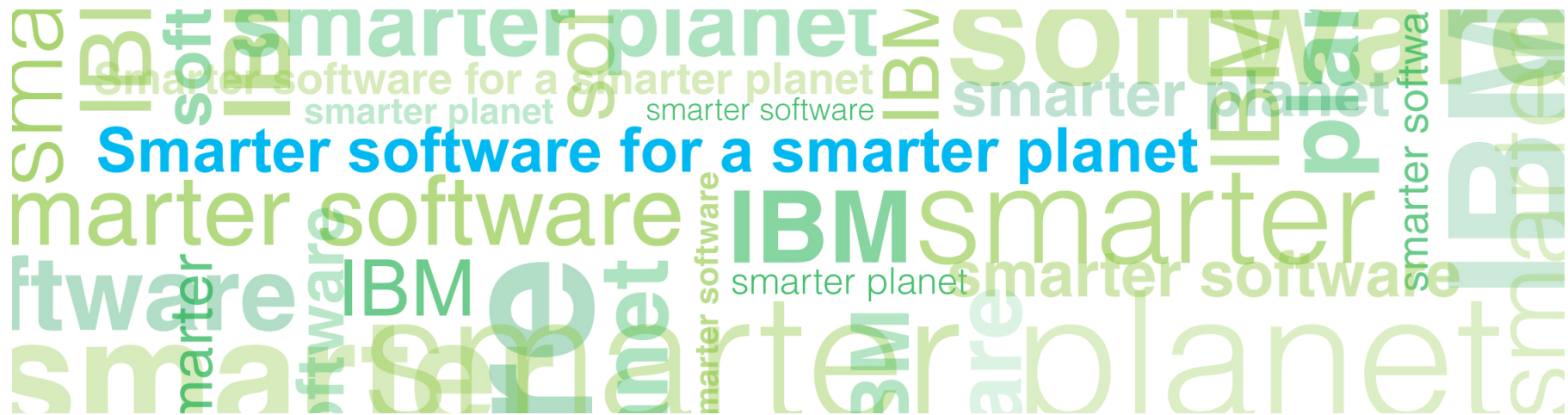


Ubrzajte svoj Data Warehouse 100 puta i više

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Agenda

- Primjer razvoja Data Warehouse okoline u Zavarovalnici Maribor
- Kako može IBM pomoći kod ubrzanja Data Warehouse-a

Zavarovalnica Maribor

- The second universal insurance company in Slovenia measured by Written Premium (WP).
- Market share 2011: about 13%.
- Number of employed:
 - More than 900 internal workers, approximately 200 of which are sellers on the active list.
 - Contractual sellers: approx. 500

The BI system of ZM - development

- Years 2005 – 2007:
 - Upgrade of the data warehouse— launching a three tier infrastructure and introducing atomary data on important business transactions (events).
 - Enlargement of the data warehouse by 100.
 - Purchased a new data server in the price range of 30.000 EUR (price per CPU speed and storage units also fall dramatically).
 - Bought an application server for the BI tool – launching a thin client.
 - Increasing the number of common users to 250.
 - Purchased a CPU license for the BI tool.
 - The very beginning of the real time operational decision support:
 - Finding out client's profitability.
 - Demands managing.
 - Towards the end of 2007 BI declared as a key business process of ZM.

Expected responsiveness of DWH system

- “Immediate” responsiveness:
 - Daily or even shorter frequencies for data loading;
 - Real time BI.
 - Sophisticated iterative analysis: marketing analysis, product or customer profitability analysis etc.
 - Quick ad-hoc reporting for various purposes.

Main issues regarding the further development of the DWH

- More and more administration: database servers, application servers, BI tools, BI applications...
- Higher and higher ownership costs (HW; SW, licences...).
- Continuously increased complexity of the ETL process.
- Smaller and smaller time window for transfer of more and more data for the ETL process.
- More and more end users.
- Continuously increased complexity of the reports and analysis - **killer queries which can only be run in the evening hours , “freeze” the server, even on DWH.**

