

Panorama NovaView Spotlight

Focus on the Relevant

Across every organization, people need accurate, up-to-date, relevant information to make decisions and take timely actions. While many business intelligence solutions provide ways to create reports and views, users often end up with so much data that it's hard for them to find or focus on what they really need.

Panorama Software's Proactive Business Intelligence solutions are the next generation of BI by helping users focus on relevant information, take corrective actions and automate the routine.

NovaView Spotlight lets you view your data your way. You choose the information that's relevant to you and your job – Key Performance Indicators (KPIs), data cells, charts – and use a drag-and-drop utility to display your choices within a Microsoft® Office application.

You don't need any technical knowledge of BI to get the insights you need. If you can use Microsoft® Outlook™ to handle your schedule and email or use Microsoft® Excel™ to create a spreadsheet, you can use NovaView Spotlight to focus on just the key performance measures most relevant to your work.

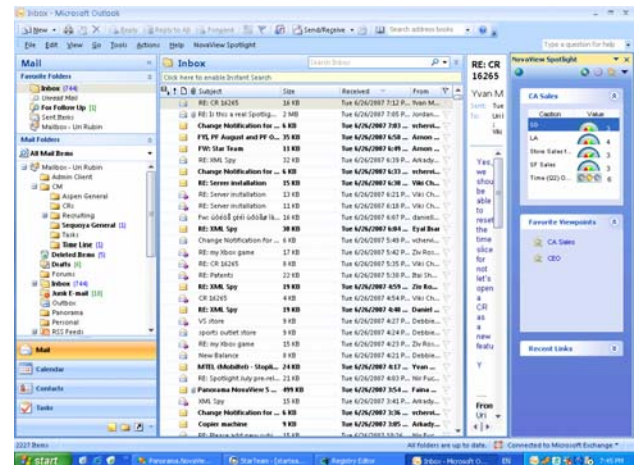
You never have to open a separate BI application; you view the metrics of your choice in the Office application that you use all day long.

Introducing NovaView Spotlight

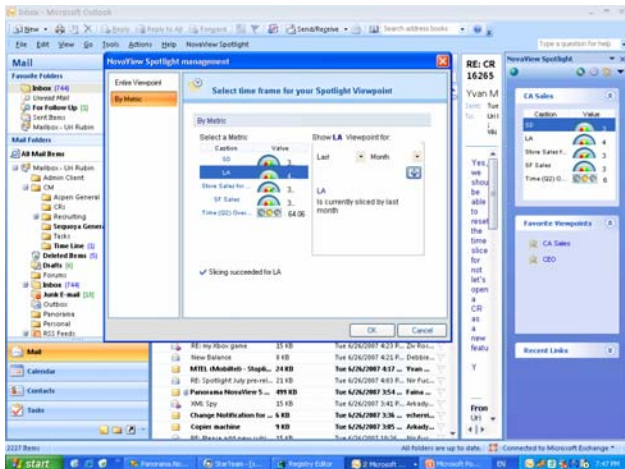
NovaView Spotlight is a task pane that appears on the side of Office applications and acts as a personal dashboard. Spotlight works directly from Outlook, Excel, and Word in Office 2003, and from all Office 2007 applications. A very powerful search feature enables users to find information contained in any report on their NovaView server and simply drag-and-drop it into the NovaView Spotlight, creating a "viewpoint."

NovaView Spotlight is automatically updated from your data warehouse. It's a seamless link to all the information in NovaView, without the user worrying about how the underlying BI technology works.

You can easily pull together information from different areas of your business and from multiple reports (crosstabs, charts, "Smart Reports"). Using a cell-level, context-sensitive menu, NovaView Spotlight lets you:



- ▶ Choose relevant metrics and see them in an application you already know
- ▶ Use a powerful search feature to find your most important metrics
- ▶ Easily add or delete elements through an intuitive drag-and-drop utility
- ▶ Incorporate individual data cells, ranges of cells, and KPIs
- ▶ Tailor the look of each viewpoint to your personal preferences
- ▶ Easily open for further analysis the NovaView report or view on which the Spotlight metric is based
- ▶ See "live" data, with your metrics refreshed by the newest data on your server
- ▶ Publish and share your viewpoints with colleagues
- ▶ Synchronize NovaView Spotlight data to allow offline analysis in your Office application



bottom of the panel is a list of recent links, showing him the views from which his metric originated.

A menu offers a variety of actions the user can take to choose and personalize Spotlight. From this menu, you can:

- ▶ Create a new viewpoint
- ▶ Save a viewpoint
- ▶ Update and synchronize data to allow offline analysis
- ▶ Publish a viewpoint for use by colleagues
- ▶ Choose a default viewpoint
- ▶ Select a time frame, if you want to always see the current month, for example
- ▶ Remove a viewpoint from your favorites
- ▶ Drill through to the full report your metrics are taken from

Focus on Relevant Business Information

Who can do a better job with the help of NovaView Spotlight?

A regional vice president needs to keep track of sales totals for each state in her division, so she creates separate viewpoints for each state – “California Sales,” “Oregon Sales,” “Washington Sales.” When a Viewpoint alerts her to a decline in California sales, she can go directly to the full NovaView report to analyze what’s happening.

A sales manager can open Outlook first thing in the morning and see a NovaView Spotlight viewpoint named “Team Sales Results.” This viewpoint includes KPIs highlighting month-to-date results against goals for each sales rep on his team.

