

Dundas Dashboard Becomes Part Of Solver's BI360 Suite

Technology Partner Calls Dundas "A Visionary Leader In Data Visualization Tools"

Industry

Business intelligence services and technologies (Microsoft-based financial reporting, consolidations, budgeting and BI solutions).

Profile

Headquartered in Los Angeles, Solver provides solutions to enable and improve the continuous business cycles that are critical to company performance. From initial strategy formulation through budgeting, resource allocation, forecasting, reporting, scorecarding, dashboards and analysis, Solver helps organizations gain competitive advantage and improve business efficiencies. Solver works with more than 200 Microsoft partners worldwide to deliver localized and vertical industry solutions to its customers. In 2009, Solver was chosen as Microsoft's Business Intelligence Partner of the Year.

Solver's BI360

Solver leverages Microsoft's market-leading business intelligence technology platforms to provide complementary value-added components, like the BI360. Designed for the mid-market segment, the BI360 solution provides a complete reporting, budgeting and dashboard suite for Microsoft Dynamics AX, GP, NAV, SL and CRM customers.



As the solution comes with out-of-the-box integration to Dynamics, installation takes only a fraction of the time to implement compared to other BI suites. With the reporting and budgeting modules based on Microsoft Excel and the dashboard module based on Microsoft Silverlight, users have a completely Microsoft-powered solution that takes minimal effort to learn and maintain.



Using BI360, management teams can now help their organizations maximize performance through world-class planning, analysis and control.

The dashboarding element is important to us; we believe dashboards are vital business tools that provide a unified view of key metrics, supporting companies with strategic insight and decision-making. We wanted to ensure our dashboarding functionality was the most advanced in the industry.

Integrating Dundas Dashboard Into Solver's BI360:

We met the Dundas team at a Microsoft BI trade show in Seattle a couple of years ago and have developed and evolved our mutual relationship since. The process of evaluating Dundas Dashboard involved looking at a number of dashboard solutions. We found that we liked Dundas both because of the people involved (including their responsiveness and knowledge) and because the product was very Microsoft-friendly, which is important to us as a Microsoft partner. Other BI vendors aren't as Microsoft-focused as Dundas and in addition, in many cases others compete with our partner channel and sell directly to their customers.

We decided early on that our dashboard module needed to run standalone in a browser as well as within SharePoint. We also wanted to offer a solution that

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Microsoft Dynamics partners - who spend most of their time on ERP implementations - could easily learn to sell and implement.

So Dundas Dashboard became the dashboard component of choice for our BI360 BI suite. Because Dundas has the right platform, plenty of valuable functionality - and with Dundas investing a lot in product development - we found no reason to develop our own dashboard module when we could instead simply use Dundas. This became a win-win both for our customers and partners and for Solver.

One of the most important integration challenges for us was that we wanted to offer a dashboard solution that could read from both SQL databases (like the BI360 data warehouse) and from OLAP cubes. Dundas Dashboard version 2.0 offered this feature. This lets us connect Dundas Dashboard to our customers' data in the way that best serves their needs.

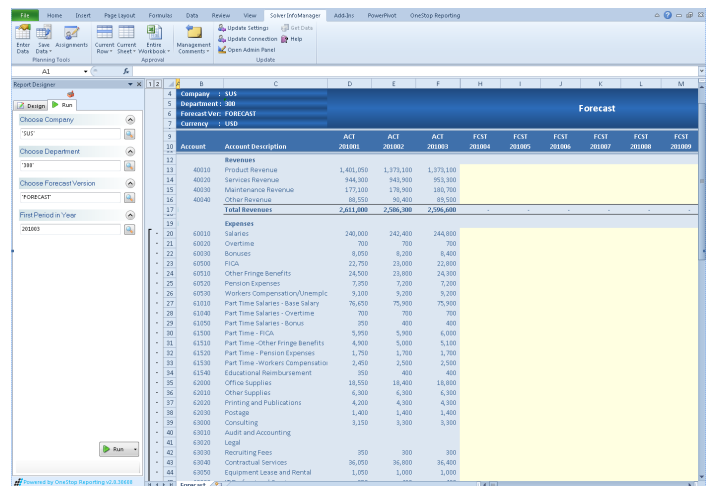
Partnering With Dundas

Several Dundas departments have helped us in getting Dundas Dashboard ready for BI360, including their marketing department (generating ad materials for high-traffic sites) and their consulting department, who planned the design of various dashboard templates, helping customers and partners get a quick start on their implementations.

Dundas is a visionary leader in data visualization tools and they are very supportive of their partners and customers. If you need help, you know you can get support from skilled people. We also know that Dundas closely monitors the BI trends in the market and will keep enhancing the product to fit customers' needs in the future.

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Account	Account Description	ACT 201001	ACT 201002	ACT 201003	FCST 201004	FCST 201005	FCST 201006	FCST 201007	FCST 201008	FCST 201009
Revenues										
13	40010 Product Revenue	1,401,950	1,373,100	1,373,100						
14	40020 Services Revenue	344,300	343,900	353,300						
15	40050 Administrative Revenue	177,300	170,300	203,700						
16	40040 Other Revenue	88,550	56,400	85,550						
17	Total Revenues	2,012,100	2,043,700	2,015,650						
Expenses										
20	60010 Salaries	240,000	242,400	244,000						
21	60020 Overtime	700	700	700						
22	60030 Bonuses	8,950	8,200	8,400						
23	60010 FICA	22,750	23,000	23,800						
24	60010 Other Fringe Benefits	24,500	23,800	24,300						
25	60020 Pension Expenses	7,200	7,200	7,200						
26	60030 Workers Compensation/Unemp	9,300	9,300	9,300						
27	61010 Part Time Salaries - Base Salary	76,600	75,900	75,900						
28	61040 Part Time Salaries - Overtime	700	700	700						
29	61050 Part Time Salaries - Bonus	350	400	400						
30	61060 Part Time - FICA	5,300	5,300	5,000						
31	61010 Part Time - Other Fringe Benefits	4,900	5,000	5,100						
32	61020 Part Time - Pension Expenses	1,750	1,700	1,700						
33	61030 Part Time - Workers Compensation	2,450	2,500	2,500						
34	61040 Educational Reimbursement	350	400	400						
35	62000 Office Supplies	18,550	18,400	18,000						
36	62010 Other Supplies	6,300	6,300	6,300						
37	62020 Printing and Publications	4,200	4,300	4,300						
38	62030 Postage	1,400	1,400	1,400						
39	63000 Consulting	3,350	3,300	3,300						
40	63010 Audit and Accounting									
41	63020 Legal									
42	63030 Recruiting Fees	350	300	300						
43	63040 Contractual Services	36,550	36,800	36,400						
44	63050 Equipment Lease and Rental	1,050	1,000	1,000						