The IBM Netezza Appliance: Revolutionizing Analytics

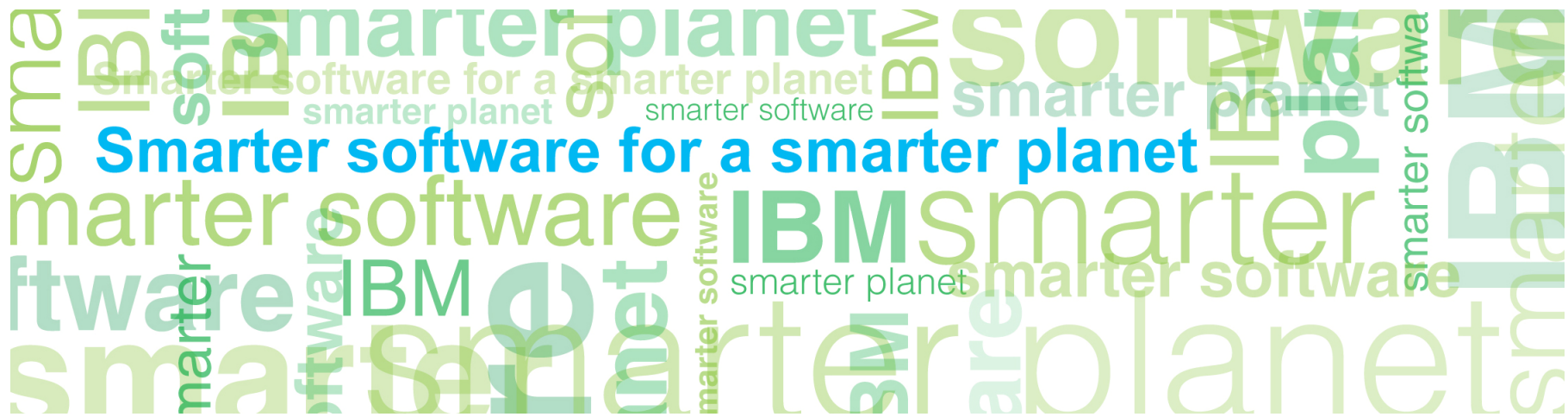


- Purpose-built analytics engine
- Integrated database, server & storage
- Standard interfaces
- Low total cost of ownership
- Speed: 10-100x faster than traditional systems
- Simplicity: Minimal administration
- Scalability: Peta-scale user data capacity
- Smart: High-performance advanced analytics

Bold Claims, but...We Prove Them!

- We prove we are simpler
- We prove we deliver performance
- We prove we work within your environment
- We prove we integrate with your 3rd party tools
- We prove we are “easy to do business with”
- We prove we have the lowest TCO
- We prove Business Value





Managing The Netezza Appliance

No software installation

No storage administration

No database tuning

Less DBA drudgery,
More applications



The Netezza Appliance – Loading

Data Integration

Ab Initio
Business Objects/SAP
Composite Software
Expressor Software
GoldenGate Software (Oracle)
Informatica
IBM Information Server
Sunopsis (Oracle)
WisdomForce

Data In

SQL ODBC JDBC OLE-DB



The Netezza Appliance – Querying

Reporting & Analysis

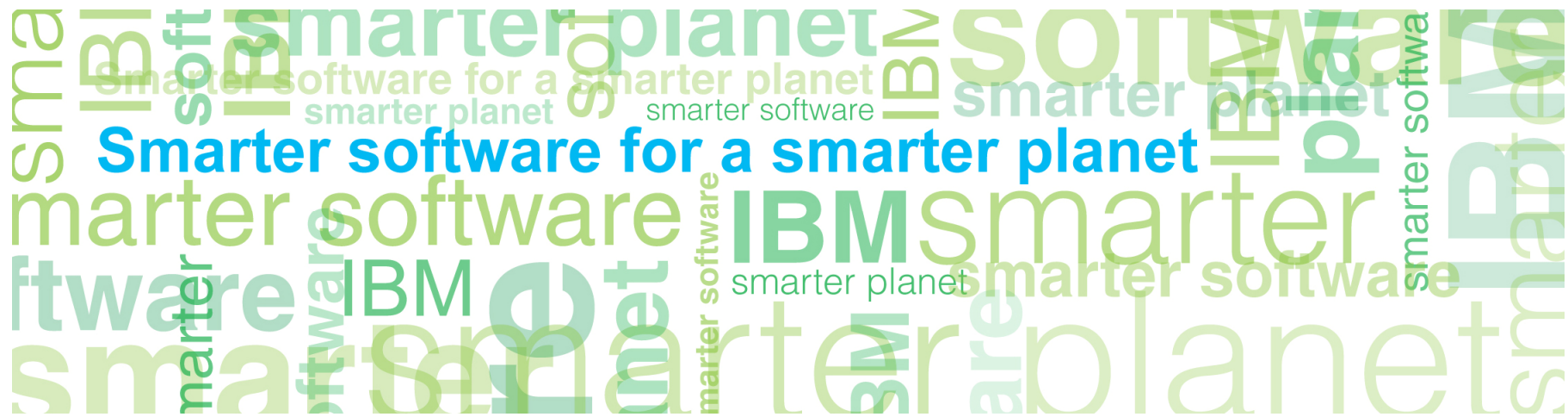
Cognos (IBM)
Actuate
Business Objects/SAP
Information Builders
Kalido
KXEN
MicroStrategy
Oracle OBIEE
QlikTech
Quest Software
SAS
SPSS (IBM)
Unica (IBM)

