

## Open sales by stage

Period: This month



■ Prospect
 ■ SQL
 ■ First Meeting
 ■ Second Meeting
 ■ Decision

# Opportunities

15

Win rate

87%

Lead time (days)

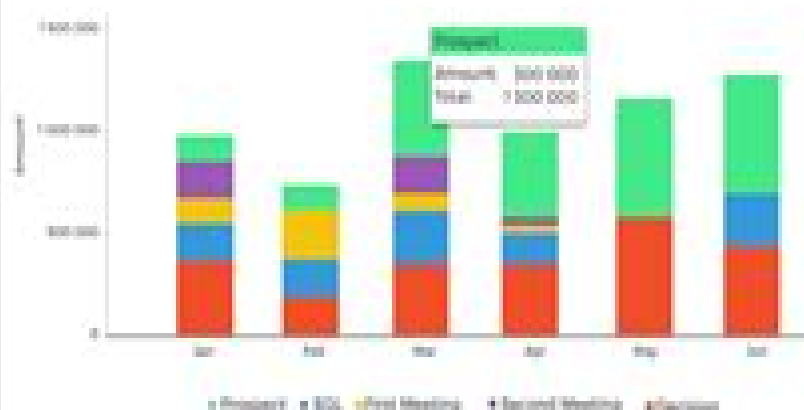
5

Avg. deal size

125 000

## Pipeline by closed date

Period: Current and last 5 months



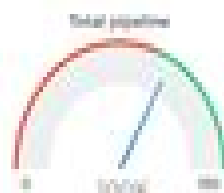
## Pipeline requirements

Period: This month



Quantity  
# of opportunities

4



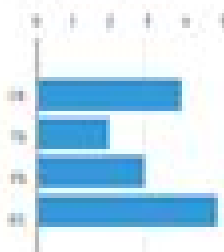
Quantity  
# of opportunities

8

## Activities

Activity date: This month

Prospect meetings



Customer meetings



Activity date: last 5 months

Missing activities - Opportunities without scheduled activities

Company	Contact	Open amount
Cruise Works	Sam	60 000
P. Apple	Frankie	120 000
i-Gemograph	Thomas	75 000
Denkiss	Lynda	180 000
Freelancer	Alex	20 000
Avantix	Sally	25 000
<b>Total</b>		<b>480 000</b>

# Glance Guide Analytics

**Subhashini Sharma Tripathi**



## **Glance Guide Analytics:**

Forensic Radio Survey Techniques for Cell Site Analysis Joseph Hoy, 2023-12-06 FORENSIC RADIO SURVEY TECHNIQUES FOR CELL SITE ANALYSIS Overview of the end to end process of planning undertaking and reporting of forensic radio surveying to support cell site analysis The newly updated and revised Second Edition of Forensic Radio Survey Techniques for Cell Site Analysis provides an overview of the end to end process of planning undertaking and reporting of forensic radio surveying to support the forensic discipline of cell site analysis It starts by recapping and explaining in an accessible way the theory structure and operation of cellular communications networks then moves on to describe the techniques and devices employed to undertake forensic radio surveys Worked examples are used throughout to demonstrate the practical steps required to plan and undertake forensic radio surveys including the methods used to analyze radio survey data and compile it into a court report A summary section condenses the technical and practical elements of the book into a handy reference resource for busy practitioners The Second Edition contains 25% brand new material covering 5G New Radio networks and 6G and beyond critical communications mobile satellite communications IoT networks Cell Site Analysis Tools and much more Other sample topics covered in Forensic Radio Survey Techniques for Cell Site Analysis include Radio theory covering RF propagation basic terminology propagation modes multipath transmission and carrying information on a radio signal Core networks including 2G 3G 4G and 5G subscriber and device identifiers and international and temporary mobile subscriber identities Cell access control covering cell barring forbidden LAC TAC location updating inter and intra carrier handovers and 3GPP network types Forensic radio surveys objectives terminology and types along with location static spot and indoor surveys The Second Edition of Forensic Radio Survey Techniques for Cell Site Analysis is an essential reference on the subject for police analysts practitioners technicians investigators and cell site experts along with legal professionals and students trainees in digital forensics **IBM Netcool Operations Insight Version 1.4: Deployment Guide** Shaker Al-Muaber, Fernando de Andrade Cavalcanti, Vasfi Gucer, Mario Schuerewegen, Steven Shuman, IBM Redbooks, 2016-07-26 IBM Netcool Operations Insight integrates infrastructure and operations management into a single coherent structure across business applications virtualized servers network devices and protocols internet protocols and security and storage devices This IBM Redbooks publication will help you install tailor and configure Netcool Operations Insight Version 1 4 Netcool Operations Insight consists of several products and components that can be installed on many servers in many combinations You must make many decisions both critical and personal preference The purpose of this document is to accelerate the initial deployment of Netcool Operations Insight by making preferred practice choices The target audience of this book is Netcool Operations Insight deployment specialists **The Analytics Lifecycle Toolkit** Gregory S. Nelson, 2018-03-07 An evidence based organizational framework for exceptional analytics team results The Analytics Lifecycle Toolkit provides managers with a practical manual for integrating data management and analytic

