



AQOIA

Intelligent Analytics

Digital Edge

IA | Digital Edge – Headlines

- Through-time complimenting real time... to support a learn lead leverage local scenario
- Implemented in parallel to Digital Core to provide a complimentary through-time capability to enable continuous improvement
- Outside in approach means we address the legacy point solutions that don't fit into core into a complimentary enterprise platform
- We can deal with legacy and non-core transaction data from day one
- Identify issues around hidden conversations within and across function to break down silos and drive results
- Help provide a solid foundation for culture change and people enablement
- Lay a complete digital foundation with SAP that supports all future innovations and capabilities
- Can support a Glocal leadership and learn lead local structure from multiple S4 instances

IA | Digital Edge – Self Funded Digital Enablement

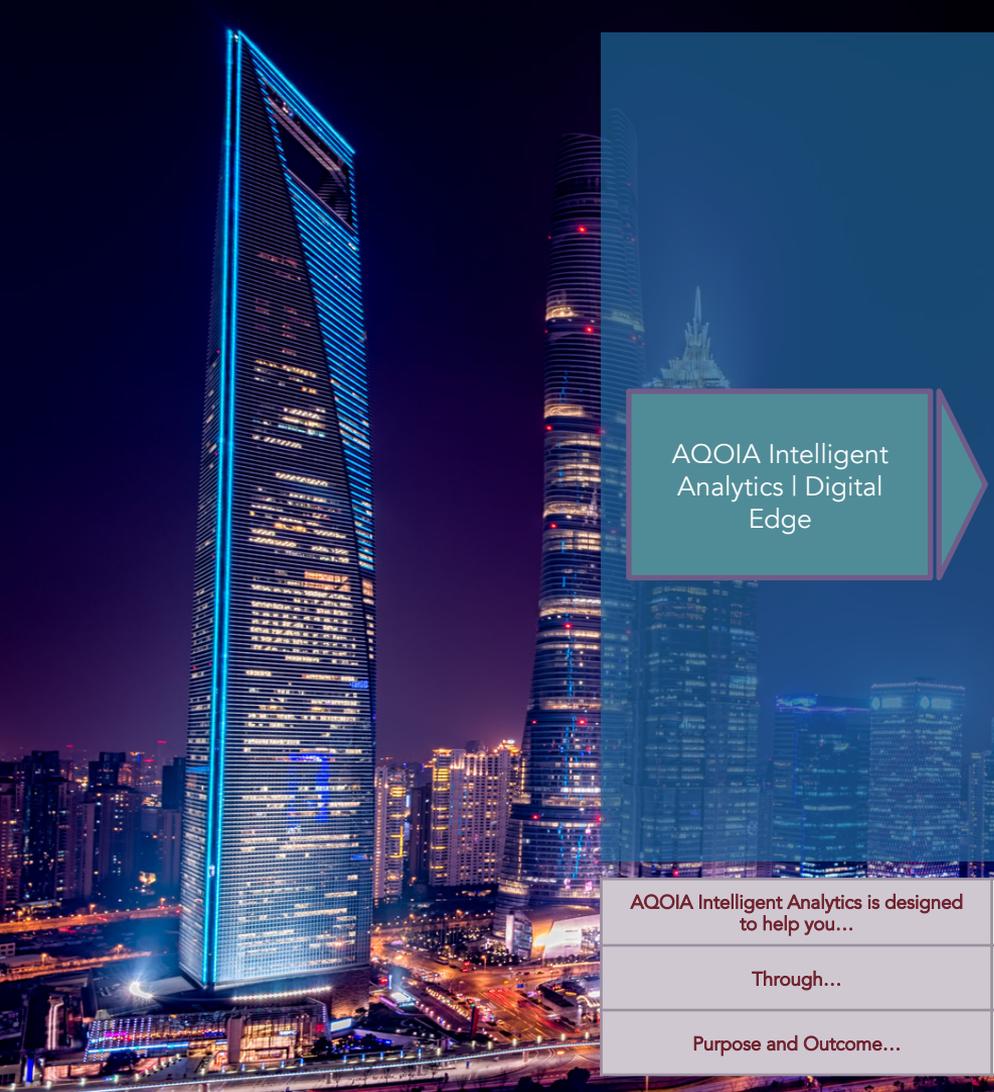
- IA | Digital Edge is a SAP Leonardo based solution designed to help solve the biggest most pressing problem faced by executives of successful businesses not yet fully digital - how to accelerate a step change in sustainable profitable growth, leapfrog traditional digital natives, and not suffer massive disruption to the business to support the endeavour
- Similar in the first instance to an MRI - IA | Digital Edge enables organisations to better reconfigure their operations around customers and consumers. They can clearly and unambiguously understand their unseen and evolving operational strengths and weaknesses in the context of consumer and operational opportunities and threats - across functions as they move to drive opportunities and offset threats
- Designed to complement and enhance SAP's S/4 HANA Cloud solution which enables a solid digital core , IA Digital Edge as the name suggests addresses those solutions around the edge, the typical fiefdom of point solutions, Excel spreadsheets and one off projects, enabling an Enterprise solution to drive profitable growth suitable for the digital age
- IA | Digital Edge changes the whole investment conversation – we expect at least 10x ROI within the first year, which will pay for both S/4 HANA Cloud and IA | Digital Edge implementations with lots to spare



