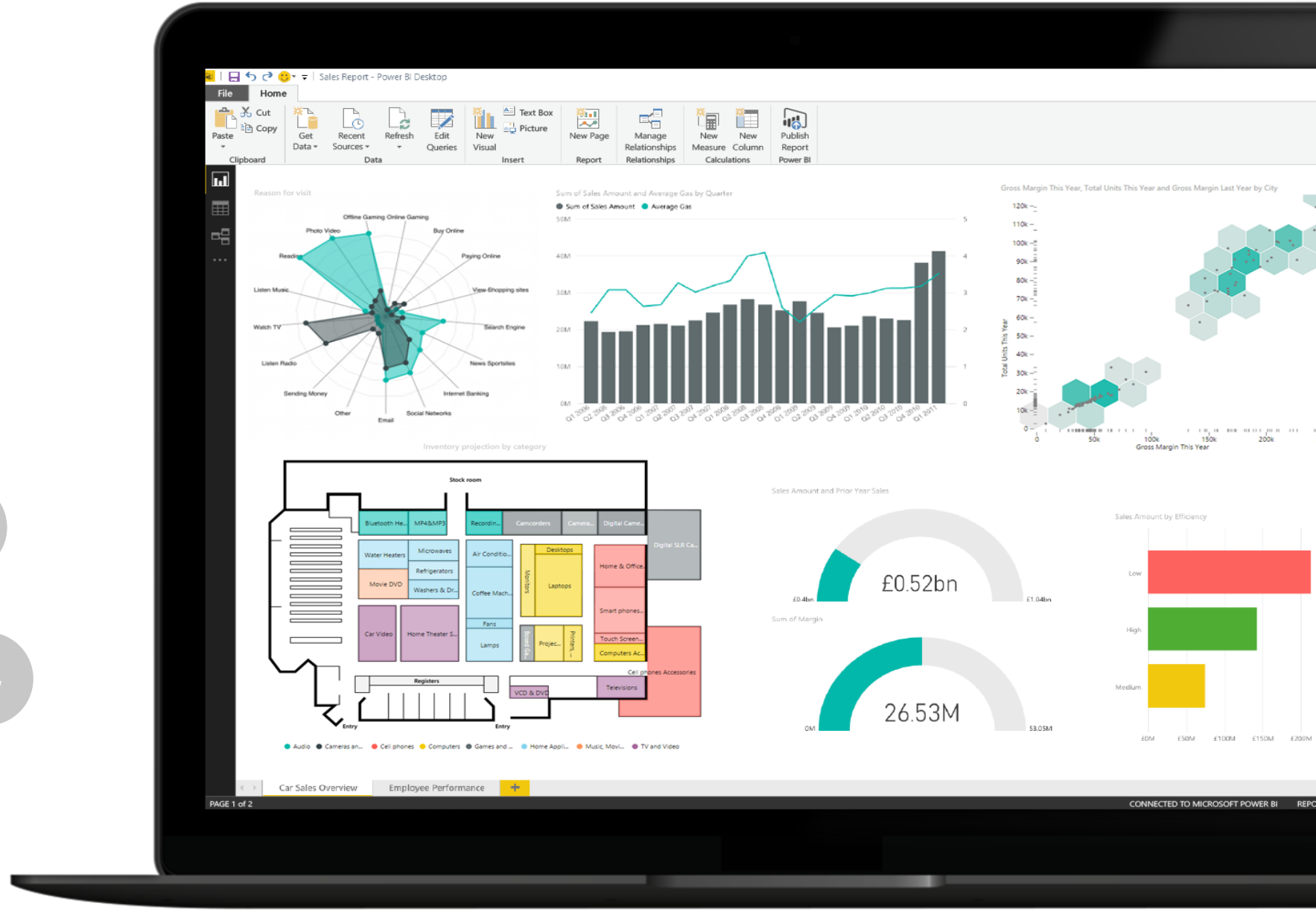


Riconoscimento quesiti vocali

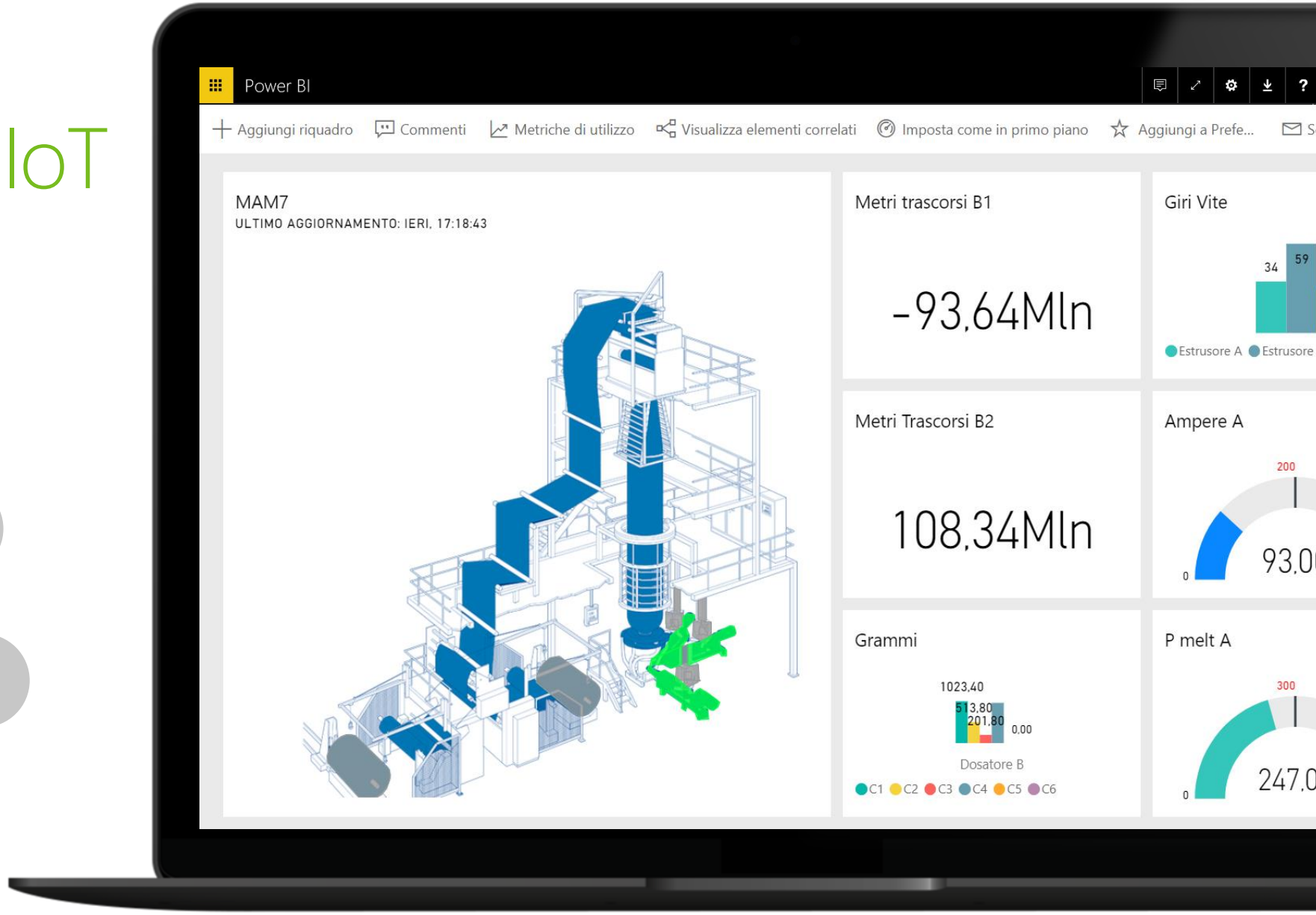
Dashboard in movimento



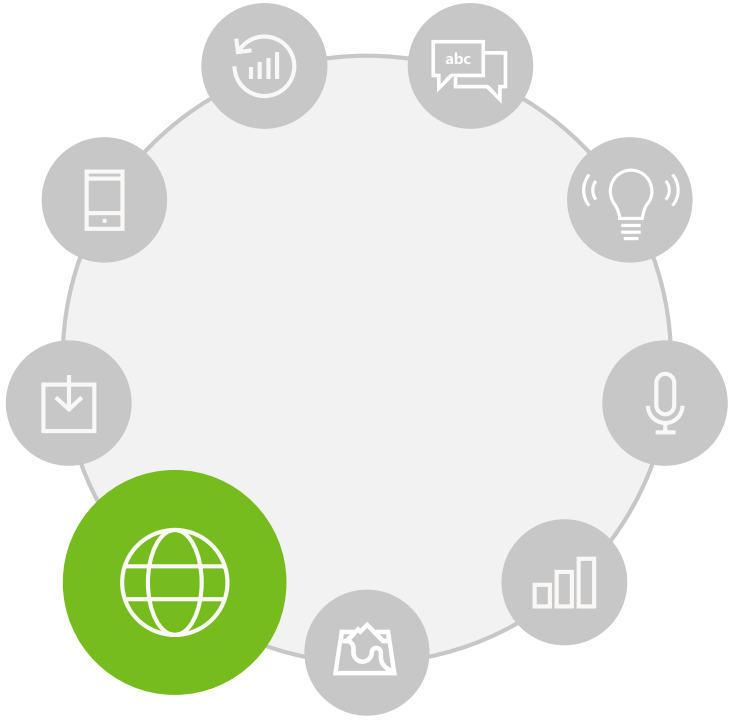
Reportistica dettagliata

