

# Ness-Gilon Business forum

*Turning Insight into Action*



# About Gilon Group

**Around 300  
Experts**



**Synergy  
Customer  
Management**

**Ereteam  
Turkey**



**Vision :**

**Enhance business value  
by utilizing data**



**Gilon Israel  
Israel**

**Upsight  
Loyalty  
Program BPO**



**Industry expertise  
Telco, FSI, Retail,  
Health, Government**

**Domain expertise  
Marketing & Service,  
Finance, Risk, CPM, BI**



**Geography  
Israel, Turkey  
Poland, USA, EU**



# Cont: consulting / analysts

Infrastructure  
Related

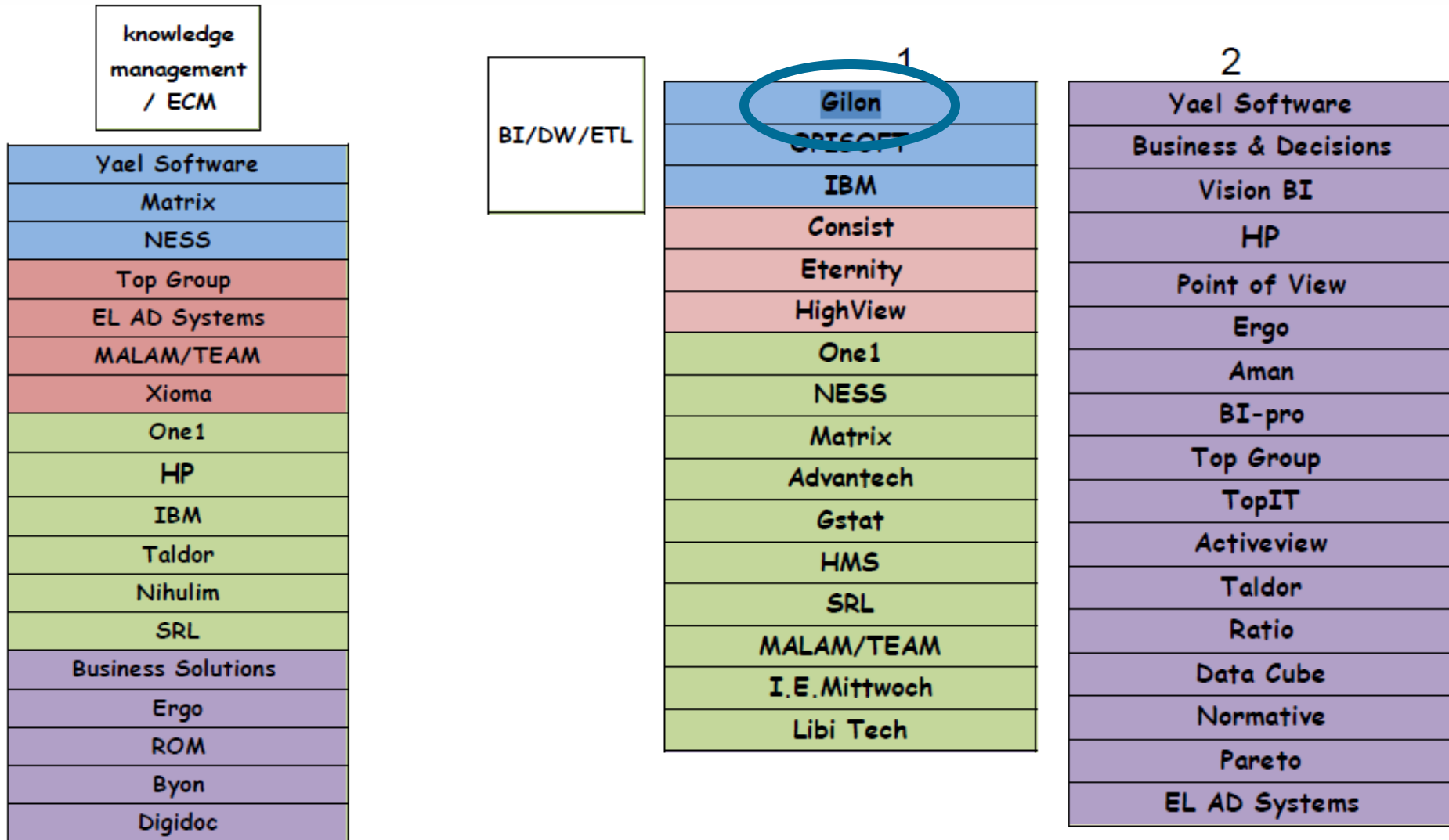
GlassHouse
Methoda
Mind-U
NESS
IBM
Aman
EL AD Systems
CommIT
DorIT
Dortal
Rozental Avi
Yael Software
Bynet
Consist
BDO
Other Consultants

