

Connect the dots between your goals and our software

With business integration support services from MITS

MITS Distributor Analytics makes the most impact on your business when it's deployed strategically. Our Business Integration Program (BIP) will help you connect the dots between your business goals and our software, so you can keep everyone on track and see immediate results—the best way to drive adoption.

If your business could benefit from working with one of our adoption specialists, choose from three packaged options, or contact us to design a custom program to meet your specific needs.

Package 1 Executive Review

Description

This package is designed for companies that want a MITS adoption specialist to familiarize key executives with their new analytics solution before they start the process of rolling MITS out to users across their company.

You will have a two-hour executive review call with a specialist, followed by a written report of key users, metrics, and reports/dashboards identified during the call.

We will also follow up with you three months after the Executive Review to see how your rollout is going, and if additional adoption support or customizations are needed.

Deliverables

1 two-hour executive review call with a MITS adoption specialist

Written report covering key focus areas identified during the call, which may include:

- Metrics that may need further exploration
- Top 3-5 reports/dashboards to focus on for initial roll-out
- Customizations/modifications or business process changes needed to meet identified business needs

3 month check-in email

Timeframe

1 week—Includes preparation, conducting the hand-off call, and drafting the written report

Designed For

New customers—executives, managers

Package 2 Rollout Plan

Description

This three-phase package is designed for companies that want more help creating their initial rollout plan for reporting and analytics, as well as an online business integration session for key managers.

Phase 1 includes a two-hour Executive Review call with key executives, covering priority users, metrics, and reports/dashboards. Your adoption specialist will gather information during this session for the second phase of this package.

Phase 2 includes three interviews with key stakeholders, a written rollout plan, and a two-hour call to review/refine recommendations. The plan will cover:

- Initial business unit(s) and users
- Company goals, business objectives, and success criteria
- Training requirements
- Report, dashboard, and scorecard priorities
- Draft of at least one goal-oriented dashboard to use as a starting point

Phase 3 includes a two-hour online business integration session for department managers where they will learn how to modify existing and create new reports with additional data points, sorted and filtered to answer key questions.

Deliverables

1 two-hour executive review call with a MITS adoption specialist

3 one-hour phone interviews with key stakeholders

A written rollout plan, including recommendations on what to focus on first and why:

- Users—by function
- Reports, dashboards, scorecards
- Key metrics
- Timeline for training and user rollout

1 two-hour rollout plan review call

1 two-hour online business integration session for department managers

Timeframe

2-3 weeks

Designed For

New and existing customers

Package 3 Adoption Workshop

Description	<p>MIT S will work with your team to create a workshop designed to drive adoption of reporting and analytics, including understanding what your data means and how to apply it to everyday business decisions.</p> <p>Participants will learn the functions of the software—filtering, sorting, adding trending calculations—while also working with your company’s customer, branch, sales, and other data. Participants will be asked to find the answers to a range of questions using live data in MIT S for their particular business segment.</p>
Deliverables	<p>3 one-hour phone interviews with key stakeholders</p> <p>Detailed agenda for an adoption workshop</p> <p>Workshop curriculum, including slides, exercises, and reports that will be used in the adoption exercises</p> <p>Conduct adoption workshop (onsite or online)</p>
Timeframe	3-4 weeks
Designed For	New and existing customers

If you purchase packages 2 & 3 at the same time, you will receive a 10% discount off of the combined package fee.

For companies that are looking for a more in-depth operational plan for aligning company operations around an agile, self-service analytics culture, MIT S can work with you to develop and implement a comprehensive project covering people, processes, and technology. Contact your MIT S representative for more details.

About MIT S

MIT S helps hundreds of distributors and manufacturers leverage the data in their ERP and other business systems to make better decisions, every day and at every level of their organization. Established in 1996, MIT S’ interactive reporting and business intelligence software combines industry best practices with the flexibility to meet the unique needs of every customer. From standard to custom reports, dashboards and scorecards, MIT S drives sales growth, profitability, and operational efficiency for competitive advantage.

MIT S

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