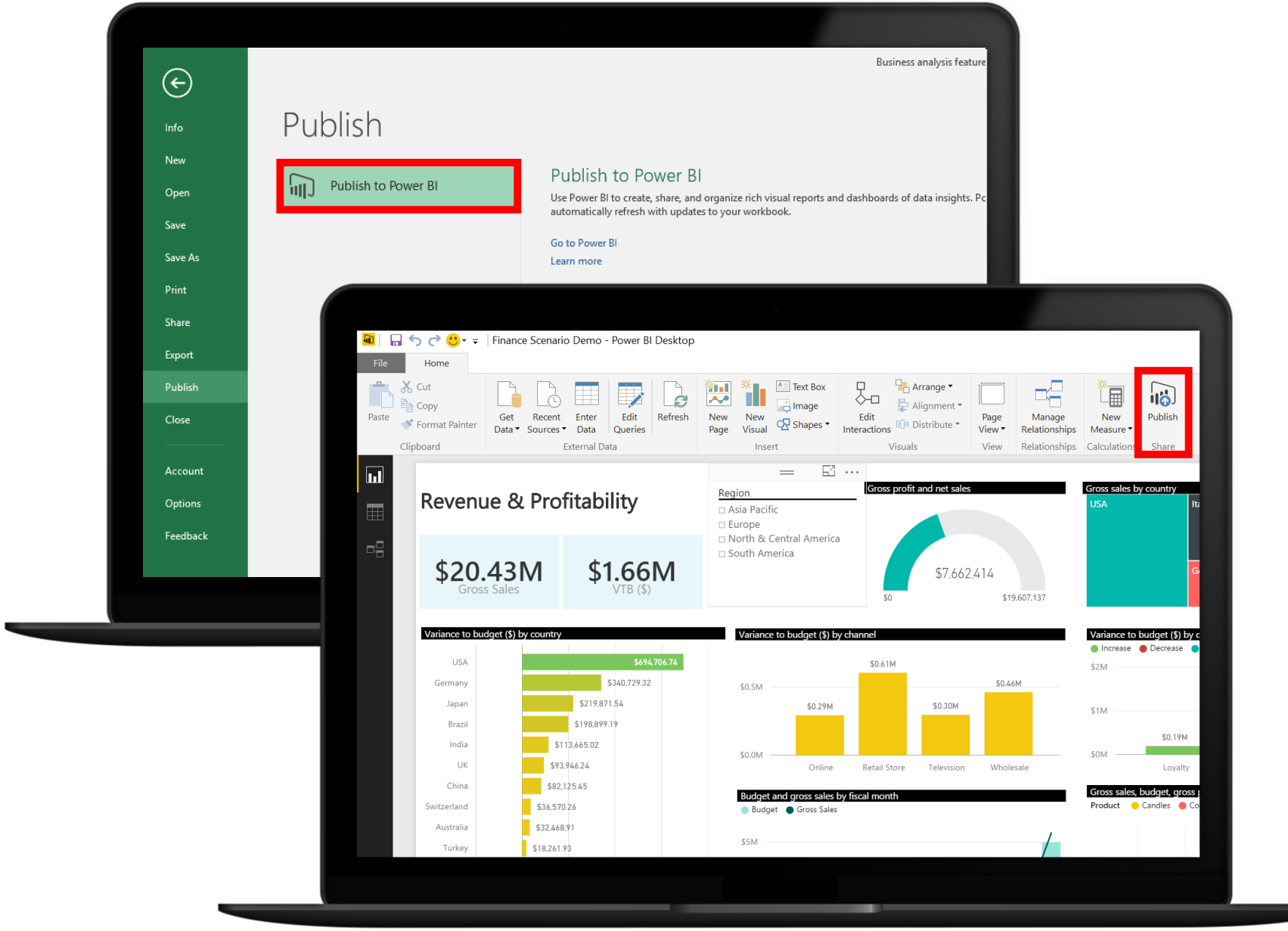


Visualizzazioni personalizzate IoT

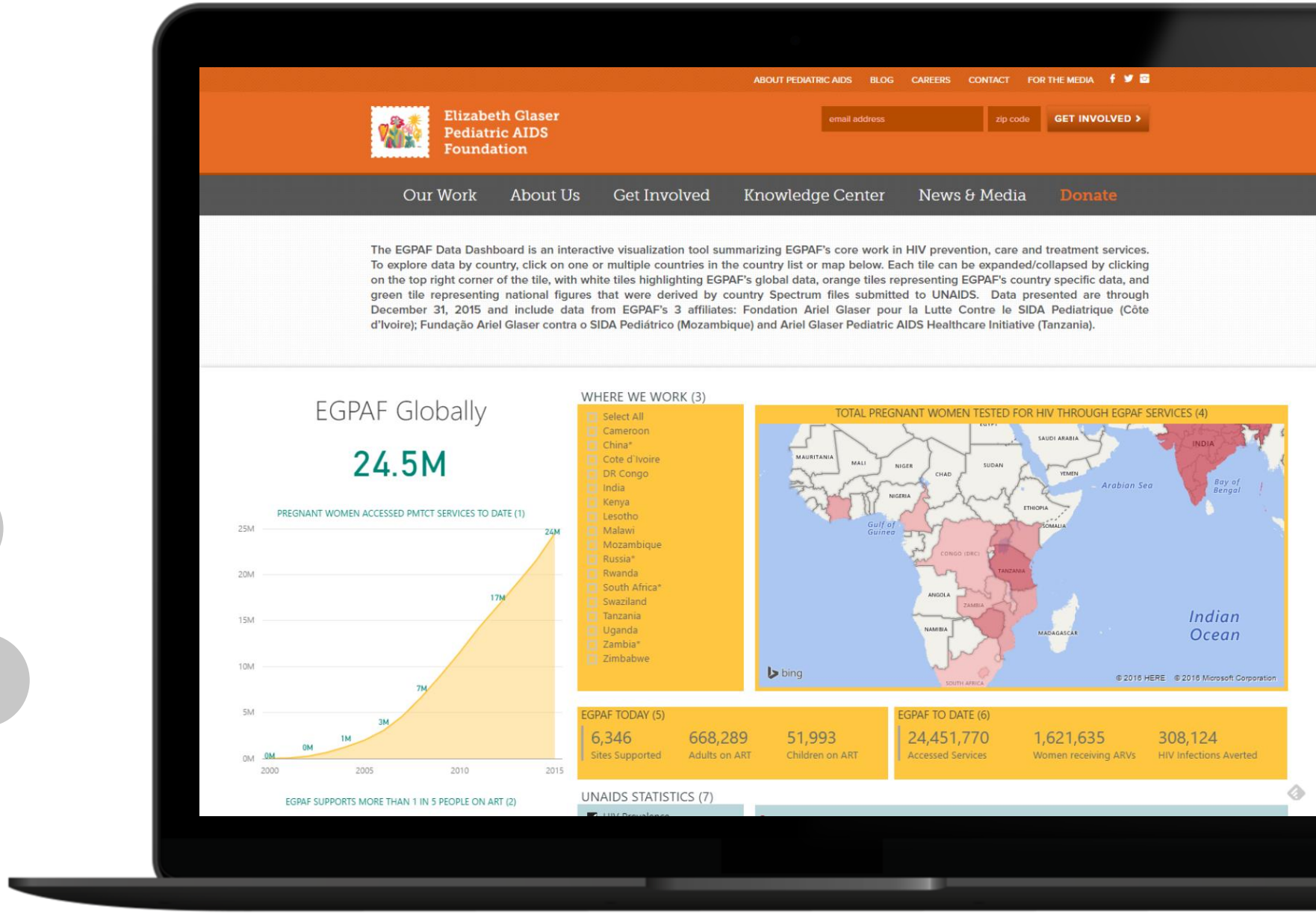


Pubblicazione Semplice

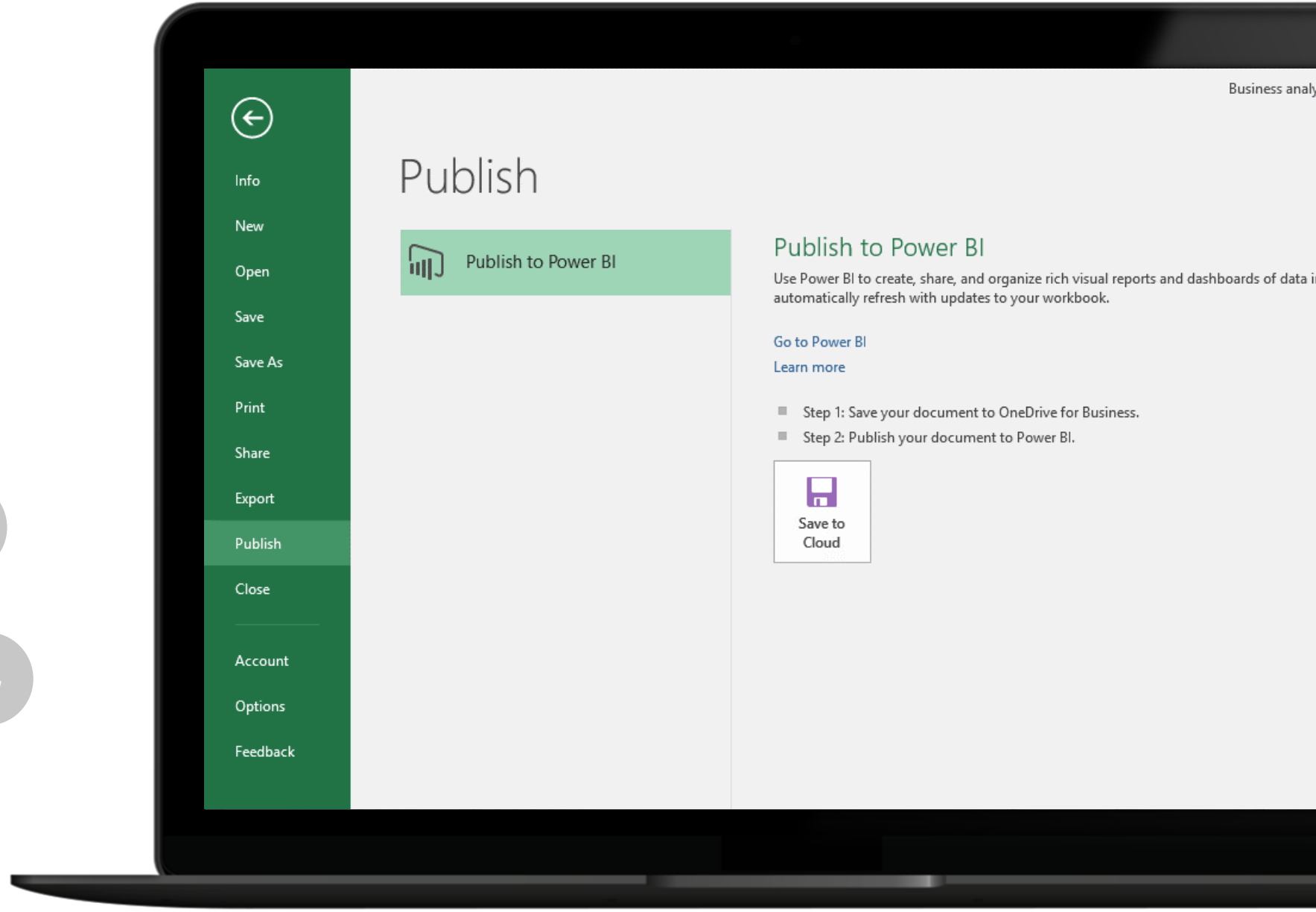