Data Out

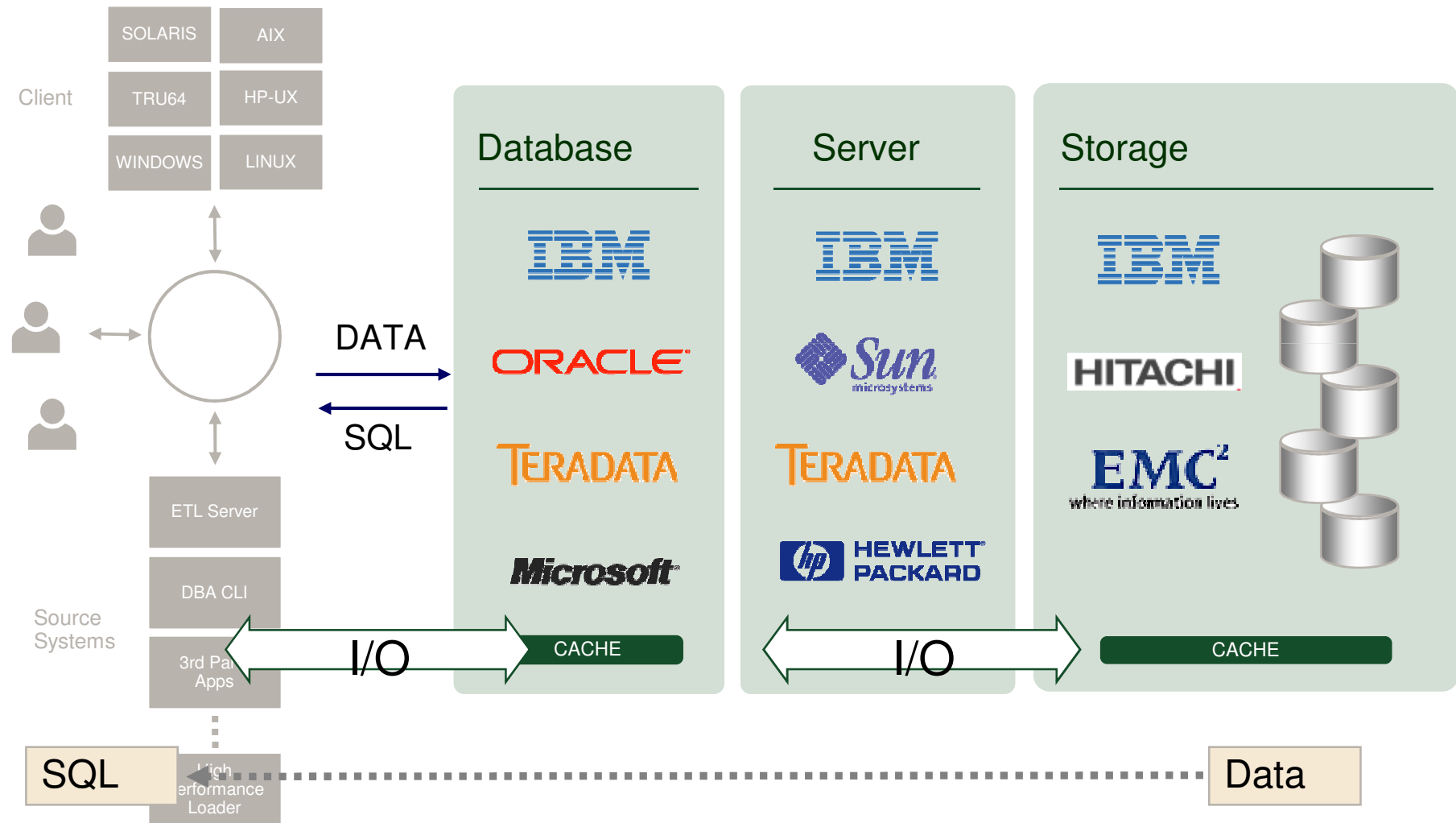
SQL ODBC JDBC OLE-DB



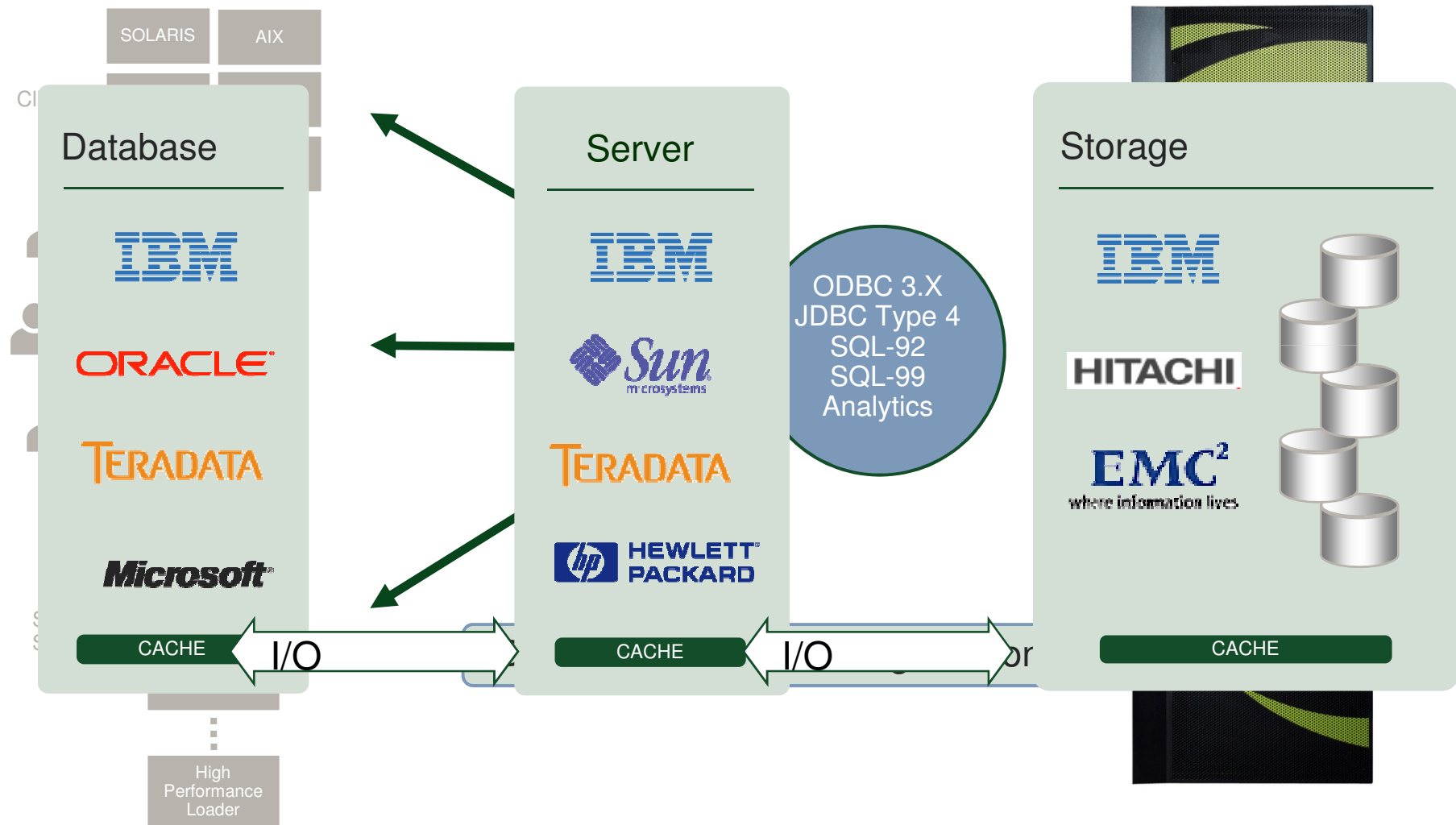
Appliance Architecture



IBM Netezza True Appliance Architecture



IBM Netezza True Appliance Architecture



