StarSoft SOLUTIONS

PROFESSIONAL SERVICES

Strategic Advisory Services

Our strategic advisory services provide leaders with the perspective, scalable plans, and structural foundations to optimize their data environment in ways that drive top-line growth and bottom-line efficiencies.

EXECUTIVE BRIEFINGS

Collecting data and distributing reports won't always translate into business value. Real and substantial value comes when executives and senior business managers can rely on their data to enhance management and decision-making capabilities. We provide short, half-day, or full-day executive briefings to clarify how the proliferation of data and technology can be harnessed to support your objectives.

We provide:
- ✓ Half-day or full-day briefings
- ✓ An analyst's viewpoint and perspective
- ✓ A focus on your leadership team
- ✓ Meetings with key players to understand the problem
- ✓ Coaching, mentoring, and advising

Leaving you with:
- ✓ A better understanding of the state of the industry
- ✓ The ability to be conversant on the topic of your organization's data environment
- ✓ The tools to better understand what your data is telling you

ASSESSMENT AND MATURITY EVALUATION

StarSoft provides an independent assessment of your current environment. This will encompass a thorough evaluation of your data environment, reporting capabilities, and technology infrastructure. We will identify the gaps between the current state and your business objectives.

We Provide:
- ✓ An independent perspective on where you are and where you need to be
- ✓ Analysis that encompasses all layers of your organization and data environment
- ✓ Assessment of your technical architecture, data architecture, business needs, data governance, and data management

Leaving You With:
- ✓ A straight-forward assessment of your current state
- ✓ Clear recommendations for your next steps

STRATEGIC PLANNING AND ROADMAP DEVELOPMENT

While an independent assessment is helpful, it is even more critical to develop a plan for how to move the organization forward. We partner with your staff to build a practical roadmap for achieving your vision. This can include detailed data and technology architecture plans as well as governance and organizational blueprints.

We Provide:
- ✓ An independent perspective on where you are and where you need to be
- ✓ Analysis that encompasses all layers of your organization and data environment
- ✓ Assessment of your technical architecture, data architecture, business needs, data governance, and data management
- ✓ Experience with a wide range of solutions bringing the ability to craft a roadmap that meets your unique situation

Leaving You With:
- ✓ A roadmap for data that aligns with your strategic objectives
- ✓ Identification of business benefits from investments in data
- ✓ A clear data architecture vision with recommended steps to work towards the vision
- ✓ Steps to address data governance, technology, organization and staffing gaps
- ✓ Recommended initial projects to meet the organization's highest needs

OVERSIGHT AND ADVISING

StarSoft Solutions provides periodic reviews of advancement toward your organization's vision. Having direct access to our expertise can help keep your initiatives on track and catch problems before they derail progress.

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Core Consulting Services

Clients leverage our core consulting services for enterprise-wide data solutions and for help in specialized areas like data warehousing, business intelligence, or the world of Big Data. We will dig in and work directly with your business community and IT personnel. Our core consulting services include the following areas of expertise.

ORGANIZATION AND GOVERNANCE

Gaining true value from your data is more than moving data more efficiently. It is highly dependent upon the people and processes involved in supporting the entire environment. StarSoft Solutions leverages our experience with hundreds of organizations to help you define and implement the necessary organizational and process changes to ensure sustainable success with your data and analytics environment.

Coaching and Mentoring

StarSoft Solutions provides individualized coaching and mentoring for your staff. We work with business professionals and management teams to deepen their understanding of all aspects of utilizing data. We work with IT staff to expand their knowledge and provide practical recommendations throughout the project lifecycle including in-depth data modeling skills transfer.

We Provide:
- ✓ Direct access to world class consultants
- ✓ Coaching to assist you with any aspect of your data and analytic initiatives
- ✓ Early warning so you avoid problems before they happen
- ✓ Ensure you are following industry best practices

Leaving You With:
- ✓ Ability to deal with challenges going forward
- ✓ Confidence in your designs
- ✓ Necessary skills to realize the potential value in your data
- ✓ An understanding of your data and how to leverage its value

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Organization Blueprint Recommendations

StarSoft Solutions will partner with you to review your current staffing levels, skill sets and organization structure to determine how to better support your current and future data and analytic initiatives.