Condivisione nel Web



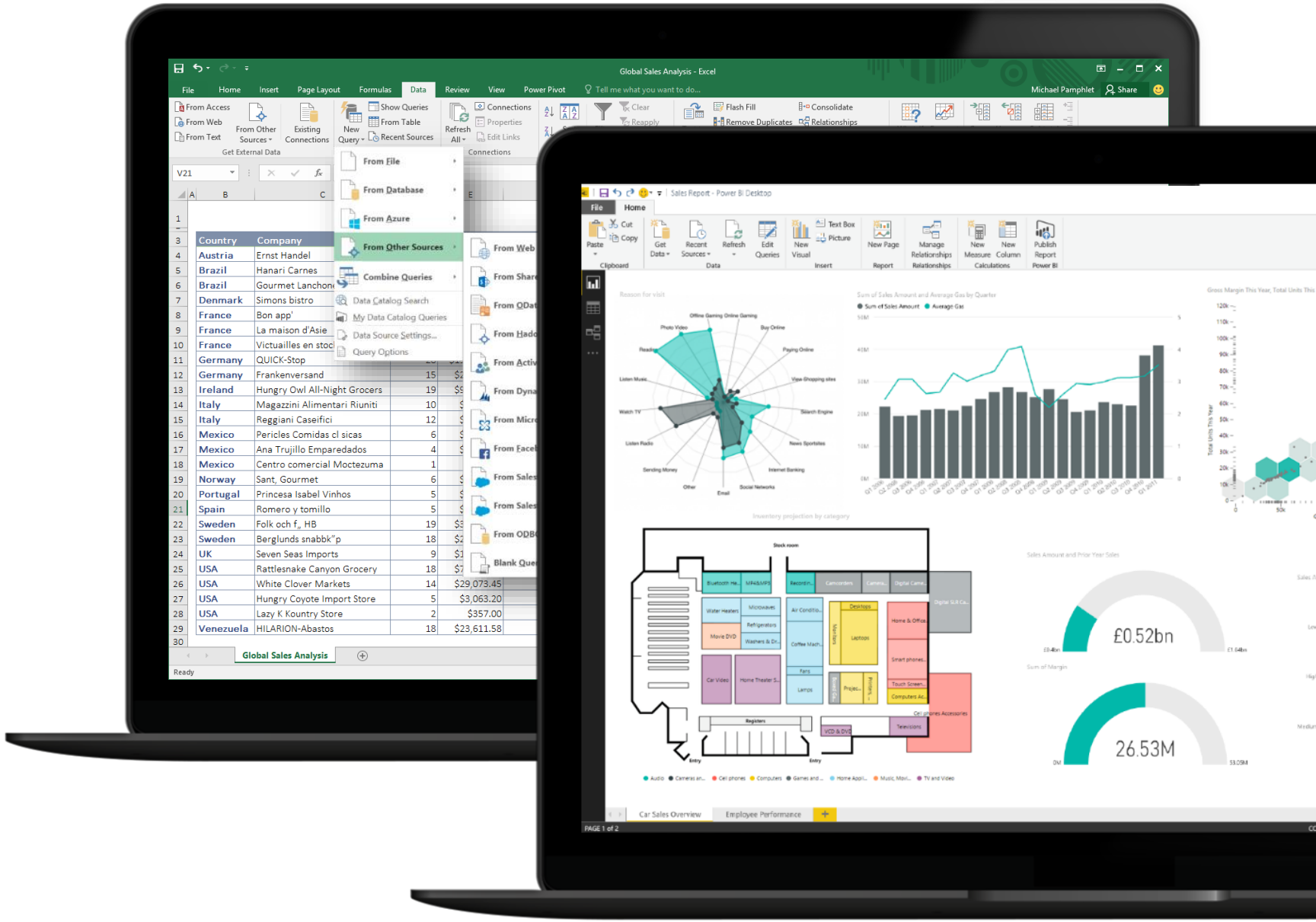
Pubblicazione da Excel



Potente Analisi Self-Service

Power BI desktop per PC

Integrato con Excel



Pubblicazione e Fruizione da dispositivi Mobili

