



## Business Intelligence Professional Services

The Business Intelligence (BI) specialists at Lancet<sup>SM</sup> help IT professionals and business leaders with strategic leadership, hands-on project implementation and professional training across the entire lifecycle of their BI program. Founded in 1997, Lancet is one of the leading MicroStrategy<sup>®</sup> partners in the world.

## A Disciplined Approach to BI

Your Need	Synch the BI program with business goals and data-driven decision-making	Confidently coordinate funding, resources and internal support to make the BI program a reality	Establish a scalable foundation to support your BI needs today — and tomorrow	Manage multiple projects for efficient, cost-effective and on-time delivery	Ensure that the BI platform runs reliably on a day-to-day basis
<div style="display: flex; justify-content: space-between;"> <span><i>Dream</i></span> <span><i>Drive</i></span> <span><i>Define</i></span> <span><i>Deliver</i></span> <span><i>Deploy</i></span> </div>					
The Lancet Solution	We'll help establish a vision for your BI program that fully integrates with overall strategy	We'll provide a proven framework to guide your people, tools and projects across the full BI lifecycle	We'll identify the right architecture for optimal performance and future growth	We'll support your team with specialized skill sets, additional resources and BI best practices so every project can exceed user expectations	We'll help you improve your daily operations and service levels, whether you need backup coverage for staff vacancies or want to outsource your entire administration

### Get Your BI Program On Track — And Keep It There

As one of the leading MicroStrategy® partners in the world, Lancet<sup>SM</sup> delivers Business Intelligence strategy, project execution, platform administration and training to more than 100 MicroStrategy clients around the globe. Our experienced professionals can help you at every phase of your BI program — whether you're just starting out, maintaining or taking your program to a higher level.

### The Right People, the Right Results

Creating and maintaining a truly effective BI program takes more than just technology. Unlocking the power of your data for real business value requires top-down commitment, a carefully constructed plan and a dedicated team of specialists to implement the business vision.

At Lancet, we provide the expert resources you require across the full lifecycle of your BI program, from strategic leaders and BI architects to business analysts and hands-on developers. Working together, we help companies of all sizes reduce risk, improve decision-making and establish efficient, effective and data-driven workplaces.

### Flexible Delivery Options

At Lancet, we configure every engagement to your specifications in one of three formats:

<b>Work For You</b>	We'll take on the whole project for you, start to finish; let us execute while you focus on other priorities
<b>Work With You</b>	We'll work side-by-side with your staff to bring specialized skills or add capacity, working at our facility or yours
<b>Show You How</b>	We'll mentor your team members to help them learn the latest MicroStrategy techniques and BI best practices

### Lancet Can Help You:

- **Cement your BI program's reputation** to get the organizational buy-in, resources and internal support you need
- **Define, develop and deliver the BI functionality** your users require — on time and on budget
- **Augment your team** with expert MicroStrategy project support
- **Optimize the performance of your MicroStrategy platform**, so you can keep your internal staff on more strategic initiatives
- **Tap subject matter experts and industry-specific solutions** through our specialized practice areas in healthcare, retail and manufacturing

“ We rely on Lancet and have seen a great ROI. Whether it's BI strategy, planning or execution, they are always thinking about the complete solution. They prove their value every day. ”

Tom Palmer  
Premier Healthcare

“ The Lancet team not only knows BI, they understand the nuances of healthcare analytics. Our new dashboards give us confidence in our reports and data we can trust. ”

Elizabeth Morvant  
LHC Group, Inc.

## Total Support for Your Important BI Initiatives

With Lancet, you'll get ...	And you'll benefit from ...
A strategic — and disciplined — approach to Business Intelligence	Field-tested processes that demonstrate rapid ROI
One of the largest MicroStrategy talent pools in the world	Unparalleled expertise to quickly and cost effectively augment your staff, improve your efficiency or resolve tough issues
A flexible delivery model that's configurable to your needs and budget	Support that complements your resources with specialized talent and additional bandwidth
Dashboard and mobile services	Functionality that's optimized for the latest devices, and user interface design experts who understand how to present your critical business information in powerful, intuitive ways
A team approach to platform administration	The reliable, experienced support you need to keep your MicroStrategy platform running at optimal performance levels — while your staff focuses on more strategic activities
Collaborative coaching and training	The opportunity to learn — and institutionalize — BI best practices gleaned from working with more than 100 current MicroStrategy customers around the world
Specialized practice areas for healthcare, retail and manufacturing verticals	Subject matter experts who understand the business needs and unique analytical challenges of your industry
A nimble partner committed to your success	Transparent and respectful working relationships that keep you in the know and in control

Add Experienced MicroStrategy Resources to Your Next BI Project

Discuss Your Needs with a Lancet Specialist

Call: 952.230.7396 | Email: [info@lancetsoftware.com](mailto:info@lancetsoftware.com) | Visit: [www.lancetsoftware.com](http://www.lancetsoftware.com)

### Don't Become a Statistic

“70-80% of all corporate Business Intelligence projects fail due to poor communication, failure to ask the right questions and failure to consider the real needs of the business.”

ComputerWeekly.com  
January 10, 2011

“ With Lancet you get high-quality, experienced BI professionals with a strong business sense and work ethic. ”

John Lochner  
Land O'Lakes

### Is Working with Lancet Right for Us?

- Does your Business Intelligence (BI) program seem to fall short of its full potential?
- Is it a struggle to efficiently translate the business vision for your BI program into a reality?
- Do you need resources with MicroStrategy expertise to augment the technical skill of your team?
- Does your team need to understand and utilize BI best practices?
- Are you frustrated with your BI platform performance?
- Is it a challenge to deliver web and mobile dashboards that your users can't live without?
- Could coaching and hands-on training boost your team's skill and efficiency?



Lancet dashboards harness your raw data to empower anytime, anywhere web or mobile access.

## □ Add Experienced MicroStrategy Resources to Your Next BI Project

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### The Right People, the Right Results

Maximize your return on data with strategic leadership, hands-on project implementation and professional training from the Business Intelligence specialists at Lancet<sup>SM</sup>. As one of the leading MicroStrategy<sup>®</sup> partners in the world, Lancet helps IT professionals and business leaders define, build, manage and learn the discipline of Business Intelligence — and excel at its application. More than 100 clients around the globe rely on us for BI strategy, project execution, platform administration and training.



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