Leonardo Dalera

HEAD OF BIG DATA & ANALYTICS

clarín^{e,}



Architecture & Machine Learning

Use Case

Conclusions



75 years



FROM

Decisions based on intuition.

Proof + corrective actions.

Analysis and action in weeks or months.

ТО

Decisions based on information.

Certainties + predictive actions.

Analysis and action in hours and real time.



Focused on the **content**



Focused on the consumer

Digital transformation of audiences to individuals.







EXECUTION TIME

USE CASE

CONCLUSIONS

ABOUT CLARIN

PROCESS & ML

Oracle R Advanced Analytics for Hadoop

Oracle Analytics Cloud

K Keras

SQL

n python"

cloudera.

DELIVERY

DoubleClick

eloqua

MicroStrategy

REST API

for Publishers

Clarín Big Data Infrastructure



Machine learning models and friends



Website Behavioral



Social Media Profiles & Interactions



Off-line Interactions w/ CRM & Call Center



Recommendation system Churn Scoring Predictive analytics SEO Behavioral Segmentation Price Modeling



Real Time Segmentation

E-mail marketing

Retargeting

Audience Extension w/ lookalike models

Remarketing between Eloqua y Bluekai



Micro-segmented ADs

Programmatic

Ads tracking & Measurement

Campaign optimization

Viewability

About Clarin

Architecture & Machine Learning



Conclusions

Recomendador Automático Últimas Lecturas





We understand the contents of each article









We based our recomendaton on:











ABOUT CLARIN



Juan 100% Technology



una PC o un celular. Cada vez con más popularidad, ya hay una serie de televisión que trata el tema.

La computadora cuántica se parece a un candelabro atravesado por tubos y alambres de cobre. Es más alta

Last Article

Technology 65% Video Games 20% Travel 15%

Behaviour

Most popular Similar User



00

About Clarin

Architecture & Machine Learning



Conclusions

BIGDATA TEAM



Knowledge is value.

Big Data is the means to bring that value more quickly to the business



CONCLUSIONS

- INNOVATION
- LEARN SOMETHING
 NEW EVERY DAY
- MAKE MISTAKES FAST AND CHEAP

Thank you!

THE NEW DATA-DRIVEN CREATIVITY









TODAY

- 159 Collaborators
- Largest independent Ad Agency in Mexico
- 1st Great Place to Work Agency in Mexico
- Most Effective Agency in Mexico (14th Worldwide) (Effie Index 2020)







DATA DRV PHLOSOPHY

People, processes, ideas, strategies and decisions 100% Data Based.











ORACLE BES



THE WIZARD - ROLLOUT TIMELINE







ORACLE BESO









BACK TO SCHOOL/DATA METHODOLOGY



Data Sources

We set our data sources connections with:

- Google Trends
- Facebook Audience
- INEGI
- COPANPO
- NIELSEN
- COMSCORE

In order to generate the consumer's journey.

Information Modeling

We built and modeled our information based on interests, brand categories, consumptions, habits, new needs and products for this new Back to School.

brand.



Big Data & Data Mining

Brand objectives, affinities and products were generated in order to satisfy the needs of customers with more than one

Analysis & Insights

For each brand and product, hypothesis were generated in order to increase conversion rates (customer purchases).

Strategy & Business Consulting

We created communication strategies based on the degree of affinity of each of our insights.

Based on the affinity level, we were able to create productive messages in order to connect with the consumer in a deeper level.









OUR ORACLE SOLUTION APPLIED TO THE ENTIRE SPECTRUM

CATEGORY	% OF IMPACT IN THE CATEGORY	Soriana	HSBC	▲ Santander	Sb. Suburbia
Shoes and Clothing	97%				
School Supplies	92%				
Hygiene Items	85%				
Food Supplies	82%				
Technology	82%				
Finance	72%				





BACK TO SCHOOL PREDICTIVE INSIGHTS

Insight

My son's backpack must be sanitizable

My kid has grown a lot during this quarantine

The school does not have enough sanitary measures to prot when classes go back to normal

I need a loan to pay for tuition and school supplies

I only have 1,500 pesos to spend

My kid has grown a lot during this quarantine

	Insight Performance	Category
	97%	School Supplies
	92%	Shoes and Clothing
ect my kids	90%	Hygiene Items
S	87%	Finance
	85%	Finance
	82%	Food Supplies









"The school does not have enough sanitary measures to protect my kids when classes go back to normal."