technologies into their organization Author Gregory Nelson has encountered hundreds of unique perspectives on analytics optimization from across industries over the years successful strategies have proven to share certain practices skillsets expertise and structural traits In this book he details the concepts people and processes that contribute to exemplary results and shares an organizational framework for analytics team functions and roles By merging analytic culture with data and technology strategies this framework creates understanding for analytics leaders and a toolbox for practitioners Focused on team effectiveness and the design thinking surrounding product creation the framework is illustrated by real world case studies to show how effective analytics team leadership works on the ground Tools and templates include best practices for process improvement workforce enablement and leadership support while guidance includes both conceptual discussion of the analytics life cycle and detailed process descriptions Readers will be equipped to Master fundamental concepts and practices of the analytics life cycle Understand the knowledge domains and best practices for each stage Delve into the details of analytical team processes and process optimization Utilize a robust toolkit designed to support analytic team effectiveness The analytics life cycle includes a diverse set of considerations involving the people processes culture data and technology and managers needing stellar analytics performance must understand their unique role in the process of winnowing the big picture down to meaningful action The Analytics Lifecycle Toolkit provides expert perspective and much needed insight to managers while providing practitioners with a new set of tools for optimizing results **IBM Netcool**

**Operations Insight: A Scenarios Guide** Vasfi Gucer,Zane Bray,Rob Clark,Jeff Ditto,Manzoor Farid,Maciej Olejniczak,Ahmed A Saleh,Lanny Short,Steve Shuman,IBM Redbooks,2016-07-20 IBM Netcool Operations Insight empowers your IT operations to use real time and historical analytics to identify isolate and resolve problems before they affect your business Powered by IBM Tivoli Netcool OMNIbus and the transformative capabilities of cognitive analytics Netcool Operations Insight consolidates millions of alerts from across local cloud and hybrid environments into a few actionable problems This IBM Redbooks publication gives a broad understanding of Netcool Operations Insight and describes several scenarios that show the capabilities of this solution in a real life environment Each scenario features a different capability of Netcool Operations Insight The scenarios are documented by using step by step figures with explanations to make them easier to implement in your own environment The scenarios in this book are broken into the following categories Network management related scenarios Network event and cognitive related scenarios Network event related scenarios The target audience of this book is network specialists network administrators and network operators **Complex Sport Analytics**

Felix Lebed,2017-05-12 This book is the first to combine principles from analytics complex systems theory multi disciplinary diagnostics and sport performance analysis It considers athletes teams and sport organizations in individual and team games as complex systems and demonstrates how complexity studies can enrich analytics and give us a more sophisticated understanding of the causalities of winning and losing in sports Part I introduces the basic categories of analytics and their

uses in elite sport Part II presents an original conception of sport analytics both as a complex of different kinds of processes and as a complexity adapted view of human systems acting in sport performance and management Part III considers the main principles of complex sport analytics expanding the prism of complexity to include all levels of a sport organization from athletes coaches and trainers to top decision makers and suggests practical applications and simulations for cases of both individual and team sports This is illuminating reading for any advanced student researcher or practitioner working in sport analytics performance analysis coaching science or sport management