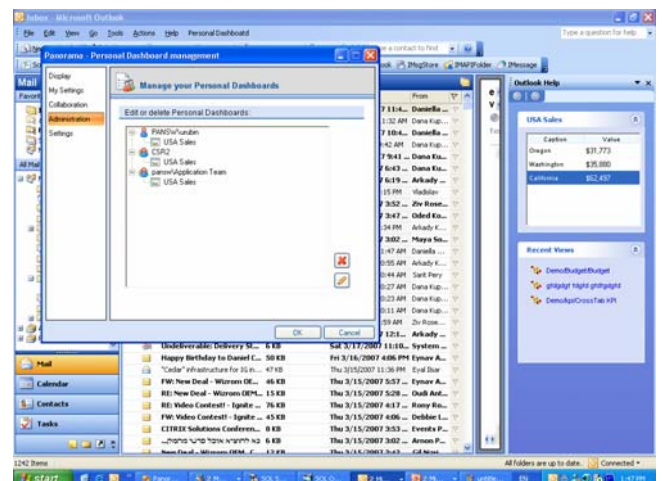
In turn, each salesperson can see month-to-date sales for his or her key accounts in a personal “Sales Results” viewpoint. Without leaving Outlook, the sales rep can open a report showing current and historical sales activities for each customer.

Drag-and-Drop Ease, Automatic Updates

When the sales manager or executive comes into the office in the morning and opens Outlook, he or she can click on a taskbar at the top of the page to open NovaView Spotlight. A small rectangular pane opens on the side of the Outlook window. The top of the pane displays the current Spotlight viewpoint; a middle section lists favorite viewpoints; and at the

NovaView Spotlight takes advantage of views and reports stored in reports and views on the NovaView server. Starting in Outlook or another Office application, a user can create multiple viewpoints that access different pieces of information contained in views and reports. You can even drag an entire pivot table onto NovaView Spotlight.

Each time Outlook is opened, the information is updated from the NovaView server so your data is “live,” reflecting the most recent updates.

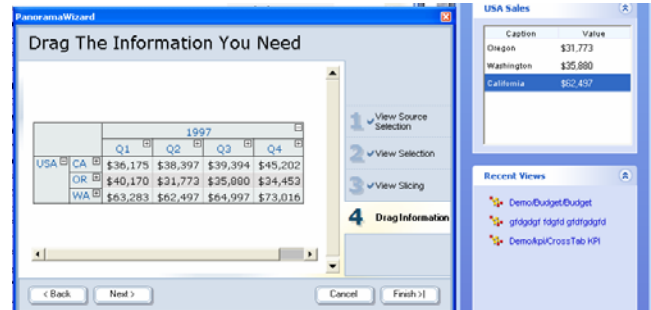


If you have a question about a particular KPI or data element in a viewpoint, you can do further analysis by

opening in a separate Web browser the NovaView report that the data is based on. Spotlight also contains links to other NovaView reports, such as a list of your most frequently used reports, or you can manually select the reports you want to have available.

NovaView Spotlight Wizard Is Your Guide

The wizard makes it easy for casual users to access BI content with no knowledge of how the BI system works. Users are guided to content in a NovaView briefing book and through keyword searches for relevant information.



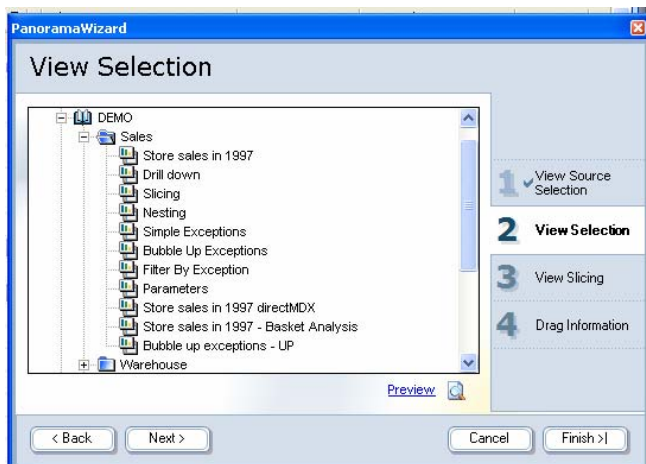
Administrators can configure NovaView Spotlight so that pre-built viewpoints can be made available to users based on their roles and user profiles. NovaView's integrated security works across the entire NovaView BI suite.

Useful Facts in Familiar Environment

Panorama NovaView is a comprehensive suite of web-based business intelligence applications, offering the best of query and analysis, formatted reporting, performance dashboards, KPI scorecards, modeling, advanced visualization, and automated report distribution. It is designed around the concept of Proactive Business Intelligence (PBI), in which a user works with relevant data to gain insights which then enables quick corrective action, PBI also refers to actions that are triggered automatically by anticipated events so that routine business decisions are automated (e.g., ordering when inventory hits a critical point).

NovaView Spotlight brings the idea of Proactive Business Intelligence to all information workers within a company through the familiar environment of Microsoft Office, where users are already at ease.. It empowers end users to easily gain insights from the data that are relevant to them, without learning BI technology or even having to open a separate application.

With NovaView Spotlight, you can have your critical metrics – the information *you* need to do *your* job better – in plain sight all the time.



NovaView views and reports are XML documents. NovaView Spotlight's search feature uses keywords to search through all the XML content stored in the NovaView briefing books. This means that users can search through all views and reports without navigating to a particular document; you don't have to know the name of the report you are looking for.

Once the relevant information is located, users can drag any element of the view or report they want into NovaView Spotlight. In a single session, a user can drag and drop as many data elements – single cells, cell ranges, KPI indicators, and graphs – from multiple views as desired.