Compliance di Microsoft Power BI

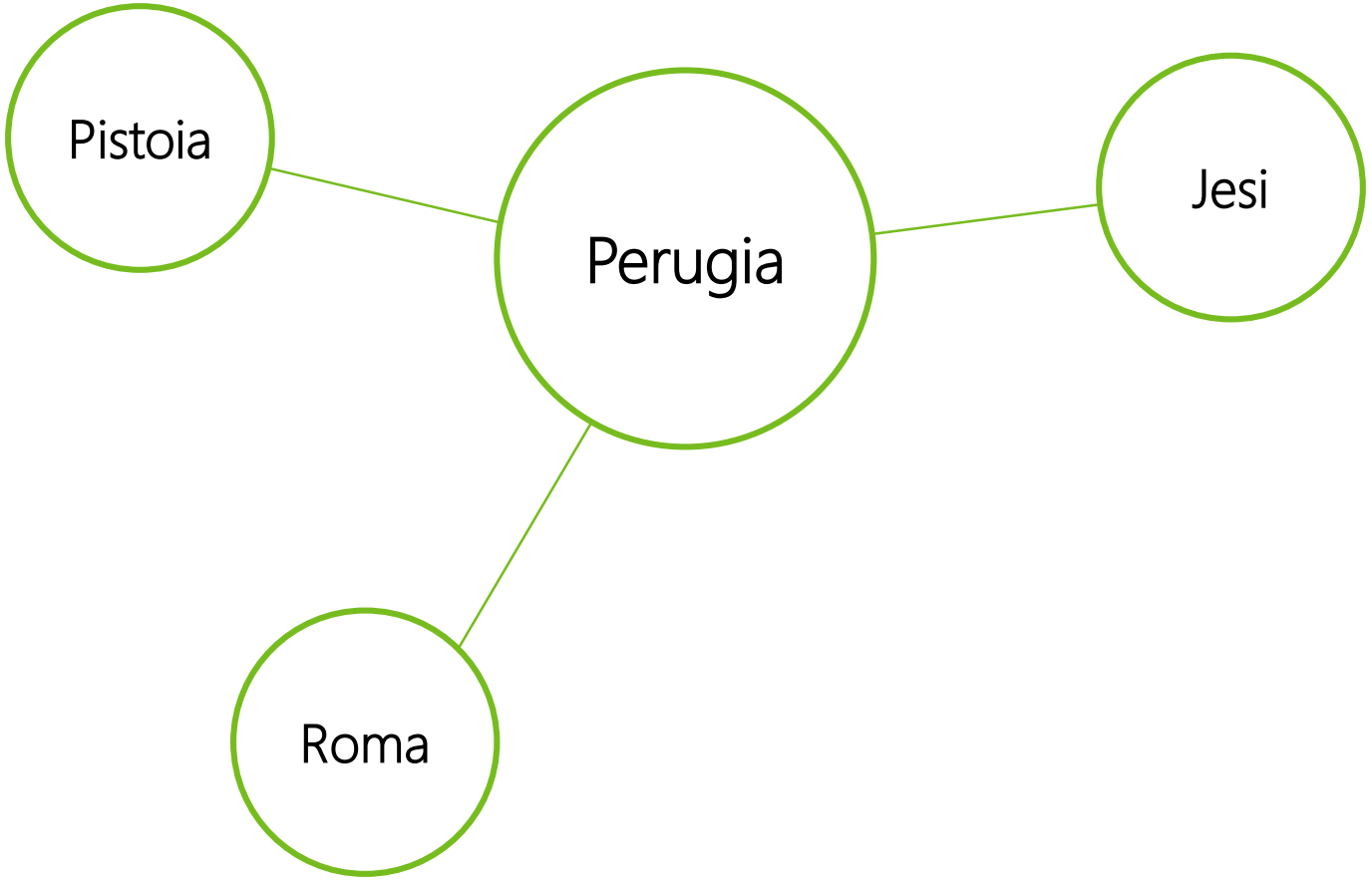
La Rispondenza ai Severi requisiti Mondiali di Conformità

Microsoft Power BI

- EU Model Clauses
- FERPA
- HIPAA/HITECH
- ISO/IEC 27001
- ISO/IEC 27018
- UK G-Cloud

Le Nostre Sedi

La prima ed unica Start-Up Innovativa del centro Italia dedicata alla Business Intelligence



Microsoft Partnership:

Affidabilità e Competenza Certificata

Microsoft Cloud Solution Provider

Gold Microsoft Partner

Microsoft

Microsoft AEP Authorized Education Gold Partner

Certifiche Aziendali:

- Gold Datacenter
- Silver Application Development
- Silver Collaboration & Content
- Silver Data Analytics
- Silver Data Platform
- Silver Messaging
- Gold Authorized Education Partner
- Cloud Solution Provider