Big Data on Campus Karen L. Webber, Henry Y. Zheng, 2020-11-03 How data informed decision making can make colleges and universities more effective institutions The continuing importance of data analytics is not lost on higher education leaders who face a multitude of challenges including increasing operating costs dwindling state support limits to tuition increases and increased competition from the for profit sector To navigate these challenges savvy leaders must leverage data to make sound decisions In Big Data on Campus leading data analytics experts and higher ed leaders show the role that analytics can play in the better administration of colleges and universities Aimed at senior administrative leaders practitioners of institutional research technology professionals and graduate students in higher education the book opens with a conceptual discussion of the roles that data analytics can play in higher education administration Subsequent chapters address recent developments in technology the rapid accumulation of data assets organizational maturity in building analytical capabilities and methodological advancements in developing predictive and prescriptive analytics Each chapter includes a literature review of the research and application of analytics developments in their respective functional areas a discussion of industry trends examples of the application of data analytics in their decision process and other related issues that readers may wish to consider in their own organizational environment to find opportunities for building robust data analytics capabilities Using a series of focused discussions and case studies Big Data on Campus helps readers understand how analytics can support major organizational functions in higher education including admission decisions retention and enrollment management student life and engagement academic and career advising student learning and assessment and academic program planning The final section of the book addresses major issues and human factors involved in using analytics to support decision making the ethical cultural and managerial implications of its use the role of university leaders in promoting analytics in decision making and the need for a strong campus community to embrace the analytics revolution Contributors Rana Glasgal J Michael Gower Tom Gutman Brian P Hinote Braden J Hosch Aditya Johri Christine M Keller Carrie Klein Jaime Lester Carrie Hancock Marcinkevage Gail B Marsh Susan M Menditto Jillian N Morn Valentina Nestor Cathy O Bryan Huzefa Rangwala Timothy Renick Charles Tegen Rachit Thariani Chris Tompkins Lindsay K Wayt Karen L Webber Henry Y Zheng Ying Zhou

*Predictive Analytics Using Rattle and Qlik Sense* Ferran Garcia Pagans, 2015-06-30 Qlik Sense Desktop the personal and free version of Qlik Sense is a powerful tool for business analysts to analyze data and create useful data applications Rattle

developed in R is a GUI used for data mining and complements Qlik Sense Desktop very well. By combining Rattle and Qlik Sense Desktop, a business user can learn how to apply predictive analytics to create real-world data applications. The objective is to use Qlik Sense to analyze data and complement it with predictive analytics using Rattle. This book will introduce you to basic predictive analysis techniques using Rattle and basic data visualizations concepts using Qlik Sense Desktop. You will start by setting up Qlik Sense Desktop, R, and Rattle and learn the basics of these tools. Then this book will examine the data and make it ready to be analyzed. After that, you will get to know the key concepts of predictive analytics by building simple models with Rattle and creating visualizations with Qlik Sense Desktop. Finally, the book will show you the basics of data visualization and will help you to create your first data application and dashboard. **Learn Business**

**Analytics in Six Steps Using SAS and R** Subhashini Sharma Tripathi, 2016-12-19. Apply analytics to business problems using two very popular software tools, SAS and R. No matter your industry, this book will provide you with the knowledge and insights you and your business partners need to make better decisions faster. **Learn Business Analytics in Six Steps Using SAS and R** teaches you how to solve problems and execute projects through the DCOVA and I Define, Collect, Organize, Visualize, Analyze, and Insights process. You no longer need to choose between the two most popular software tools. This book puts the best of both worlds, SAS and R, at your fingertips to solve a myriad of problems, whether relating to data science, finance, web usage, product development, or any other business discipline. What You'll Learn: Use the DCOVA and I process: Define, Collect, Organize, Visualize, Analyze, and Insights. Harness both SAS and R, the star analytics technologies in the industry. Use various tools to solve significant business challenges. Understand how the tools relate to business analytics. See seven case studies for hands-on practice. Who This Book Is For: This book is for all IT professionals, especially data analysts, as well as anyone who likes to solve business problems and is good with logical thinking and numbers. Wants to enter the analytics world and is looking for a structured book to reach that goal. Is currently working on SAS, R, or any other analytics software and strives to use its full power. *Unlocking LinkedIn Analytics* Barrett Williams, ChatGPT, 2025-02-28. Discover the secrets to elevating your LinkedIn presence with *Unlocking LinkedIn Analytics*. This comprehensive guide peels back the layers of LinkedIn's powerful analytics tools, empowering you to transform data into insights and insights into action. Whether you're a job seeker, entrepreneur, or industry professional, understanding LinkedIn Analytics is your gateway to success. Begin with the basics and uncover why analytics matter. Dive into key terms and metrics that serve as the backbone of your online strategy. Set clear objectives with actionable steps that align analytics with your professional goals. You'll learn how to prioritize metrics that truly matter, ensuring your efforts are effectively targeted and measurable. Explore who's viewing your profile and understand visitor demographics. Learn to leverage this data to increase your influence within your network. Analyzing content engagement metrics will help you fine-tune your content strategy, turning likes, comments, and shares into meaningful conversations and growth. Track your network's growth and analyze follower insights to expand your reach.

