IT.

IT leaders tell us that they spend more time on reporting requests than they can afford.

While they truly want to meet demands from senior management, reporting requests can become tedious and time-consuming due to a communication gap or the sheer volume of requests. Ongoing reporting requests leaves IT leaders pressed for time. Alongside the additional pressure to complete other tasks and projects, work-life balance may turn into a work-work balance.

Below, we outline some of the common statements we get from IT managers and CIOs before they purchase business intelligence. We offer a rebuttal based on the experiences of the many IT leaders who have made the switch to Phocas business intelligence.

STATEMENT

If I introduce a new reporting tool into my business, how will it affect me and my staff?

REBUTTAL

Many IT managers find that implementing Phocas allows them to use their resources more effectively. For example, IT leaders introduce Phocas into their businesses and find their team has more time to focus on security, risk mitigation and on maintaining IT infrastructure. **Phocas gives you the opportunity to use your resources on business-critical projects.**

With Phocas, the IT team can save the time usually spent on reporting to focus on:

Maintenance   **Security**   **Risk mitigation**

STATEMENT

My IT director and senior management have concerns about Phocas connecting to their business data. They don't want our data to leave our organisation due to security concerns. Releasing data externally could lead to risk.

REBUTTAL

Phocas is a governed data discovery. The IT team is always in control. Phocas offers connectivity to all Open Database Connectivity (ODBC) and Java Database Connectivity (JDBC) compliant databases. Phocas can be run on-premise or hosted, so the data does not have to leave your site.

I'm so busy - I don't have time to implement a new application into the business and offer support.

The good news is Phocas does the implementation and manages the implementation process. All Phocas generally asks of IT teams is to allow remote access for data extraction and sometimes some assistance with validation.

Estimated IT involvement = **less than 5 hours**

Estimated time and cost savings for IT = **ENDLESS**

If I release control of our data, will staff in my organization be able to modify it?

Phocas offers self-service access to data that is IT governed. Phocas does not write back to your ERP system in any way. Phocas is safer to give to end users than standard reports as it is not reporting live and directly to the database. You won't see any performance issues as no one can change any live data.

Phocas is secure and your IT team is always in control

I can create a piece of basic reporting software myself, why do I need Phocas?
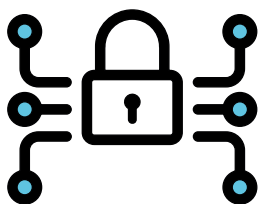
Phocas is a dedicated BI solution which let's end users query their own business data. It is very different to a static report generated from an IT person. Implementing Phocas decreases the cost, time, and resources for IT teams to create their own solution. Furthermore, Phocas is an industry leader (link) which is at the forefront of BI technology. This ensures your business is always receiving the latest and greatest features in business intelligence as well as security protection.

"Our team can ask all sorts of questions and **Phocas will deliver the answers** quickly and easily."

Andy Taylor, IT manager for Baylis & Harding PLC.

Phocas is just Excel on pivot tables.

Unlike Excel, Phocas is capable of handling millions of transactions. Phocas can also create visual KPIs which alert you and empower you to act on opportunities, threats, and trends quickly. Phocas is also unbreakable - formulas in Excel can be prone to typo's which are difficult to identify and can result in incorrect figures.

Phocas.