Opportunity: Make sure that the students have the minimum required products to prevent COVID infections at their return to school facilities.

BACK TO SCHOOL PREDICTIVE INSIGHTS

INSIGHT (20%)

Sales / discounts on Back to School products (P. 80%)



Hygiene & Prevention





Variety







BACK TO SCHOOL PREDICTIVE INSIGHTS



ktupperware 🔹 • Segu	ir	
xtupperware 🕏 Ellos sa EnCasaConTupperware gue cuidándote y tambi ás amas. #Guardaditosl	aben que están mejor. ién a los que EstamosMejor.	こうちちらい たちろうち カバアノイショース
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comentario	Publicar	

DATA DRIVEN CREATIVITY

Let us be the guardian of our kids when they go back o school and you cannot protect them."







EST HD

AND THE ADVERTISING INDUSTRY TOO





BACK TO SCHOOL PREDICTIVE INSIGHTS



ORACLE BES





THE COMMUNICATION MATRIX I METHODOLOGY /DATA CASE





We set our data sources connections with:

- Client Data Bases
- Facebook Audience
- BANXICO
- AMAI
- INEGI;
- Google Trends

In order to generate the consumer's journey.



We built and modeled our information based on types of clients, communication channels, types of products, age and occupations.



Big Data & Data Mining

We created a correlation matrix that allows us to detect the moments, keywords, messages and types of customers on which we want to have an impact based on different Call to Action (use, discover, download).

Strategy & Business Consulting

We created two different sets of messages depending on the audience: existing customers & new to bank.

Each message was designed taking into consideration the specific channel which had the greatest impact on each type of client.





Нѕвс

			СТА																DES	CARG	iA														
			TIPO DE CLIENTE															CLIEN	NTES I	NO D	IGITA	LES													
	AUDIENCIA				3	Cent	enni	ais						Mi	llenn	ials					Bus	iness	Adv	ance	sd				Mar	ager	, Ent	repen	ar		
	FASES DE COMUNICACIÓN	CATEGORÍA	MENSAJE CORTO / CANAL	ATM	Sucursal	Correspondencia	TVC	Sitio web	RRSS (orgánico)	OLV	Social (pautado)	ATM	Sucursal	Correspondencia	TVC	Sitio web	RRSS (orgánico)	OLV	Social (pautedo)	ATM	Sucursal	Correspondencia	TVC	Sitio web	RRSS (orgánico)	OLV	Search	ATM	Sucursal	Correspondencia	TVC	Sitio web	RSS (orgánico)	Search	Social (pautado)
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HSBC COMMUNICATION MATRIX





HSBC COMMUNICATION MATRIX | OUTCOME

Objective: Security



Nosotros nunca te solicitaremos información confidencial scbre tus Tarjetas de Crédito y Débito HSBC por ningún medio. Conoce más aquí: http://grp.hsbc/6181GjACd



Cuida tu información para evitar fraudes



😃 🗘 Laura Angulano Nájera and 59 others

12 Comments 31 Shares

D Like

Comment

🛱 Share • •

Objective: Immediacy



...

El mundo que busca las sucursales que están abiertas los sábados, encuentra respuestas inmediatas a sus preguntas con nuestro #ChatBot. http://grp.hsbc/6180GjACr

Más fácil que buscar

Q ¿Qué Sucursal HSBC abre

Comment



Like

61

(2)

10 Comments 7 Shares

Share

...





OUR RESULTS

BETTER ROAS

Up to 30% efficiency rates in our digital media campaing

•••••

In only six months we achieved \$1.5M USD in data services revenues

+ANALYSIS - EXTRACTION

Fully automation of clients' reports to increase FTE productivity

NEW LINE OF BUSINESS

A MARKET DIFFERENCIATOR

We won 4 from 5 pitches where we showed **Oracle infrastructure**

SMART FINANCE

Maximize resources' value through DATA analysis and Al (connection with **BESO ERP**)





POWER BY ORACLE



certegy

Who is Certegy? The OAC Experience

Eric Probst Sr Manager Fraud Analytics February 23, 2021





Agenda

Who is Certegy?

