



VlamiS Partner Spotlight

Dan VlamiS – dvlamis@vlamis.com, @dvlamis

Tim VlamiS – tlamis@vlamis.com, @TimVlamiS

Doug Schieder – dschieder@vlamis.com, @VlamiSSoftware

@VlamiSSoftware, 816-781-2880

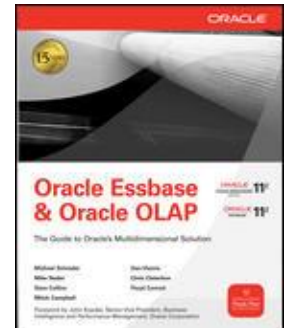
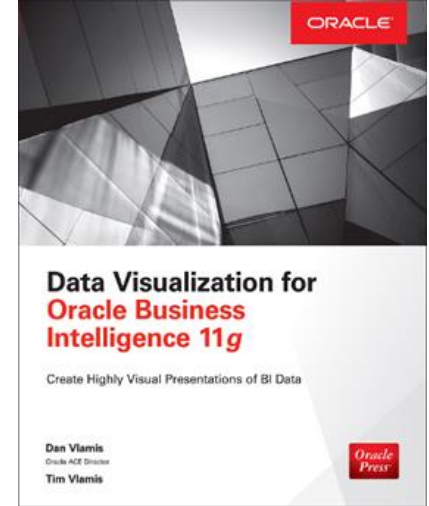
Vlamis Software Solutions

- Vlamis Software founded in 1992 in Kansas City, Missouri
- Developed 200+ Oracle BI and analytics systems
- Specializes in Oracle-based:
 - Enterprise Business Intelligence & Analytics
 - Analytic Warehousing
 - Data Mining and Predictive Analytics
 - Data Visualization
- Multiple Oracle ACEs, consultants average 15+ years
- www.vlamis.com (blog, papers, newsletters, services)
- Co-authors of book “Data Visualization for OBI 11g”
- Co-author of book “Oracle Essbase & Oracle OLAP”
- Oracle University Partner
- Oracle Gold Partner

ORACLE EDUCATION RESELLER

ORACLE Gold Partner

Specialized
Oracle Business Intelligence
Foundation Suite 11g






Vlami background

Dan Vlami – President

- Founded Vlami Software Solutions in 1992
- 30+ years in business intelligence, dimensional modeling
- Oracle ACE Director  ORACLE
ACE Director
- BIWA Board Member since 2008
- BA Computer Science Brown University
- @dvlamis

Tim Vlami - Vice President & Analytics Strategist

- 30+ years in business modeling and valuation, forecasting, and scenario analyses
- Oracle ACE  ORACLE
ACE
- Instructor for Oracle University's Predictive Analytics, Data Mining Techniques and Oracle R Enterprise Essentials Courses
- Professional Certified Marketer (PCM) from AMA
- MBA Kellogg School of Management (Northwestern University)
- BA Economics Yale University



Vlami Background

Doug Schieder – Associate

- Works very closely with Dan Vlami and Tim Vlami
- Strong sales background including telesales
- Background in Socio-Political Communication
- Worked on State and Federal campaigns



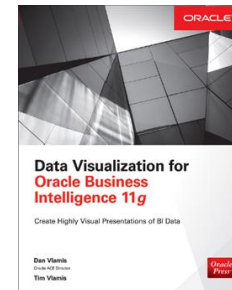
Agenda

- Vlami differentiators
- Vlami success stories, demonstrating Vlami expertise
- Prior work Vlami has done with Oracle sales
- Vlami offerings



