



Business Decisions Made Easy.

Territory Planning	Consolidate information about customer accounts that can be used to create activities to manage the customers interaction during the whole fiscal year.
OM Scorecard	Measure performance of Opportunity Manager around the key activities.
SMS&P Annuity Dashboard	Measure performance of subsidiaries in managing annuity business (renewal, recapture, and net new).
Worldwide Annuity Dashboard	Tracks and measures partner movements externally (attrition/retention) and internally (upgrades/downgrades)
SMS&P/EPG Deal Factory	Provide information around customers who are at risk for not renewing their annuity enrollments. This allows Account Manager to perform activities that reduce the risk of not renewing (by providing discounts, deployments vouchers, etc)
EA Consolidation Dashboard/Scorecard	Provided a list of consolidation candidate for Enterprise Agreement to save customers time and money. Track the performance of Account Manager in converting the lead and use this information to refine the consolidation candidate algorithm.
Breadth Open Channel Stratification Dashboard	Dashboard that measures the performance of Breadth business. This allows Finance managers to do detail analytics thru drill down capabilities of the cube.
Sell with Independent Software Vendor (ISV) Dashboard	Measure performance of Independent Software Vendors (ISV) in meeting their goals of increasing SQL Server share of their business
Azure Dashboard	Dashboard that shows the azure adoptions by Microsoft ISV partners.
Partner 360	Provide one stop location to see all information related to Partners (Competency, Opportunitites, Revenue contributions)
Partner Performance Dashboard	Scorecard that tracks and measures business performance in Worldwide Partner Group (WPG) across 90+ performance metrics.
Microsoft Partner Network (MPN) Partner Health Check Dashboard	Identifies risk factors of a partner losing competency on next anniversary date
Microsoft Partner Network (MPN) Enrollment Heatmap	Scorecard that monitors Partner Competency attainment Worlwide across all geography levels
Partner Skills Readiness Indicator (PSRI)	Scorecard that measures the proficiency of partners in delivering Microsoft-based solutions to customers
Partner Churn Report	Tracks and measures partner movements externally (attrition/retention) and internally (upgrades/downgrades)
Regional Operations Center (ROC) Cube	Provide ROC with partner incentive attainment around Reach and Competency. This information is used as based of the incentive payments (CHIP)
SMB Accelerator Cube	Provide modeling tools for Subsidiary finance around the incentives selected. This information is used as based of the accrual information for Incentive payout.
Distributor Health Index (DHI)	Dashboard that measures the performance of managed Distributors. Indexed scored to allow direct comparison between distributors.
MPN Partner Transition Dashboard	Dashboard that shows the impact on partner competencies and tier levels due to requirement changes
Anti-Piracy Mystery Shopper	Dashboard that shows the activies around mystery shopper campaign (sponsored by SMS&P AP and LCA)
Microsoft Canada Partner Opportunity Pipeline (MS POP)	Consolidation of Partner Membership Center (PMC) and Siebel Data for Canada
Microsoft Partner Training Readiness	Data collection web application and reporting/analysis on the ability of Microsoft Partners in delivering solutions using Microsoft technology.
Microsoft Software Developer Network (MSDN) Flash	Web checklist that assists and automate MSDN Newsletter creation
Sharepoint KPIs	Sharepoint custom web part to manage custom KPIs
MSN Video Windows Vista Widget	Sharepoint cuaDesktop widget that shows MSN Videos as part of Windows Vista Launchstom web part to manage custom KPIs