OAC Journey

Analytics Future

Questions

Copyright 2021. Certegy. Confidential.



Certegy Payment Solutions



Who is Certegy?

SUPERSTORES	BIGLOTS	Cost		K 01	ARGET	Walmart >
GROCERY	Albertsons Publix	BI / LO SAFEWAY ()		TRAD	er Joe's	reger Wegmans
OTHER FOOD	(Det Monte)	arry&David	HICKORY FARMS	Smarta	& Final.	Total DWine
CONVENIENCE		FRIENDLY	GIANT	Holiday	Macs 1	
LUXURY GOODS	BALENC GUCC	CIAGA Di Jimmy	botteg Y CHOO	A VENETA PRAD	A C	FANY&CO.
APPAREL	ANN TAYLOR	CHARLES TYRWH	dre	essbarn	SHOE CARNIVAL	TOOTSIES
DEPARTMENT STORES	belk	Dillard's	кон	Ls 🔸	nacys	SaksFifthAvenue
DISCOUNT RETAILERS	DOLLAR GENER		rshalls.	ROSS OR LESS	tein Mart	TJ·MOX
HOME FURNISHING	Ashley	HomeGoods	RH	W.	ILLIAMS	S-SONOMA
HOME IMPROVEMENT		vare Doit	Best Corp.	LENNOX	LOWE'S	MENARDS
SPECIALTY RETAIL	Conn's He	OBBY Mich	aels Part	tyCity PE	TSMART	Staples
AUTOMOTIVE	FREIGHTLINER	Miles Miles		RTS Pop Boys	BELLE	TIRE KINGDOM
HOSPITALITY & LEISURE	FOUR SEASONS	Hilton	REGENCY	JW MARRIOTE	The so-	THE RITZ-CARLTON
TECHNOLOGY & TELECOM	🥞 AT&T	CDW	(GoD	addy	verizon	WILD WEST
FINANCIAL INSTITUTIONS	FIFTH TH	IRD BANK	OLD NATION	NAL 💮 PO	DPULAR ®	SunTrust
FINANCIAL SERVICES	ChexSystems	··· FirstCash	🖌 giact	InvoiceClo		VoltCash
HIGHER EDUCATION	CitrusCollege	۱	La Sierra	MEHARRY*		STRAYER.



Risk Analytics Team (25 of 78 employees)



Sets and manages overall strategies based on probabilities of loss using several risk tools. Provides various reports to the client to better visualize their current and past trends.

Identifies high risk patterns and creates fraud cases to mitigate real time fraud.

Works with law enforcement agencies to identify and apprehend established fraud rings throughout the country.

Develop proprietary scoring logic from linear regression models based on several consumer history attributes.



OAC Analytics



Autonomous Data Warehouse

• Initial data load from Oracle on premise databases – December

2019

- 12 ODI projects with 50+ mappings with loads scheduled every few minutes
- 6 OCPUs with auto scaling enabled
- 100 tables with 24 views; the largest table has 450M rows



ORACLE

AUTONOMOUS

DATABASE

Projects and Enhancements

Continued focus on improving the decision process, enhancing fraud detection, and the Customer Experience

2019-2020 Completed Projects:

- Sought a replacement system for Hyperion Interactive Reporting Summer 2019
 - Requirements
 - 1. Automated Reporting
 - 2. Ability to Schedule Reporting via email or FTP
 - 3. Ability to export to Excel
- Partnered with Oracle to license OAC as Hyperion Replacement Sept 2019
- OAC deployed to Risk Department December 2019
- Hyperion server decommissioned 2020
- Self Training and conversion of Risk processes to OAC Dec 19 to June 20
- Machine Learning Added 100+ new attributes to review high risk transactions

Pipeline Projects:

