

DeltaMiner

➔ Infor PM DeltaMiner's "see and go" approach to comprehensive data analysis enables enterprising companies to make decisions quickly.



Be enterprising.

Work faster. Smarter. More efficiently. This is the maxim guiding organizations today. Companies are faced with more challenges than ever due to the speed, complexity, and global nature of business. With customer demands changing rapidly, organizations must be able to easily measure performance to help them make quick decisions—yet they may lack the time and resources for high-end data analysis. In order to successfully compete in the global marketplace, companies must leverage technology to lessen the burden of routine tasks on professionals in the accounting, controlling, sales, and marketing departments, enabling them to focus on activities that add value.

Leverage experience.

Enterprising organizations use Infor™ PM DeltaMiner to intuitively guide them through in-depth, high-end analysis. Where other applications provide only passive query tools, Infor PM DeltaMiner offers highly automated and flexible methods that allow companies to easily analyze data and view at-a-glance snapshots of business performance. Infor PM DeltaMiner has built-in reporting functionality and can create alerts for decision-makers when key thresholds are not met. It offers a view of corporate data from any angle or level of detail; color-coding helps identify unusually good or poor performance. This "see and go" approach saves time and ensures that no relevant information is overlooked.

Get business specific.

Infor PM DeltaMiner provides organizations with the right tools for fast, easy analysis of technical and business management data, leading to significant time savings and more efficient use of resources. The application can be implemented quickly, resulting in lower implementation costs and faster return on investment.

Extract knowledge. Infor PM DeltaMiner features a built-in analytic library of 20 basic, statistical, and mining methods, including:

- Time series—Set benchmarks and track long-term trends for one or more measures.
- Powersearch—Reveal top/bottom rankings across all dimensions (e.g., top 10 discounts—whether products, countries, or customers).
- Regression—Detect linear correlations between two measures (e.g., whether a 10 percent discount leads to a 10 percent sales increase).
- Interdependency—Uncover data patterns, learning where, when, and why they occur.
- Navigation—Understand variances. The navigator automatically suggests drill-downs that best explain the situation.
- Association—Determine if customers who buy product A may be interested in product B (shopping cart analysis).
- Geo—Reveal which sales regions are most profitable, and why, through color-coded charts.
- ABC—Uncover the products, regions, or sales managers that contribute to your bottom line.

Link findings logically. Infor PM DeltaMiner integrates analytic chains so you can jump from one type of analysis to another, exploring all paths. An analytic history lets you easily retrace your steps.

Share results. Infor PM DeltaMiner's built-in reporting functionality allows you to save different analysis views in a briefing book and then export the findings to a Word or Excel® template. Standard reports can be automatically updated, minimizing the amount of repetitive work.

See results now.

Infor PM DeltaMiner's "see and go" approach serves as an intuitive guide through the process of in-depth, high-end analysis, presenting data in a way that supports decision-making. Organizations are using Infor PM DeltaMiner to:

- Track sales to marketing campaigns.
- Automate competitive analysis.
- Identify promising customer segments and maximize potential.
- Optimize personnel and transportation resources.
- Control benchmarks.

Infor's proven, best-practice methodology makes the implementation process smooth, fast, and accurate, leading to a quick return on investment.

About Infor

Infor delivers business-specific software to enterprising organizations. With experience built in, Infor's solutions enable businesses of all sizes to be more enterprising and adapt to the rapid changes of a global marketplace. With more than 70,000 customers, Infor is changing what businesses expect from an enterprise software provider. For additional information, visit www.infor.com.

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