Certifiche Consulenti:

- 6 Microsoft Certified Solution Expert - MCSE
- 5 Microsoft Certified Solution Associate - MCSA
- 5 Microsoft Certified Technology Specialist - MCTS
- 2 Microsoft Certified Application Developer - MCAD
- 2 Microsoft Certified Solution Developer - MCSD
- 5 Microsoft Certified Trainers - MCT

Software Assurance Planning Services Erogabili:

- Skype for Business & Exchange
- Public Cloud, Microsoft Azure
- Private Cloud, Management & Virtualization
- SharePoint Deployment
- SQL Server Deployment

Servizi di Consulenza a 360 Gradi

Gestione Completa del Ciclo di Progettazione, Rilascio e Supporto delle Soluzioni

Analisi e Progettazione:
Accuratezza del Disegno e Pianificazione

Implementazione:
Attenzione alle Tempistiche ed Obiettivi

Skill Transfer:
Trasferimento del Know-How al Cliente

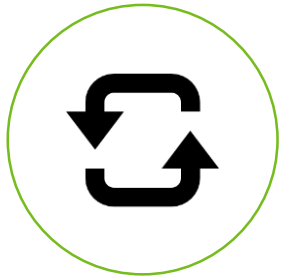
Supporto Post-Vendita:
Assistenza Professionale con SLA definibile

Competenza - Qualità - Soddisfazione del Cliente

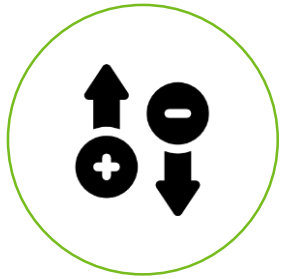
Le Nostre Filosofie Cardine

Formazione Costante:
Continuare a Voler Sapere

Certificazione Periodica:
Professionalità Accertata



Tracciatura Puntuale dei Processi:
Porre in essere procedure trasparenti



Periodica Raccolta Feedback e Reclami:
Ascoltare ed Imparare dagli Errori

Training Center

Un aula all'avanguardia per la formazione avanzata

A Calendario:
Corsi Periodici e Pianificati

Personalizzata:
Disegnati sulle esigenze del Cliente

Microsoft WatchGuard VEEAM RUCKUS an ARRIS company TREND MICRO

Testing Center

La verifica della conoscenza

Pearson VUE Authorized Test Center

Testing Center Ufficiale:

- Microsoft
- CompTIA
- Cisco
- Veeam
- DELL & EMC
- Linux
- McAfee
- Palo Alto Networks
- Symantec
- SUSE
- Brocade
- Apple IT
- Citrix
- NetApp
- VMWare
- Oracle

Personale di Supporto alla Preparazione Esami:

- # 5 Microsoft Certified Trainer
- # 3 Veeam Certified Engineer
- # 4 VMware Certified Professional
- # 1 CommVault Solution Architect

Storie di Successo

Sono i Clienti che Testimoniano il Nostro Operato

BEFOOD Srl
- Business Intelligence
- Dashboard Sales Power BI

Sekuritalia Srl
- Business Intelligence
- Dashboard Services Power BI

Polycart Spa
- IoT Integration
- Production Monitoring

Business Integration Partners Spa
- SQL Server
- Geo-Cluster Always ON

Gruppo Piccini Spa
- PoC Business Intelligence
- Operation & Logistic Control

Castello Monte Vibiano Vecchio
- Business Intelligence & SharePoint
- Data Warehousing Sales

Storie di Successo

Sono i Clienti che Testimoniano il Nostro Operato

SABO Spa
- Business Intelligence
- Data Warehousing Finance

Fonderie Tacconi Spa
- Business Intelligence
- Dashboard Operations

Panaria Group Spa
- Business Intelligence
- Dashboard Sales & Production

Astalegale.net Spa
- PoC Business Intelligence
- Revenue Analysis Power BI

La Termoplastic F.B.M. srl
- Business Intelligence
- Data Warehousing Finance

Regione Lazio - Lazio Crea
- Business Intelligence
- Government Data Mapping

Stay Tuned

I nostri Canali di Comunicazione

www.istante.info

Question & Answers

Siamo Sempre a Vostra Disposizione per Domande ed Approfondimenti

info@istante.info