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culture of analysis inside your organization Why you should collect various types of data Why you need a strategy Why it must remain flexible Why your data must generate meaningful action The authors answer these critical questions and many more using their decade of experience in Web analytics      Web Analytics 2.0 Avinash Kaushik,2009-12-30 Adeptly address today's business challenges with this powerful new book from web analytics thought leader Avinash Kaushik Web Analytics 2.0 presents a new framework that will permanently change how you think about analytics It provides specific recommendations for creating an actionable strategy applying analytical techniques correctly solving challenges such as measuring social media and multichannel campaigns achieving optimal success by leveraging experimentation and employing tactics for truly listening to your customers The book will help your organization become more data driven while you become a super analysis ninja      **Business Analytics, Volume II** Amar Sahay,2019-11-08 This business analytics BA text discusses the models based on fact based data to measure past business performance to guide an organization in visualizing and predicting future business performance and outcomes It provides a comprehensive overview of analytics in general with an emphasis on predictive analytics Given the booming interest in analytics and data science this book is timely and informative It brings many terms tools and methods of analytics together The first three chapters provide an introduction to BA importance of analytics types of BA descriptive predictive and prescriptive along with the tools and models Business intelligence BI and a case on descriptive analytics are discussed Additionally the book discusses on the most widely used predictive models including regression analysis forecasting data mining and an introduction to recent applications of predictive analytics machine learning neural networks and artificial intelligence The concluding chapter discusses on the current state job outlook and certifications in analytics      Visual Analytics Fundamentals Lindy Ryan,2023-05-29 Master the Fundamentals of Modern Visual Analytics and Craft Compelling Visual Narratives in Tableau Do you need to persuade or inform people Do you have data Then you need to master visual analytics and visual storytelling Today the 1 tool for telling visual stories with data is Tableau and demand for Tableau skills is soaring In Visual Analytics Fundamentals renowned visual storyteller and analytics professor Lindy Ryan introduces all the fundamental visual analytics knowledge cognitive and perceptual concepts and hands on Tableau techniques you'll need Ryan puts core analytics and visual concepts upfront so you'll always know exactly what you're trying to accomplish and can apply this knowledge with any tool Building on this foundation she presents classroom proven guided exercises for translating ideas into reality with Tableau 2022 You'll learn how to organize data and structure analysis with stories in mind embrace exploration and visual discovery and articulate your findings with rich data well curated visualizations and skillfully crafted narrative frameworks Ryan's insider tips take you far beyond the basics and you'll rely on her expert checklists for years to come Communicate more powerfully by applying scientific knowledge of the human brain Get started with the Tableau platform and Tableau Desktop 2022 Connect data and quickly prepare it for analysis Ask questions that help you keep data firmly in context Choose the right charts



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*Hallo Microsoft Excel: Mastering Data Analytics* Agus Kurniawan, Dive into the world of data analytics with Hallo Microsoft Excel Mastering Data Analytics a comprehensive guide designed to unlock the full potential of Microsoft Excel as a powerful tool for data analysis From the basics of data entry and formatting to the complexities of dynamic reports and dashboards this book demystifies Excel s most advanced features making them accessible to analysts data enthusiasts and professionals seeking to enhance their analytical skills Through a series of hands on labs and real world scenarios inspired by discussions from a vibrant online community readers will learn to navigate Excel s intricate functionalities with ease and confidence Hallo Microsoft Excel Mastering Data Analytics takes you on a journey through the art of data visualization conditional formatting growth analysis and beyond offering practical instructions and expert tips every step of the way Whether you re analyzing sales data exploring market trends or creating compelling visual reports this book provides the insights and step by step guidance needed to transform raw data into actionable insights By leveraging Excel s capabilities for interactive reporting you ll discover how to present data that speaks volumes making complex analyses understandable and engaging for any audience Designed with the reader in mind this book bridges the gap between theoretical knowledge and practical application ensuring you can apply Excel s data analytics capabilities to your real world challenges immediately Hallo Microsoft Excel Mastering Data Analytics is not just a manual it s a transformational tool that empowers you to make informed decisions based on robust data analysis Whether you re a novice eager to learn or a seasoned professional looking to refine your skills this book is an essential resource for anyone ready to harness the power of Excel for data analytics