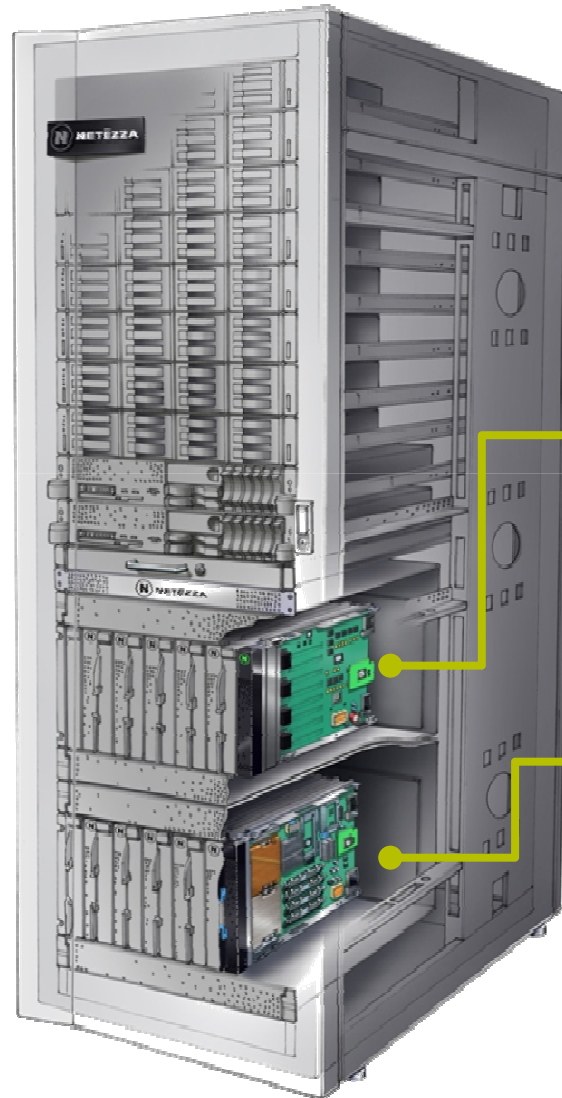
IBM Netezza True Appliance Architecture

Optimized Hardware+Software

*Purpose-built for high performance analytics;
requires no tuning*

True MPP