Vlamiis Differentiators

- Data Visualization experts with Oracle
 - We wrote the book on Data Visualization for Oracle BI
 - We have proven methodology on how to *explore* business data
- Experts on analytic options to the Oracle database
 - Advanced Analytics (ODM, ORE), Spatial and Graph, OLAP, In Memory
 - We train the world on Oracle Data Mining and Oracle R
- Focus on Oracle technology
 - Focused on Oracle technology and in business for 25+ years
 - Oracle ACEs
 - Been using cloud for years
- Cutting edge and connection to Oracle
 - Over 20 beta programs including Autonomous Data Warehouse Cloud
 - Global Leaders sponsor
 - Leader of BIWA User Community, Direct Analytics and Data Summit







Selected Recent Engagements

 **BI Apps performance assessment and tuning** for a large industrial manufacturer (SC)

 **Redesign of data warehouse** for major mass market retailer (AR)

 **OBIEE Dashboards, DV standards, and DW redesign** for music streaming industry leader (DC) [BIWA Summit 2017 Presentation](#)


Procter&Gamble **OBIEE custom training design** for large CPG firm (OH)

 **Custom map development using D3 in OBIEE** for industrial transportation leader (NE)


Jet Propulsion Laboratory **DW and OBIEE evaluation and custom OBIEE training** for aerospace leader (CA) [BIWA Summit 2017 Presentation](#)


BECKMAN COULTER **Predictive Analytics workshop and DVD training** for biomedical instrument manufacturer (CA) [Collaborate 2017 presentation](#) [OOW 2017 Presentation](#)


PEMCO INSURANCE **OBIEE dashboards and staff augmentation** for insurance carrier (WA)

 **OAC PoC competing against PowerBI, Tableau, Domo** (OR) [ADS 2018 Presentation](#)



Selected Collaborations with Oracle Sales

- **Walmart** - built proof-of-concept, then pilot, for data warehouse
- **Beckman Coulter** - led workshop with Joe Thomas and field sales
- **P&G** - participated in CVC, advised on selecting OBIEE, created training for move from OSA to OBIEE, flew to sales call
- **Cornell University** - demonstrated DVD 3.0, solidifying their interest in DV
- **SCANA** - leading pilot implementation as part of sales effort
- **Fortive** – demonstrated data visualization
- **Tektronix** – first Velocity program win for Analytics group



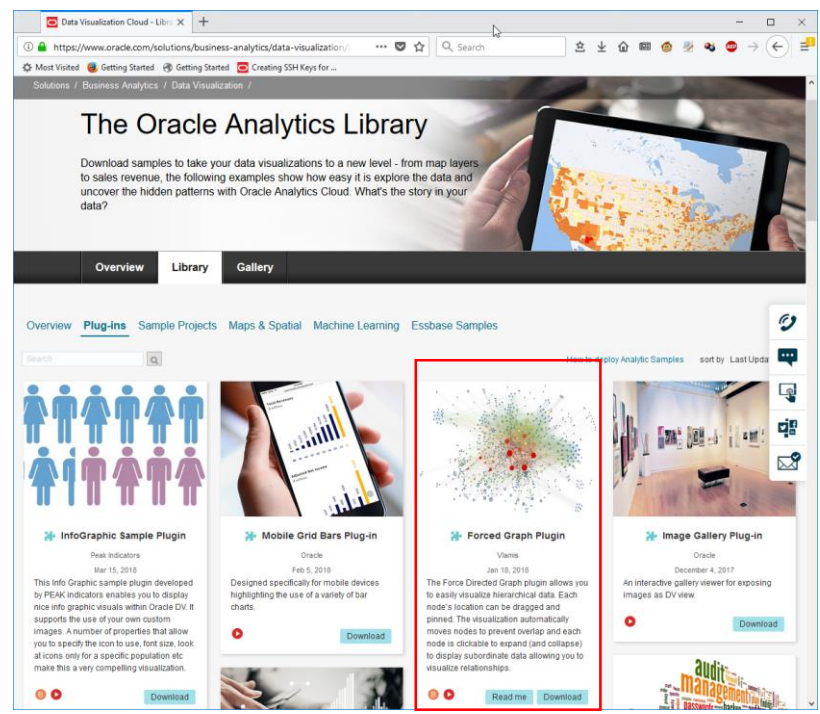
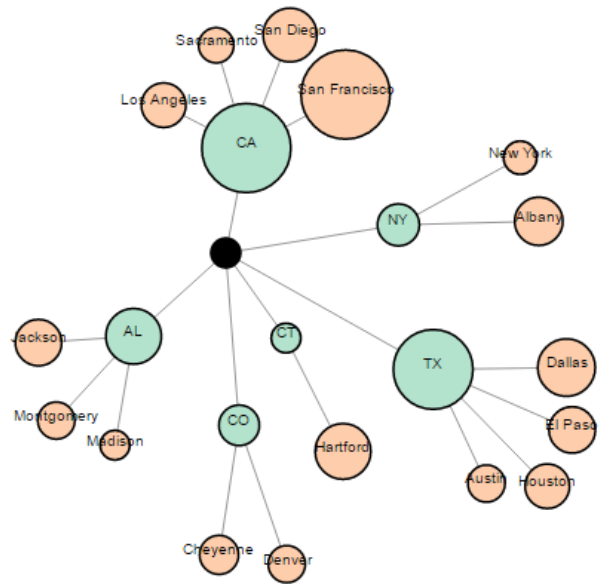
Key Vlami Offerings