Gilon+Synergy

Gilon
Methoda
Accenture
Mateor
IBM
Aman
HMS
Eternity
Point of View
Consist
NESS
Yael Software
BitPlus
HighView
Libi Tech
Strauss
SRL
Netwise
Bynet
BDO
niTeo
Top Group
BI-pro
Other Consultants

Management /  
Performance/ BI

# Cont Development Services



# Governance, risk, security .....

MALAM/TEAM
Matrix
IBM
Gilon
HMS
Bugsec
Deloitte
BDO
Comsec
NESS
Taldor
ITIL Consulting
SecOz
Orantech
Proceed
Tulip
Yael Software

Only partial Framework

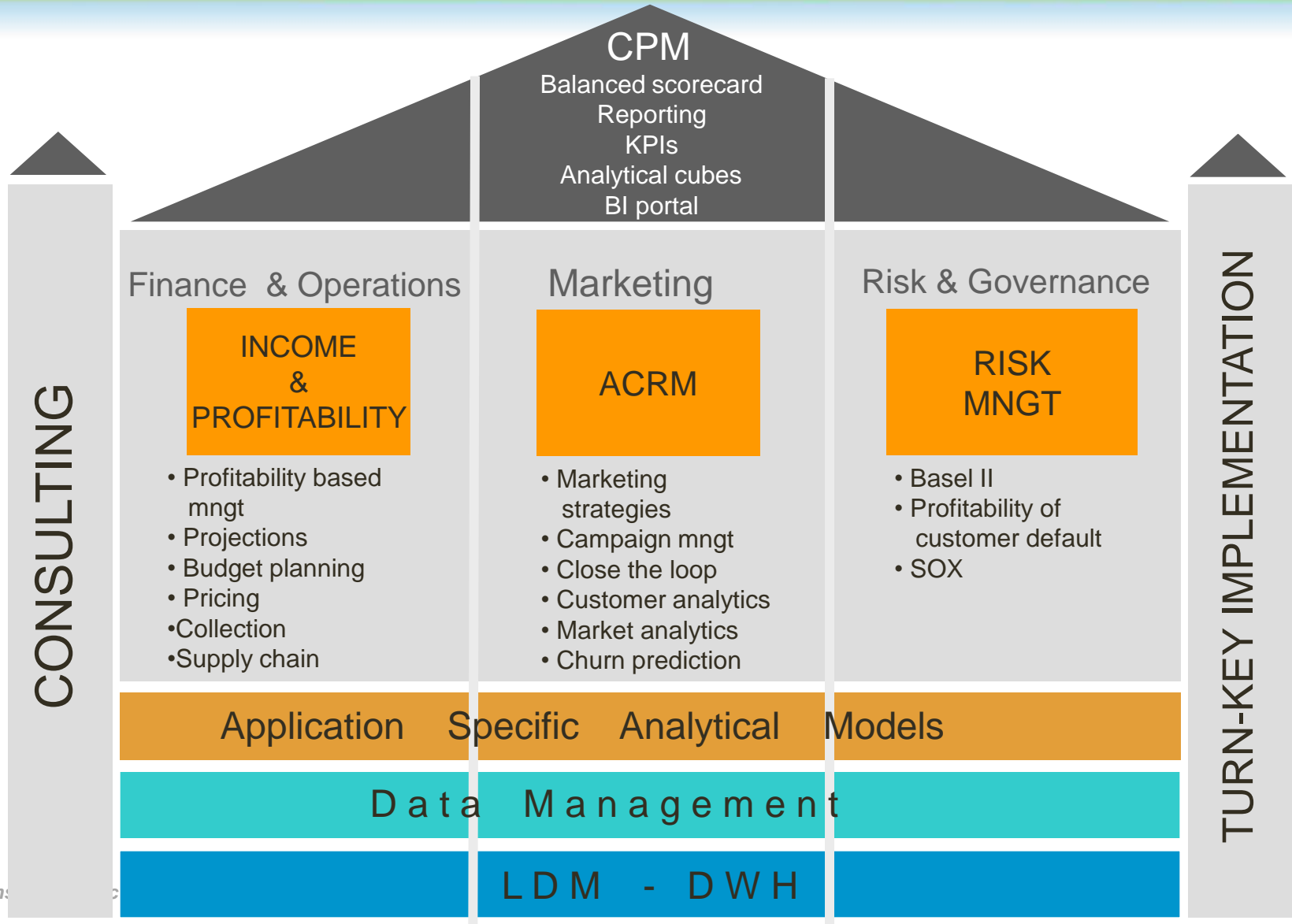
Governance & Risk Management

Bynet
MALAM/TEAM
Taldor
EMET
2Bsecure
Bezeq International
Netvision
One1
NewAge
Aman
Matrix
IBM
I.E.Mittwoch
HILAN (+We)
Avnet
NESS
Comda
HP
ewave
Comsec
Afarsec
Hacktics
BDO
EL AD Systems

Security	
integration & service	auditing

Comsec
BDO
Avnet
Accounting Firms





## Data Bases

- Oracle
- MS SQL
- SAS
- TeraData
- Netezza

## BI Platforms

- SAP – BO + BW
- Oracle – OBIEE + BI Apps
- IBM - Cognos
- Microsoft BI
- Brio
- Web-Focus

## Olap Viewers

- MS PerformancePoint
- Panorama
- Cognos

## OLAP Engines

- MS - Analysis Services
- Cognos - Power Cube
- Oracle Essbase

## ETL Tools

- Informatica
- Data Stage (IBM)
- Oracle – ODI
- MS SSIS

## Portal

- MS MOSS
- Oracle Portal

## CPM / Finance

- Cognos – CMM / Planning
- TM1
- Hyperion
- SAP BPC
- MS Business Scorecard
- Panorama Scorecard