*All processors fully utilized
for maximum speed and
efficiency*



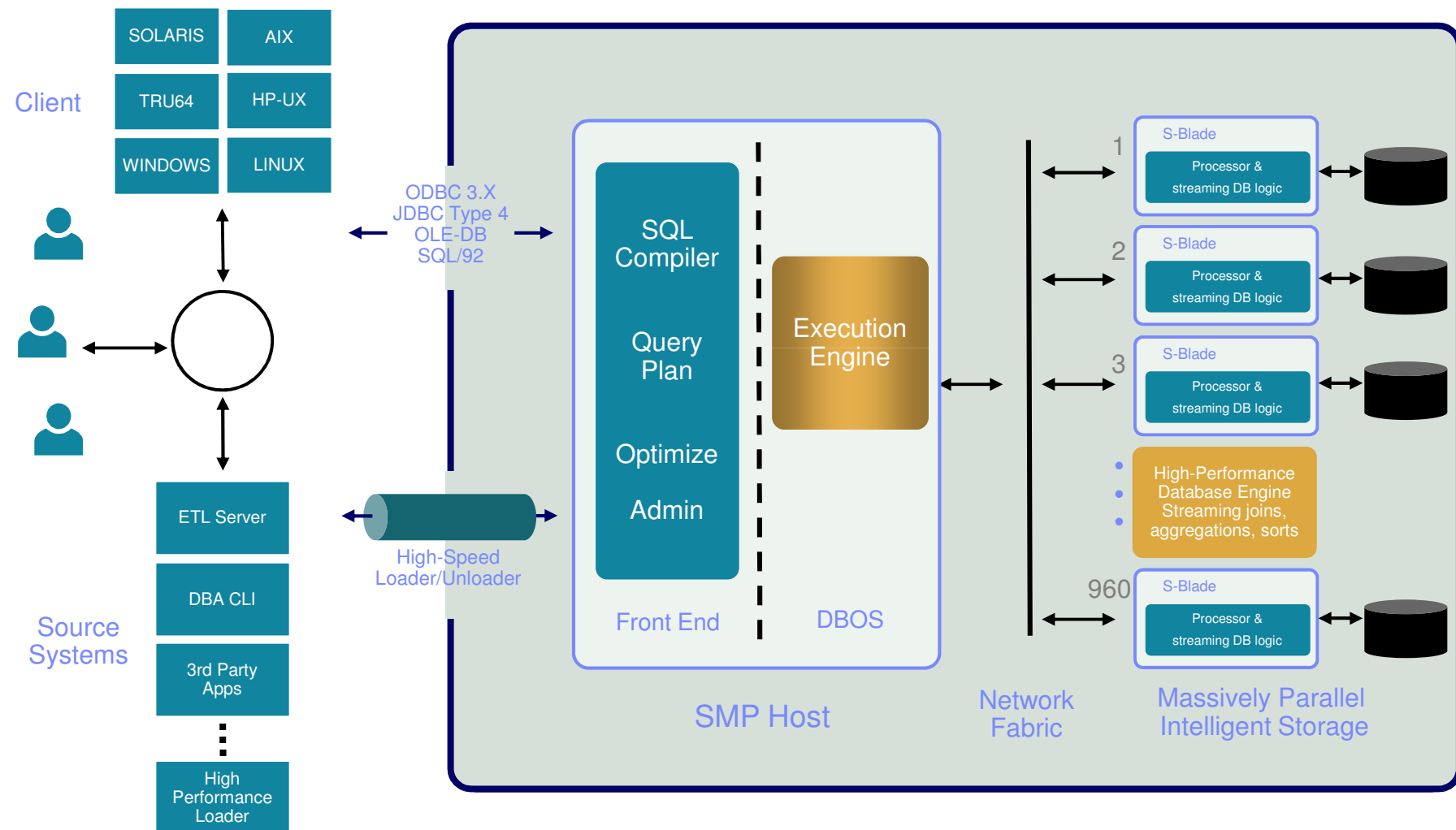
Streaming Data

*Hardware-based query
acceleration for blistering
fast results*