- New Products Gaming and Bank Pay
- Conversion of Authorization system to the Cloud
- Machine Learning models to review high risk transactions
- Spatial Analysis to track check cashing patterns
- Live presentations with Data Visualization to our customers

Month	Approve	d Ar	nount	Approved Variance %	Gross	Loss	GL	.R
	2018		2019	2018	2018	2019	2018	2019
1	\$ 46,614,068	\$	40,732,996	-13%	469,825	403,207	1.01%	0.99%
2	\$ 41,709,875	\$	36,672,835	-12%	336,754	316,270	0.81%	0.86%
3	\$ 46,349,110	\$	38,639,757	-17%	404,579	310,004	0.87%	0.80%
4	\$ 40,604,480	\$	37,931,785	-7%	401,983	329,695	0.99%	0.87%
5	\$ 44,438,560	\$	39,106,590	-12%	452,589	383,598	1.02%	0.98%
						·		0.96%











1.11%

1.06%

1.07%

1.06%

0.97%

1.00%

Fraud Prevention

Working with the State of Washington to prevent fraud

A July 1,839 1,208,260.92 August 1,469 1,096,157.95 September 1,491 1,130,795.24	ALITER INFO	TRAN DATE (Marth af Vera)	TRAN COUNT	TRAN AMOUNT
A July 1,339 1,206,260.92 August 1,469 1,096,157.95 September 1,491 1,130,795.24 TP of States w/ Approved \$'s TH_IND: A	AUTH_IND	TRAN_DATE (Month of Year)	TRAN_COUNT	TRAN_AMOUNT
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P of States w/ Approved \$'s TH_IND: Α		September	1,491	1,130,795.24
	np of States w TH_IND: A	/ Approved \$'s		

Approved by State

MERCHANT_STATE	TRAN_COUNT	TRAN_AMOUNT	
🖈 WA	4,482	3,233,422.95	-
OR	80	51,637.77	
ID	55	37,411.32	
он	15	14,583.97	
AR	29	13,685.11	
CA	26	12,914.80	
VV	9	10,567.24	
AZ	13	9,649.99	
co	13	8,891.72	
мт	7	8,586.96	
NM	4	8,024.00	
UT	6	5,550.65	
TN	11	4,329.36	
NC	3	2,426.24	
LA	3	2,323.00	
AK	3	2,318.46	
тх	7	2,280.22	
FL	4	1,977.42	
(Y	4	1,274.73	
ND	3	600.00	
ок	4	532.61	
WI	1	481.29	
wv	1	449.00	
GA	2	294.25	
ME	1	266.37	
VA	7	258.89	
MS	1	158.98	
IL.	1	97.04	
NE	1	83.21	
WY	1	61.15	
MI	1	39.91	-

Approved # by State other than WA

TRAN_COUNT: 10 - 5,000 MERCHANT_STATE: AK, AR, AZ, CA, CO, FL, HI >



Approved \$'s by States other than WA

MERCHANT_STATE: AK, AR, AZ, CA, CO, FL, HI, ID, IL, IN, KY, LA... +17 TI 🔰





Our future



BankPay - A Better Alternative

Certegy's BankPay allows retailers to accept payments directly from consumers' bank accounts in a fast, simple, and secure way.

Reduced Cost

- Authorized transactions processed through the Automated Clearing House (ACH) network, providing significant savings over interchange fees
- · Daily settlement and next banking day funding of transactions accelerate cash flow

Reduced Risk

- Digital tokenization ensures merchant's app does not store any consumer banking information
- Each approved transaction is guaranteed by Certegy, eliminating fraud losses and chargeback risk

Reduced Friction

- Initial consumer enrollment via either online banking login or manual account entry
- 100% DDA Coverage with instant access
- Consumer only enrolls once across all participating Certegy merchants

BankPay Certegy





Gaming

CashLine certegy

- Provide ACH funding for Online Gaming Accounts
- Most cost-effective payment option
- 6 day check cashing player limits
- Higher limits for VIP players

	MidWest		
State	East	MidWest	West
Sidle	Monthly Handle	Monthly Handle	Monthly Handle
Colorado			\$210M
Illinois		\$305M	
Indiana		\$231M	
lowa		\$82M	
Nevada			\$660M
New Hampshire	\$47M		
New Jersey	\$803M		
Oregon			\$26M
Pennslyvania	\$526M		
Rhode Island	\$31M		
Washington DC	\$15M		
West Virginia		\$77M	
Grand Total	\$1B	\$695M	\$896M



Spatial Analysis – Determining Patterns

Expected versus unexpected good check cashing behavior







Questions?