- Traditional BI and Analytics Implementations
 - Design and implementation of Oracle analytics software & systems
 - Installation and configuration of Oracle software
- Quickstarts – OBI 12c Migration, OAC/BICS, Advanced Analytics
- Workshops
 - Data Visualization
 - Oracle Business Intelligence and Analytics (several)
 - Oracle Advanced Analytics
- Evaluations and assessments
- Consulting and mentoring
- Training development and delivery with “why to” in addition to “how to”
- Development of custom plugins for Oracle DV



Force Directed Graph Plugin

- Allows you to easily visualize hierarchical data
- Nodes can be clicked to expand and location can be pinned
- Available for download on the [Oracle Analytics Library](https://www.oracle.com/solutions/business-analytics/data-visualization/)
- More information available on [our website](#)





Vlami Providing Oracle Content

- Over 300 presentations from 17 years at www.vlami.com
- 10 presentations at [BIWA Summit 2017](#)
- 3 presentations at [Collaborate 2017](#)
- 2 presentations at [ODTUG Kscope 2017](#)
- 2 presentations at [Oracle OpenWorld 2017](#)
- 7 presentations at [Analytics and Data Summit 2018](#)
- 5 presentations at [Collaborate 2018](#)
- 7 presentations at 5 regional user group conferences
- 10 live demos on [each release of Oracle BI family](#), including: DVD4, and OAC, and OBIEE -> OAC migration



Vlami Can Help Oracle Sales

- “Virtual SC”
- Help sell Oracle technology – independent
- Support “pain-in-the-ass” Oracle customers
- Turn around situations – stalled BI Apps implementations
- Proven implementation partner for customer success
- Proofs of concept with real expertise
 - Sometimes paid, sometimes for free
- Assessments, Pilot projects, Workshops, and Quick Starts
- Demand Generation events
- Use our Oracle BI webinars for “what’s new” in each release
- More information available at www.vlami.com/oraclesales



Analytics and Data Summit

All Analytics. All Data. No Nonsense.

March 12 – 14, 2019



Formerly called the BIWA Summit with the Spatial and Graph Summit
Same great technical content...new name!

www.AnalyticsandDataSummit.org





Summary

- Are experts in Oracle BI analytics and Oracle Database analytics
- Have a strong team of experienced and talented consultants
- Regularly work with Oracle's most important accounts

- Are the experts in Data Visualization
- Teach Oracle Data Mining and Oracle R Enterprise

- Willing to set up regular calls with Oracle reps
- Work with us to promote Oracle technology!



Questions?