We Provide:
- ✓ Experience from hundreds of organizations – large and small
- ✓ Custom solutions based upon your unique organizational needs
- ✓ Insight on how to optimize resources to ensure effective data and analytics programs

Leaving You With:
- ✓ DW/BI program that is defined and appropriately resourced to support goals and expectations
- ✓ Clear roles and responsibilities
- ✓ Recommended staffing model
- ✓ Education and training recommendations

Project Methodology and Planning

StarSoft Solutions works with you to leverage established best practice project methodologies to align with your organization and culture to ensure successful initiatives. We use our deep experience including the Data Warehouse Lifecycle, Waterfall and Agile project methodologies to optimize your projects. We help you establish your project approach that balances the standards of your project management office with the unique characteristics of iterative data and analytical work.

We Provide:
- ✓ Assistance with project definition, scoping and justification
- ✓ Practical recommendations for adopting a project methodology
- ✓ Guidance for the development of standards and project deliverables templates
- ✓ Coaching to ensure your staff has the understanding needed to manage projects

Leaving You With:
- ✓ Repeatable project plan template
- ✓ Baseline project tasks to drive detailed project plans
- ✓ Insight into the Data warehouse Lifecycle, Waterfall and Agile project methodologies
- ✓ Prepared to manage end-to-end tasks required for successful data and analytical projects

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Data Governance Program Development

StarSoft Solutions can help you develop a data governance program that is achievable and sustainable. This requires executive commitment, assignment of ownership and authority, and the implementation of policies and procedures. Effective data governance can reduce confusion and ambiguity about data, minimize data redundancy, and improve data quality. We facilitate the relationship between the business and IT communities to achieve alignment that results in enterprise-wide success.

We Provide:
- ✓ A blueprint for a successful data governance program
- ✓ Practical steps to get you started
- ✓ Best practices for sustainable data governance
- ✓ Insight for how data governance impacts business results

Leaving You With:
- ✓ A clear understanding of roles and responsibilities for data governance and stewardship
- ✓ Defined deliverables for your data governance program
- ✓ A decision-making framework for approving data element names, definitions and calculations across the enterprise
- ✓ Awareness of technology available to facilitate your data governance efforts

BUSINESS BENEFIT IDENTIFICATION

Understanding your strategic objectives, critical business challenges and the data you already collect is the first step towards unleashing the potential of data and analytics for your organization. StarSoft Solutions can quantify that value so that management is confident in allocating necessary resources to these efforts. This is helpful whether you are just getting started or interested in jump-starting your existing environment.

Business Value Discovery

StarSoft Solutions will lead a comprehensive business study to understand the key factors driving the organization. This study includes interviewing business professionals and related groups to provide a cross-functional perspective. We will determine requirements and translate them into design considerations. However, our process goes beyond traditional requirements gathering and specification development. We help identify the key business areas that will realize impacts from a better use of data, and we help the organization prioritize these to balance value and feasibility.

We Provide:
- ✓ Identification of strategic business challenges and opportunities that will benefit from improved data access and analytics
- ✓ Prioritization of initial opportunities that yield the biggest benefits and are the most feasible
- ✓ Quantification of potential business value of key business opportunities
- ✓ The expertise to connect with executives, managers, and skilled professionals from both business and IT
- ✓ Translation of business conversations into requirements

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Leaving You With:
- ✓ An understanding of current business and analytic challenges
- ✓ Documented strategic business requirements that drive design
- ✓ Candidate business analytic areas
- ✓ The ability to articulate the business potential of your data

Business Data Discovery

Your data is the heart of the matter. StarSoft Solutions will identify the data needed to support the business community and compare the findings with the data that exists today. We will find the gaps so that you can begin capturing or acquiring the necessary data.

We Provide:
- ✓ Proven experience to quickly understand complex enterprise data
- ✓ Facilitated discussions about data with both the business and IT communities
- ✓ Knowledge about primary data that drives solutions in your industry

Leaving You With:
- ✓ An inventory of critical formal and informal data sources
- ✓ Identification of existing data issues and integration challenges
- ✓ An understanding of what data holds the greatest potential

DATA MODELING AND DATA MANAGEMENT SERVICES

Our data modeling and data management services take a detailed look at your organization's data to develop strategies and designs that provide a solid foundation to support the business today and into the future.

Business Dimensional Modeling

StarSoft Solutions pioneered the Business Dimensional Modeling technique to provide a mechanism ensure business understanding of data and commitment to analytic data environments. The Business Dimensional Model serves as the foundation for development of any analytical data system, regardless of the technology since it represents your business in your terms. We can provide the initial framework to get you started or a more comprehensive, in-depth model.

