

# Biz-Insider

## CONTENTS

<b>Insider Introduction .....</b>	<b>1</b>	<b>Technology helps deliver timely medicine .....</b>	<b>3</b>
<b>Greentree About to Go 3D .....</b>	<b>1</b>	<b>Socially Engaging .....</b>	<b>3</b>
<b>Where BI Is Headed, and Who's Leading the Way .....</b>	<b>1</b>	<b>Contact the Team .....</b>	<b>3</b>
<b>GameOn Winners Announced .....</b>	<b>2</b>	<b>STOP PRESS...Who's Birthday is it? .....</b>	<b>3</b>
<b>The Digital Nervous System .....</b>	<b>2</b>		

### INSIDER INTRODUCTION

Times are a Changing.....

Amongst our multi-speed economy there is certainly movement at the station happening.

We have assisted a number of our clients recently in assessing their IT/Information requirements. Combining technology/BI/financial systems can certainly assist a business in improving their competitiveness in the marketplace as they stay one step ahead with importantly what their customers want and where the businesses' strengths lie in comparison to their competitors.

We hope you enjoy our newsletter focussing this month of Business Intelligence and what it can do for your business.

Teresa Hooper  
 Partner JR.bizlink

### GREENTREE ABOUT TO GO 3D

Greentree is about to take the wraps off a major new release of their ERP software. Called Greentree 3D the solution gets a major visual and key enhancement overhaul based on client, prospect and influencer feedback.

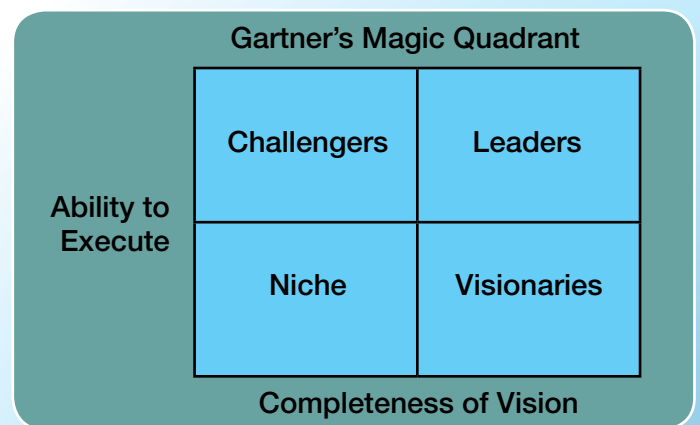


The software vendor also reminds us that the release of 3D (set for early April 2012), also marks the culmination of several recent product updates. These include: Warehouse Bin Management, Mobile Warehouse and Service, CRM Data Management, Greentree IQ for iPad and Advanced Search usability.

Greentree has promised a bold departure from the usual blue and grey screens we see in so many competing solutions. This time around, vivid colour styles, innovative layout and striking modern icons are the go. 3D glasses will not be required to use the new release of Greentree, but if you'd like the latest and greatest version [contact Teresa](#) to find out how.

### WHERE BI IS HEADED, AND WHO'S LEADING THE WAY

Gartner, one of the World's leading Research Analysts have recently released their Magic Quadrant 2012 Business Intelligence Report. The report presents a snapshot of how vendors perform in a market segment with the goal of helping end users make better informed decisions about companies they may be looking to partner with, or whose services or products they may want to purchase.



According to Gartner, "In 2011, business users continued to exert significant influence over BI decisions, often choosing data discovery products in addition to/ as alternatives to traditional BI tools. An avalanche of new use cases, content types and interaction models expands the scope for tomorrow's BI platforms."

The report goes on to say “Data discovery alternatives to enterprise BI platforms offer highly interactive and graphical user interfaces built on in-memory architectures to address business users’ unmet ease-of-use and rapid deployment needs. What began as a market buying trend in 2010 has only continued to expand.”

[Download the Report](#)

[Read More about QlikView](#)

## GAMEON WINNERS ANNOUNCED



It might be Game Over for Greentree’s GAME ON, but it would seem it was a hugely rewarding experience for everyone involved. For Greentree, it was the first time they’d ever held a competition on this scale, offering businesses in both New Zealand and Australia the chance to really lift their game with the help of a 250 thousand dollar software package. “Running GAME ON was a joy because it gave us another opportunity to connect with real businesses that are inspiring in what they’re trying to achieve,” says Greentree’s flamboyant CEO Peter Dickinson.