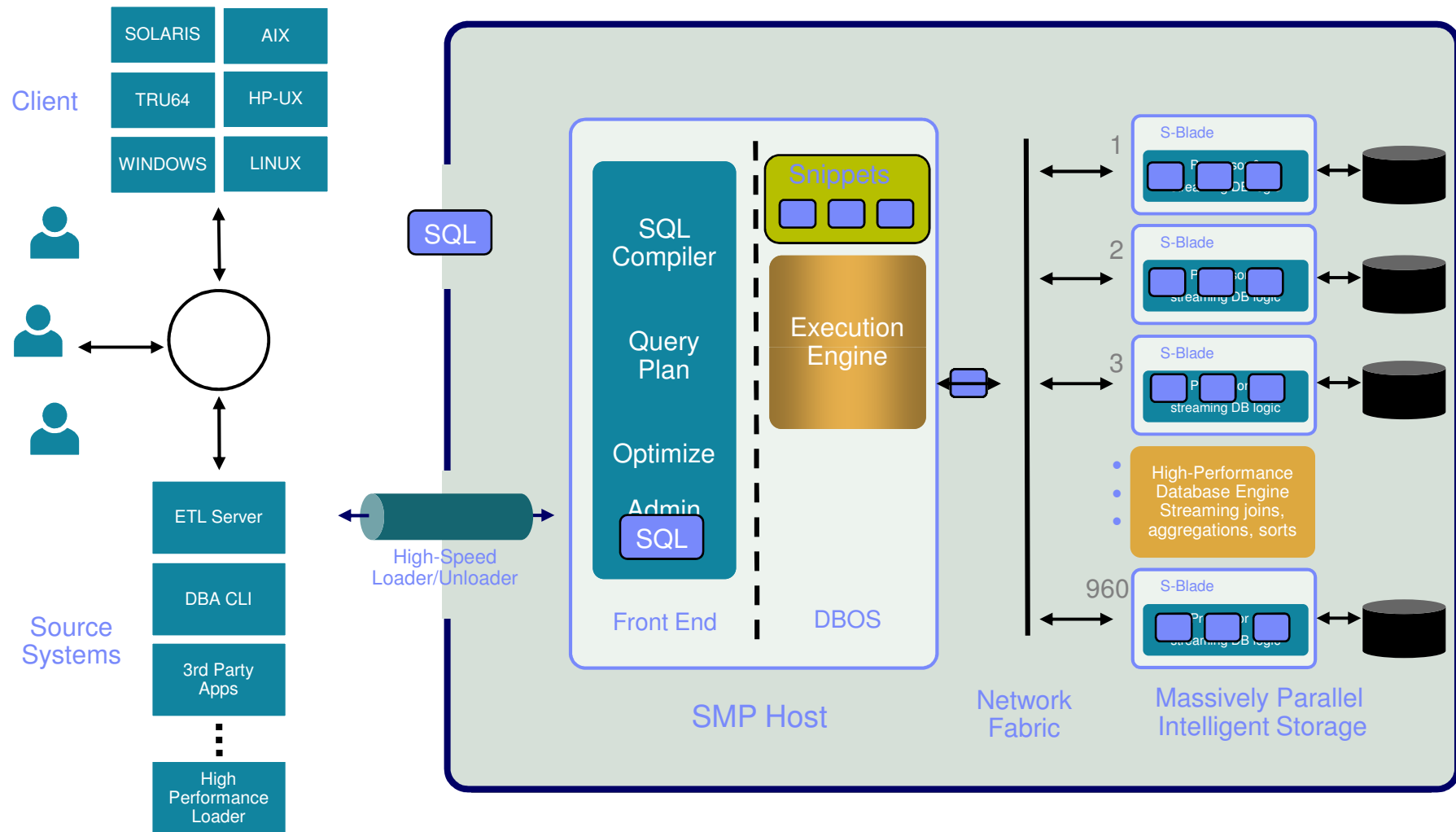
Deep Analytics

*Complex analytics
executed in-database for
deeper insights*

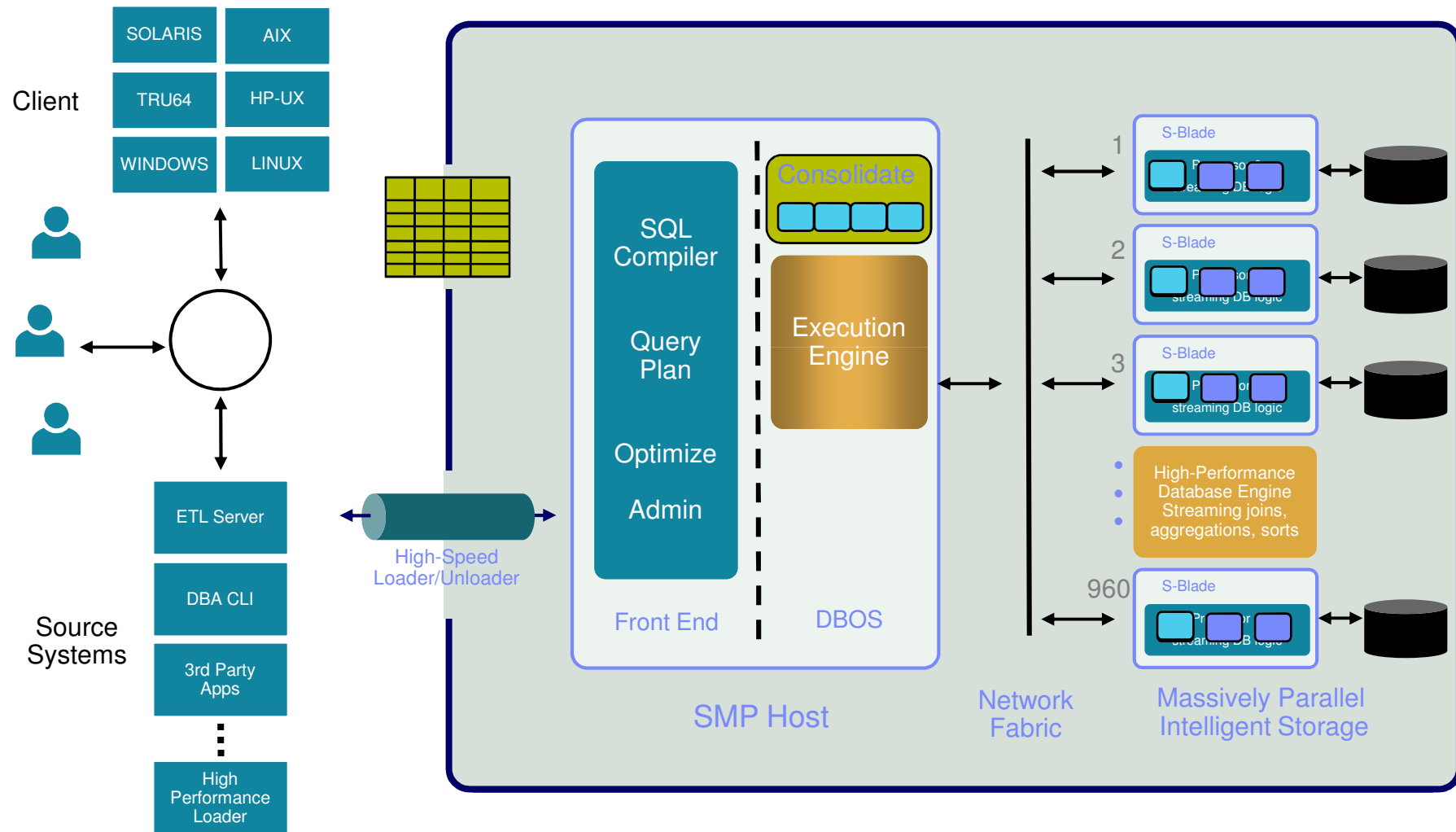
IBM Netezza True Appliance Massively Parallel Processing