ORACLE Autonomous Data Warehouse

Upgrading to Autonomous

State of Maine Jeffrey Jordan, Director, Enterprise Data Services February 23rd



Population 1M	Annual Budget 4.00B
Employees	Best Lobster
12K	1



DAFS Analytics Use Case

Combining Oracle Analytics Cloud with Oracle Autonomous Database to service reporting and analytics needs for State of Maine across the enterprise including all executive branch departments, legislative and judicial branches.



1000 Named Users, 100s Querying



DAFS Analytics History



1995: Initial launch

The implementation of a new accounting ERP system required enhanced reporting which was best accomplished by a data warehouse



2000-2015: only modest changes.

Proliferation of departmental subset systems built from data extracts fills innovation gap.



2016: Lift and Shift to Oracle Cloud, 11g DBaaS & OACS

2x improvement in performance, and significant functional upgrades.



2020: OCI Migration, Autonomous DW 19c adopted

Documented 4x performance improvement

First API integrations with Maine Service Bus developed.

Oracle Analytic Summit 2020

Delivery of a Three-Tier Service Model

<u>Tier 1 – Data Analytics Workbench</u>

- Using the Oracle Repository to define governed data sources
 - Transforming data for analysis Star Schema Model
 - Applying data access rules to presentation layer
- Analysis and Data Visualizer become the core tools of the data analyst
- It is a precursor to and used to build the Information Portal

• Tier 2 – Information Portal

- Dashboards & Automation
- Query by simple navigation only

<u>Tier 3 – Data Science Lab</u>

- This is becoming the focus now
- Expected use of Essbase for what-if analysis
- Natural language processing
- Integration with R & Python forecasting models



Hybrid Architecture



Data ingress from legacy systems including: Oracle 11g Oracle 12c VSAM & COBOL CSV & other extracts

Data egress to legacy systems including: SQL Server 2016

Oracle Analytic Summit 2020

Things to look out for

Upgrading to Autonomous

- False Starts
 - First Effort Public 'Shared' Autonomous Data Warehouse
 - Integration problems connecting to on-premise data sources
 - Second Effort Private 'Dedicated' Autonomous Data Warehouse
 - Allowed for better connectivity with our on premise assets
 - Required implementation of Remote Data Gateway to facilitate Oracle Analytics connectivity
- Character set change
 - The Autonomous Database Service requires Unicode AL32UTF8
 - Required data migration steps to resize columns and handle whitespaces
- 11g 19c
 - Legacy on-prem assets which were behind rev levels were difficult to integrate with 19c
 - Required some process re-engineering to be successful
- SQL Server & SSIS Integrations
 - Required update of SQL 2012 databases to SQL 2016
 - Make sure you have the correct SQL Server Driver Oracle Provider for OLE DB 19.1
 - Tune Fetchsize parameter appropriate to your data profile, we landed on 50000

Performance Improvement & Labor Savings

Success Story

- Nightly Loading processes performance increased by 4x
- Oracle Analytics Visualizations and Dashboard Performance improved 50%
- 25% cost reduction for managed services associated with dba and Linux administration activities as a result of moving from DBaaS to Autonomous DW

ETL Run Time Comparison





Feb

Jan

New Data Sources & Growing Data Science

What's Next

- Workday Integration
 - Model & ETL Processes to load Workday Data
 - Integrate with Workday Data with existing model
 - Expand to capitalize on new opportunities
- Capitalize on the ML/AI/Graph Capabilities in Oracle Autonomous Database
- Leverage Elastic Scalability to optimize expenditures and create opportunity for ondemand performance increases



Thank you

