

CIOReview

The Navigator for Enterprise Solutions

DATA ANALYTICS SPECIAL

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CIOREVIEW.COM

20 Most Promising Data Analytics Solution Providers - 2018

Companies are often coming up with creative ways to enhance customer experience. Thus, adaptation to the staggering amount of data accumulation has provided the academic and the economy with unprecedented knowledge of population patterns. But the data accretion is vast in its quantitative measures and is susceptible to duplications, glitches, and factual errors. Additionally, on the qualitative front, the talent required for data clearing is scarce in their availability along with the upsurge in the use of storage space. Security is another major issue for data mining companies as big data is often vulnerable to cyber breaches, ethical hacking, and malware attacks that lead to loss of trust in data.

As 2018 commences, companies are far more motivated to adopt ambitious analytics trends to amplify the worth of web experience in day-to-day lives. Small and medium-sized companies are increasingly more enthusiastic about reaping the benefits of data analytics and are willing to

outsource their analytics requirement to data companies specializing in it. Down the line, this year EU General Data Protection Regulation will come into effect and open up new opportunities for data scientists to explore.

In conclusion, the data analytics landscape is flooded with myriad solutions and thus zeroing in on the apt one remains an uphill task for a CIO. To tread on the right path, CIOReview Magazine has become the torch bearer in the data analytics landscape. Our distinguished selection panel, comprising CEOs, CIOs, VCs, industry analysts and the editorial board of CIOReview Magazine narrowed the excellent providers that exhibit competence in delivering data analytics solutions.

We have considered the vendor's ability in building solutions and services that can effectively yet economically account for advanced and effective data analytics offerings, keeping in mind the factor of time-focused delivery. We present to you CIOReview's 20 Most Promising Data Analytics Solution Providers - 2018.

Maine Pointe

recognized by CIOReview magazine as

20 MOST PROMISING
DATA ANALYTICS
SOLUTION PROVIDERS - 2018

An annual listing of 20 companies that are at the forefront
of providing data analytics solutions and impacting the marketplace

Company:

Maine Pointe

Description:

Harnessing the power of advanced data analytics to drive cost, cash and growth

Key Person:

Steve Bowen,
Chairman & CEO,
Steve Ottley,
EVP Analysis,
Nathanael Powrie,
Director Data Analytics

Website:

maine pointe.com

Maine Pointe Turning Data into Dollars across Procurement, Logistics and Operations

In an interview with CIO Review, Steve Ottley, EVP, Analysis and Nathanael Powrie, Director, Data Analytics, Maine Pointe talk about how the company is helping CEOs and senior executives visualize and realize the power of data to create an optimized demand-driven digital supply chain for competitive advantage.

According to the Maine Pointe team, “The opportunity to harness the power of data analytics to drive cash, cost, and growth remain largely unexploited, especially in the supply chain.”

An Untapped Opportunity

Steve Ottley: “Achieving the great promise of Industry 4.0 and the industrial internet of things (IIoT) requires changes to current methods of production, processing, and manufacturing. What we are seeing is that, at best, companies have captured just a third of the potential value. With many executives struggling to extract value and drive differentiation through data analytics and IIoT, it is imperative for companies to cultivate a team with an abundance of unique expertise, cultured analytic techniques, and data richness.”



Steve Ottley

The shift to operational data analytics

Nathanael Powrie: “Over the past five years, investment in analytics has been predominately focused on the front-end of the business to enhance the customer experience. However, leading research indicates that given the level of technology innovation, the emphasis is shifting to the advancement of the demand-driven digital supply chain back-end. Harnessing the

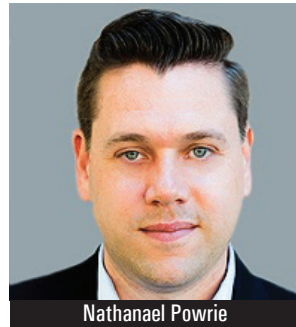
power of ever-growing enterprise data using advanced predictive analytics is giving companies proactive ways to manage extreme market volatility and global competition.”

Measurable results

Nathanael Powrie: “Decision-makers in a data-driven organization, are able to make more accurate predictions and this can have a significant impact on EBITDA, cash flow, and growth. We worked with a \$50Bn energy company where executives were struggling to optimize remote site service operations across three divisions. Deploying advanced data analytics capabilities, in collaboration with operations and logistics expertise, we were able to help save \$45M on a sustainable basis. Another example is a specialty chemicals company that wanted to make use of advanced forecasting models to become a smarter buyer and improve margins. Our predictive analytics model allowed the supply chain and sales organizations to look at current, targeted pricing indices and use that information to predict raw material price fluctuations to buy and sell more competitively.”

A key enabler to driving and tracking measurable transformation and change

Steve Ottley: “Senior executives are universally interested in meaningful tools to help communicate where and how opportunities can be realized in their business to achieve high performance and competitive advantage. Grounded



Nathanael Powrie

in data analytics, Maine Pointe’s Total Value Optimization™ (TVO) approach illustrates how companies that adapt quickly and optimize value will survive and thrive, while those that don’t are likely to face a steady decline in market share, profitability, and market presence. Data analytics is a key foundation in helping

companies transform their supply chain and compete on value. It provides the bedrock of actionable insights that help companies identify, track, measure and report on demand patterns and operational improvements to improve EBITDA, cash and enable growth.”



The opportunity to harness the power of data analytics to drive cash, cost and growth remain largely unexploited, especially in the supply chain. Maine Pointe acts as the pragmatic bridge between big data, supply chain and customer experience corporate initiatives to drive measurable value

Nathanael Powrie: “Many organizations lack timely, accurate and consistent data. At the same time, it’s become apparent that executives who have attained insight into existing and emerging opportunities are achieving competitive advantage. Put simply, if you are not harnessing the power of data analytics, you can’t make fact-based decisions about your business or ever achieve a collaborative end-to-end supply chain.” **OR**