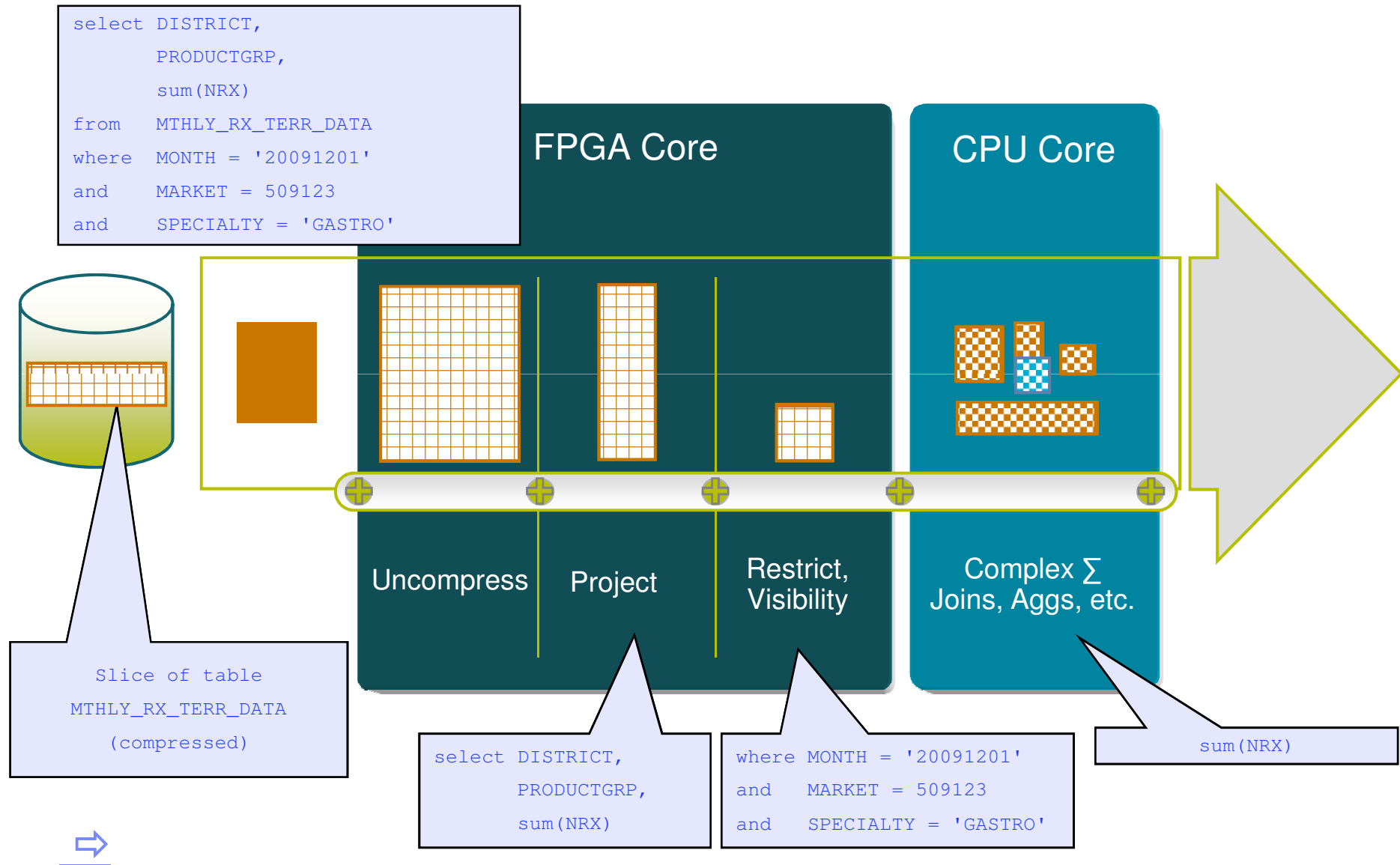
IBM Netezza True Appliance Massively Parallel Processing™



