

EXECUTIVE OVERVIEW

IronEdge Group has the proven methodologies, process discipline, technical skills, tools and dedicated customer support that our clients need in building a solid data strategy around Power BI implementation and adoption. The IronEdge proposed solution includes:

- Well trained Enterprise-Class Team of Business Analysts, Data Analysts, PM's and Consultants;
- Ten years tuning of business intelligence experience- creating custom reports and dashboards for our clients;
- Certified Microsoft analytics competencies and relationships; and

As a result, we have built a fiercely loyal client base and have received numerous awards for outstanding support and continued growth, including HBJ's Best Places to work (2016; 4x), MSP Mentor 2016 Global Managed IT Service Leaders, CRN MSP 500, HBJ Largest IT Providers (#12).

IronEdge Analysts, Engineers, Partners and Managed Services team members have years of experience supporting all aspects of business technology infrastructure needs including; Microsoft Azure, Oracle, Excel, Web APIs, SQL, Power BI and deft understanding of other Business Intelligence systems and platforms. We are a Microsoft Gold Certified- Data and Analytics Partners. Beyond traditional project based BI solution providers, IronEdge provides real value to our current clients by maintaining and supporting the reporting systems we have architected and certified, as well as providing user support as part of our contract.

Our clients will benefit from our **experience, best in class solutions**, reduced learning curve in **transition** and **zero contract performance risk** working with IronEdge Group. Few companies can deliver this powerful combination of a certified team with twelve years of experience building and maintaining scalable analytics solutions, plus the absolute and unwavering commitment to client satisfaction offered by the IronEdge team.

On behalf of IronEdge Group, I am pleased to introduce you to our organization.

Sincerely,

Sonny Childs
BI Practice Lead



The IronEdge Approach:

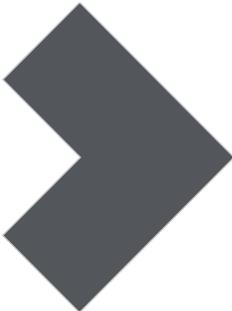


Capture the Right Questions

As part of our data gathering and requirements build-out, IronEdge analysts work directly with our clients ensuring the creation of the right questions, getting to the root of a business problem. We drive through industry buzzwords and terminology to help clients distill unique questions using data and visual representation to solve problems.

Structure the Data

The IronEdge Team will set the table for success by documenting common terminology, values, and deliverables for the entire report in our initial phase. By building business and functional requirements up front as well as documenting the desired outcomes, IronEdge ensures our clients have the correct expectations set. Our goal is to build a long-term data model and report structure for simplified additions and common naming convention.



Visualize the Story

Providing the reports to business users for action is only one part of using data visualizations. IronEdge believes that reports and dashboards must tell a story and provide intuitive action for users. We focus with each stakeholder to ensure the required reports display an actionable story and data to support decision making without significant explanation.

User Adoption

Business Intelligence projects are of little use if the solutions are not used or accurate. IronEdge works with our clients to show results within the first 90 days to keep momentum for BI initiatives. Our philosophy is that adoption by business users is critical for reports to become widely accepted. We provide training and maintenance plans for reports in order to ensure users understand the deliverable, but can also make the reports better and change, as the user needs change.