We Provide:
- ✓ World-class, industry-leading dimensional modeling expertise
- ✓ Proven method to develop and document data models
- ✓ Insight for how to leverage physical data structures based upon your technology. This includes, but is not limited to star schema design
- ✓ A framework to achieve enterprise data integration

Leaving You With:
- ✓ A technology independent model including business names and definitions for your data
- ✓ A business understanding of your data and how it should be organized for analytics
- ✓ A sound design that ensures long term stability and flexibility for growth
- ✓ A preliminary source to target data map that jump-starts development

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Big Data Integration and Business Dimensional Modeling

Too many people think that new kinds of data negate older, traditional techniques and approaches. In reality, technological progress empowers us to tackle new and different kinds of data and problems, but does not eliminate the value in continuing to leverage what we already have. StarSoft Solutions has expanded the Business Dimensional Model to identify links between your structured and unstructured data to provide the highest possible insight and value.

We Provide:
- ✓ Experience to align your data to strategic business initiatives
- ✓ Strategies to link the results and insight from your big data with your structured data
- ✓ Practical techniques to document and communicate details of your data

Leaving You With:
- ✓ A clear understanding of your structured and unstructured data sources
- ✓ Insight to the business benefit of linking structured and unstructured data
- ✓ A framework to understand the integration of all your data
- ✓ Direction for what needs to be done and how to get started

Next Generation Enterprise Data Strategy

The kinds of data that we can collect and curate is ever changing. Technology continues to evolve. Data and related concepts have moved from IT into the mainstream – but do you really know what it all means? How do you determine what is applicable to you and your organization? StarSoft Solutions has been assisting clients for decades to understand the latest trends and developments of the data industry. We can help you navigate the complexities, variety and options of data and technology to craft an enterprise data strategy that is practical and achievable. Data concepts, ideas and topics can include:

- ➤ Enterprise DW
- ➤ Data Marts
- ➤ Star / Snowflake Design
- ➤ Data Lakes

- ➤ Data Vault
- ➤ Big Data
- ➤ Data Ecosystems
- ➤ Entity Relationship Models

We Provide:
- ✓ Data industry insight
- ✓ Powerful track record of providing practical, understandable strategies
- ✓ Expertise to develop a data architecture vision to harness your organization's strengths and expand to capitalize on the progress of the data and analytics industry

Leaving You With:
- ✓ A clear understanding of the data marketplace
- ✓ An inventory of your current data assets
- ✓ A Data Architecture Vision that leverages what you have and embraces the future
- ✓

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ANALYTICS AND STORYTELLING

StarSoft Solutions focuses on high-impact analyses to help your organization achieve measurable results. We provide the strategic understanding of these opportunities and articulate the benefits. We can also connect you with high-quality organizations able to perform hands-on development.

Business Analytics Discovery

StarSoft Solutions can frame business problems without the limitation of preconceived solutions or relying on only easily available data. High-impact analytics begin with conscious and correct problem framing. Underlying this is appropriate data selection, identification of the proper analytic model, purposeful analysis, actionable outcomes and the ability to tell a compelling story with your data. Analytic solutions may include:

➤ Performance Management
➤ Regulatory Reporting
➤ Exception Reporting
➤ Root Cause Analysis
➤ Predictive Analytics

➤ Big Data Analytics
➤ Data Visualization
➤ Social Data Analytics
➤ Business Driven Analytics

We Provide:
✓ The ability to articulate data storytelling opportunities
✓ Decades of experience working with analytics
✓ Expertise to translate business analytical ideas into practical design recommendations
✓ A data focus to ensure your analytics vision can be implemented

Leaving You With:
✓ Documented candidate analyses for data storytelling
✓ Opportunities to deliver existing analytical data to new audiences
✓ Identification of data needed to support high value analytics
✓ Understanding of how to increase adoption of analytical solutions

Business Analytics Value Identification

Sometimes it is not enough to just know what analyses could be done. You need to justify the required investment to enable these analytics to be created. StarSoft Solutions can help you frame the business value and assist with prioritization.

We Provide:
✓ Experience to quantify benefits from reporting and analytics solutions
✓ A framework for prioritization of opportunities based upon value and feasibility
✓ Assistance defining development projects to deliver analytics solutions

Leaving You With:
✓ An understanding of your highest value opportunities
✓ The ability to articulate the business benefits
✓ Skills to repeat the business value identification process