

HOW TO BUY BUSINESS INTELLIGENCE – GETTING STARTED

WILL YOU REAP THE REWARDS OF BUSINESS INTELLIGENCE?

According to a 2017 report from InfoTech, over half of all BI projects fail to meet their organization's needs. *How will you avoid this failure trap? What will make your outcomes different?*

First, make sure your organization exhibits symptoms which are appropriately addressed by BI technologies. Working with your program owner, customers, and relevant stakeholders, review this checklist to assess your organization's potential to benefit from BI tools. Then, use the results of your checklist to better understand the types of BI solutions that can best meet your organization's needs. These factors will help you narrow down the suppliers in your target market.

FOUNDATIONAL DATA INFRASTRUCTURE

- My organization has fragmented (but related) systems
- End users frequently discover different versions of the truth across our organizational reports
- Everyone in my organization has a general uncertainty regarding the accuracy of our datasets
- There is a general lack of visibility into data inputs/modeling (e.g., historical data is not included or available when we drill down into our reports)

BUSINESS STRATEGY

- Organizational data is not analyzed for meaningful insights
- Data is not used to inform my organization's strategic goals
- We suffer from a general lack of visibility into redundancy/waste caused by siloed operations
- We have an expressed need for accurate forecasting methods
- My organization has a requirement for live-time tracking of data points

END-USER DECISIONS

- Our organization relies on complicated, non-user-friendly systems
- Our end users have a business need for data visualization services
- We have a need for better insight to support timely decisions
- We have an upcoming requirement to address a change in organizational design
- My organization needs to improve the flexibility and speed of user analyses

Watch [How to Buy Business Intelligence – Getting Started](#) for practical advice on beginning your journey to buying BI, and [download our report](#) on the BI marketplace to help you find your ideal suppliers within a crowded and evolving marketplace.