The New Zealand winner was Smail & Co, an importer and manufacturer of bathroom furniture, while the Australian prize went to [Kimberley Accommodation Group](#), which manages hotels and restaurants. Congratulations to the deserved winners!

## THE DIGITAL NERVOUS SYSTEM

Bill Gates and Collon Hemingway wrote a book in 1999 titled Business @ the Speed of Thought. The book discusses how business and technology are integrated and shows how digital infrastructure and information networks can help get an edge on the competition. They refer to business information as the Digital Nervous System.


Fast forward to 2012 and the rate that business is now required to process, interpret, make decisions and implement is like the Speed of Light let alone your thought process staying abreast. So how in a busy day in the office can you use this information to get the best outcomes for your business?

Let’s take a closer look at the ‘Digital Nervous System’. You need information to both look forward and backwards as to what has happened in the business, how does it look for the future, and what do I need to do now, to effect change for the best outcomes. Business Intelligence tools like [QlikView](#) help you better the outcomes/solutions you are providing to your current customers as well as identify areas of competitive advantage in your industry to gain new customers.

Customers are not the only component of information outcomes. Your other business’s stakeholders can benefit as well:

- Staff – can we improve productivity through LTI’s, identifying and improving processes?
- Trading Partners – can we drive a better deal with our suppliers both in price, delivery and trading terms?
- Financiers – put the best picture forward.
- Shareholders – improving their return on investment.

### Top Considerations of a Good BI System:

- ✓ Ease of access to information within your system – can it be intergrated into your existing software/information stores. 
- ✓ Ease of use – can reports, dashboards, what-if analysis, be developed quickly and efficiently.
- ✓ The business needs to identify it’s “touch” points – what are the clear indicators of the business that will allow you to make decisive decisions and proceed with action.
  - o Historical data
  - o Operational Issues
  - o Forecasting
  - o Interfacing actions with results – ie Marketing Program with Sales Results.
- ✓ Reporting has to be available in the right format to the right audience ie;
  - o Financial Controller - detailed
  - o Board - summary
  - o Divisional – specific
  - o Portability of information, smart phones, ipads, tablets, email, alerts, etc.

In our current multi-speed economy perhaps now is the time to look ahead and start implementing best reporting practices into your business so you can capitalise on the next wave of productivity and profitability improvements. [contact Teresa](#) to find out how.

### TECHNOLOGY HELPS DELIVER TIMELY MEDICINE

A potentially revolutionary device which automatically dispenses the right dose of medication at the right time – and sends an SMS or email to either a carer or relative if you fail to take your happy pills – is being offered as a service for around \$99 a month. It has the potential to shake-up the provision of aged care medication management at a time when the nation is facing a significant demographic shift.



The Medido is a Netherlands developed device which is being marketed by Queensland based APHS Packaging to pharmacists and aged or community care providers. A couple of very large community services organisations are also currently trialling the system.

If the power supply fails for any reason there is a battery backup which lasts for about eight hours, but an alert would automatically be sent to the designated care provider.

There is also a manual override facility so if someone was for example going out for lunch, they could access their sachet of medicine early and take it with them.

Meanwhile the caregiver can access the Medido website and see a colour coded log of when medication was taken. [Read More.](#)

### SOCIALLY ENGAGING

We are all bombarded with so much information these days and some of it is still worthwhile. We think ‘following’ and ‘liking’ JR.bizlink on the big four social media portals would be rewarding and worth your time. We promise not to bombard you with information; we’ll keep it sharp, relevant, current and interesting. Check out our profile and blogs here:



### STOP PRESS...WHO'S BIRTHDAY IS IT?

We have lot's happening at JR.bizlink this month with a major Anniversary announcement about to come your way. Watch this space!



### CONTACT THE TEAM



**Teresa Hooper**  
3222 8461 [thooper@jr.com.au](mailto:thooper@jr.com.au)

**James Terrington**  
3222 8328 [jtterrington@jr.com.au](mailto:jtterrington@jr.com.au)

**Victoria Cole**  
3222 8338 [vcole@jr.com.au](mailto:vcole@jr.com.au)

**Support Desk**  
3222 8400 [bizlinksupport@jr.com.au](mailto:bizlinksupport@jr.com.au)