**Handbook of Emergent Methods** Sharlene Nagy Hesse-Biber, Patricia Leavy, 2013-10-15 Social researchers increasingly find themselves looking beyond conventional methods to address complex research questions This is the first book to comprehensively examine emergent qualitative and quantitative theories and methods across the social and behavioral sciences Providing scholars and students with a way to retool their research choices the volume presents cutting edge approaches to data collection analysis and representation Leading researchers describe alternative uses of traditional quantitative and qualitative tools innovative hybrid or mixed methods and new techniques facilitated by technological advances Consistently formatted chapters explore the strengths and limitations of each method for studying different types of research questions and offer practical in depth examples

*Using Digital Analytics for Smart Assessment* Tabatha

Farney,2018-12-13 Tracking the library user s journey is no simple task in the digital world users can often navigate through a series of different websites including library websites discovery tools link resolvers and more just to view a single journal article Your library collects massive amounts of data related to this journey probably more than you realize and almost certainly more than you analyze Too often library analytic programs simplify data into basic units of measurements that miss useful insights Here data expert Farney shows you how to maximize your efforts you ll learn how to improve your data collection clean your data and combine different data sources Teaching you how to identify and analyze areas that fit your library s priorities this book covers case studies of library projects with digital analytics ways to use email campaign data from MailChimp or ConstantContact how to measure click through rates from unavailable items in the catalog to the ILL module getting data from search tools such as library catalogs journal search portals link resolvers and digital repositories using COUNTER compliant data from your electronic resources techniques for using Google Tag Manager for custom metrics and dimensions descriptions of analytics tools ranging from library analytics tools like Springshare s LibInsights and Orangeboy s Savannah to more focused web analytics tools like Google Analytics Piwik and Woopra and data visualization tools like Tableau or Google Data Studio Focusing on digital analytics principles and concepts this book walks you through the many tools available including step by step examples for typical library needs     **Pro SQL Server 2008 Analytics** Brian Paulen,Jeff Finken,2009-11-03 Pro SQL Server 2008 Analytics provides everything you need to know to develop sophisticated and visually appealing sales and marketing dashboards using SQL Server 2008 and to integrate those dashboards with SharePoint PerformancePoint and other key Microsoft technologies The book begins by addressing the many misconceptions that surround the use of key performance indicators KPIs and giving a brief overview of the business intelligence BI and reporting tools that can be combined on the Microsoft platform to help you generate the results that you need The focus of the book is to help you implement a successful business intelligence project of your own The text discusses many of the required project planning components provides overviews and examples associated with Microsoft s BI tools and gives detailed examples of successful dashboard implementations     Advanced Web Metrics with Google Analytics Brian Clifton,2012-03-30 This book is intended for use by customers using Google Classic Analytics and does not cover the newer Google Universal Analytics or related Google Tag Manager Google Analytics is the free tool used by millions of web site owners to assess the effectiveness of their efforts Its revised interface and new features will offer even more ways to increase the value of your web site and this book will teach you how to use each one to best advantage Featuring new content based on reader and client requests the book helps you implement new methods and concepts track social and mobile visitors use the new multichannel funnel reporting features understand which filters to use and much more Gets you up and running with all the new tools in the revamped Google Analytics and includes content requested by readers and users especially for new GA users Covers social media analytics features advanced segmentation displays multi dashboard configurations and using

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**The Future of Project Management** Igor Vrečko, Brigita Gajšek, 2023-11-14 Modern project management is different from what it was ten years ago New methods and tools have been developed the number of projects and members in project teams has increased professionalism in project management has generally increased and projects have become highly complex Parallel to this artificial intelligence automation information and communication technology human resources management and many other areas are being developed which will continue to impact project management in the future significantly At the same time new generations of young people are entering the labour market with different needs and expectations for project work The authors of the book provide decision makers project workers and students with an insight into the modern challenges of project management due to digitization artificial intelligence and project economy The book is based on knowledge of classic management principles but does not follow them blindly arguing that modern project management is based on people their values and the intelligent use of methods techniques and emerging technologies

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