## Campaign Management

- UNICA
- Chordiant
- TeraData-TCRM
- SAS – Campaign Mgmt
- Oracle RTD

## Risk Management

- SAS
- Fermat
- Kamakura
- Algorithmics

# ACRM Framework - Solution



SAS  
Unica  
Chordiant  
Oracle  
UPSIGHT

## Managerial information systems for all the finance functions in the company

CFO

ECONOMIC

Accountant

treasurer's office

Budget  
Planning

KPIs

Pricing

**Financial  
BI**

Merging  
Reports

Profitability

Cash  
Flows

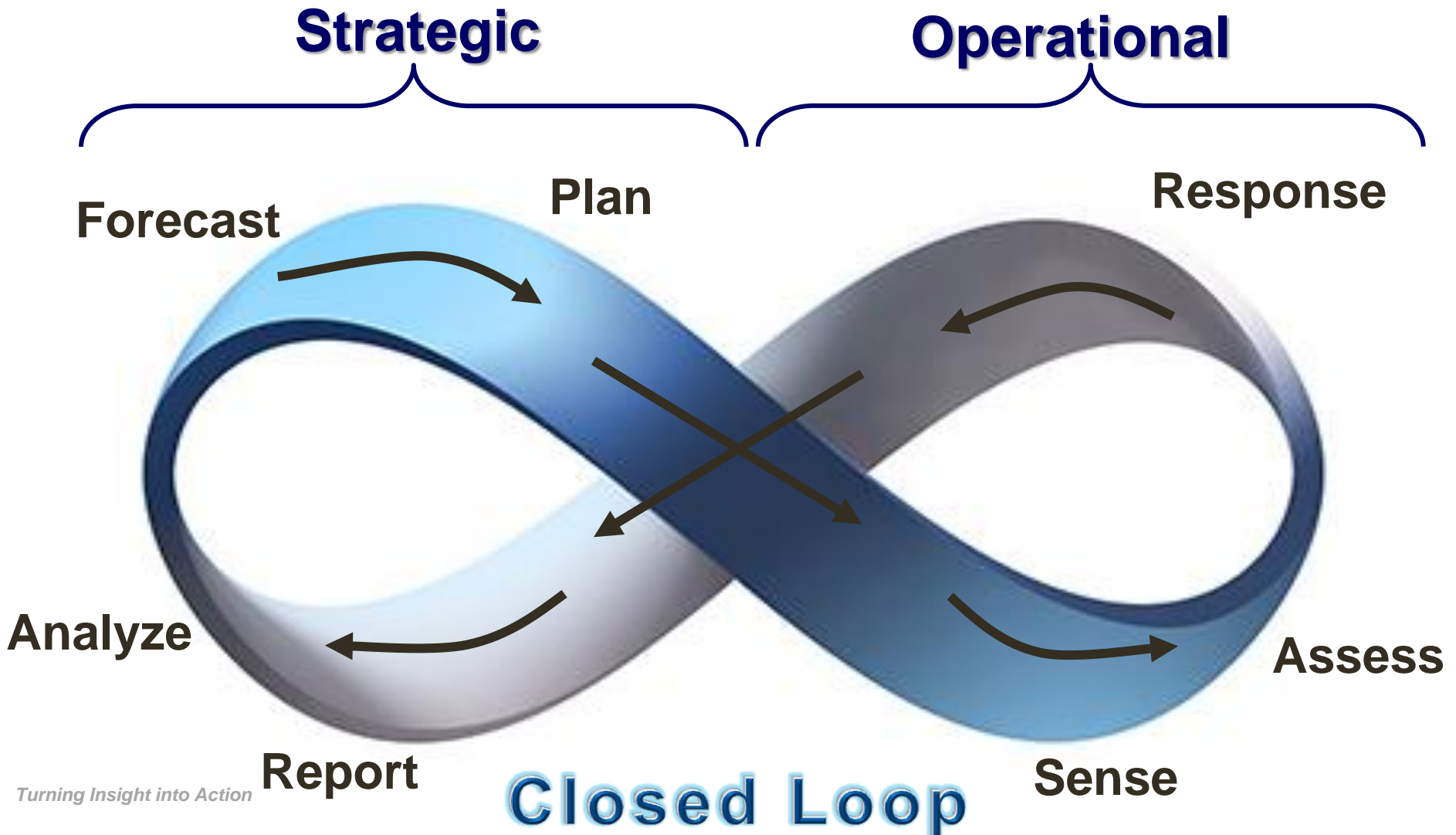
SAS  
Oracle – Hyperion  
TM1  
Cognos  
SAP

Creating management displays to centralize KPI's and insights on base of fitting different levels of users



All the graphics displays are used to analyze the date and understanding KPS's sources





## Customer Data Integration

Marketing  
Intelligence

Finance  
Intelligence

Risk  
Intelligence

Customer  
Life-Time-Value

Customer  
Profitability

Customer  
Risk