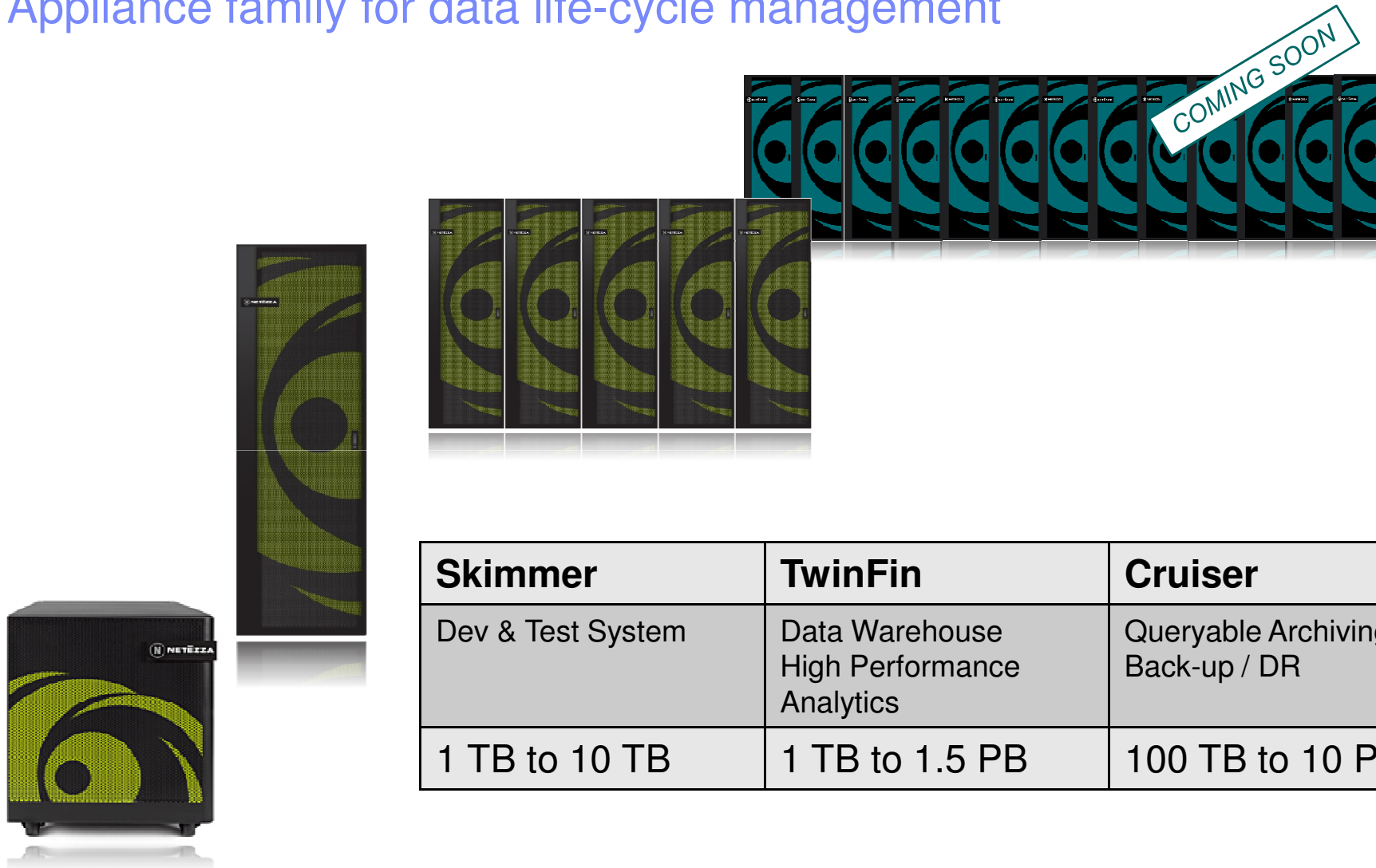
IBM Netezza True Appliance Massively Parallel Processing™



Our Secret Sauce



Appliance family for data life-cycle management



Skimmer	TwinFin	Cruiser
Dev & Test System	Data Warehouse High Performance Analytics	Queryable Archiving Back-up / DR
1 TB to 10 TB	1 TB to 1.5 PB	100 TB to 10 PB

Bold Claims, but...We Prove Them!

- We prove we are s
- We prove we deliver
- We prove we work
- We prove we integ
- We prove we are “
- We prove we have
- We prove busines

A graphic for a TwinFin advertisement. It features a black server rack on the left with a large, stylized yellow and black eye graphic on its side. The background is dark with blue and yellow abstract shapes at the bottom. The text "Test Drive" is in a small, white, italicized font. Below it, "TwinFin" is in a large, white, sans-serif font. Underneath that, "Your Data. Your Site. Our Risk." is in a yellow, sans-serif font. At the bottom, the URL "http://www.netezza.com/testdrive/" is in a yellow, sans-serif font.

Test Drive

TwinFin

Your Data. Your Site. Our Risk.

<http://www.netezza.com/testdrive/>

The “Netezza-effect” on positioning the BI/DWH in ZM

- Considered by the management as one of the best IT-investments in the last 10 years.
- The trend of IT-investments in BI remained and is at the moment considered as more profitable than investment in ERP.
 - In ZM BI-investment are at the moment number one or at least as important as ERP in operational IT-infrastructure!
- The same BI-team is capable of manage even larger BI-infrastructure.
- Vast simplification of many complex queries and batch jobs.
- Development of new BI-solutions.

Hvala

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