IA | Digital Edge – What and How

- This provides essential deep new insights on the relationship between evolving customer and consumer behaviours and the business, to drive collaboration around high priority objectives, free up scarce resources and capacity, and drive hard cashable benefits around problems faced today. In addition businesses lay a fact based data driven foundation and culture to drive continuous improvements on all important dimensions - organisation, people, technology, application, and data as the business grows.
- By using a data driven customer centric approach to highlight real issues and opportunities to address around inflight strategic and operational targets and objectives we align the executive team, the organisation leaders, and operational teams, to enable a build earn and learn as you go approach. This upends not just the dynamics and outcomes of a digital move by empowering the business day one, but the all to critical funding, capability building and RoI equation too.
- Lastly by sustainably embedding this capability businesses naturally become second generation digital natives as they are more agile flexible and dynamic than first generation digital natives, many of which have yet to disrupt themselves due to market and competitive forces.





AQOIA Intelligent Analytics | Digital Edge

Who are we?

- AQOIA's expertise is in curating data, our analytics and our knowledge bank which can give a true picture of enterprise profitability through our Intelligent Analytics Suite to drive insight, actions and hard cashable benefits against inflight targets, mould future plans and change the approach dynamic and results you get from Digital Transformation

What do we do?

- We empower individuals and teams to work smarter within and across functions and geographies, giving them the power to understand and act as never before. This improves their work individually and collectively as an organisation

AQOIA Intelligent Analytics is designed to help you...	Make New Money	Find Money	Save Wasted Money
Through...	Smart Selling & Innovation	Simplification Reducing complexity	Standardization Using scale
Purpose and Outcome...	Revenue growth	Operational effectiveness	Operational efficiency



Supplementary Information

IA | DIGITAL EDGE

What Makes Our Intelligent Analytics Suite Unique

- Delivers a valuable end to end multi-dimensional consistent detailed and granular view of Profitability within and across functions
- Delivers deep new high precision actionable insights on market level customer centric business growth and operational cost drivers
- Rapid activation – we just need data - delivers fast Cashable Benefits meaning an almost immediate positive ROI
- Delivers a Governed “Group/Glocal View” of the same data allowing group wide initiatives , market comparisons and cross fertilization of best practices and learnings
- Provides a “Through-Time” view to be built up around the transaction to compliment real-time, allowing a true story to be told of what happened and what was the effect, allowing closed loop organisational learning and best practice feedback

What Makes Our Intelligent Analytics Suite Unique (2)

- Collaboration built in to facilitate the “Connected Enterprise” by enabling & fostering collaboration and knowledge sharing, enterprise wide
- Extends and replaces ad-hoc and point solutions like: Net Revenue Management (NRM), Gross Margin Variance Analysis (GMA) Cost to Serve (CTS) and Profitability Management solutions and have them on one common platform with one “system of truth”
- “Outcomes Out the Box” including reports, guided and ad-hoc analytics across complex difficult to reach domains powered by our underlying models across the whole P&L (that are typically curated in excel and point solutions) that enable rapid value capture
- Deep expertise in Consumer Goods, Retail, Beverages and Automotive Industries with detailed models and content to drive value capture around these areas
- Designed to enable simulation what-if, rapid business model prototyping and innovation and enhancing modern forecasting and planning trends

Enables you to learn & lead locally and leverage globally.