CIOReview

The Navigator for Enterprise Solutions

100 Most Promising SAP Solution Providers 2015

The enormous inflow and outflow of data is a quotidian trend for companies, regardless of their size and industrial operation. Data is paramount in decision-making and deriving desired business outcomes. In the realm of highly competitive business arena, there is a huge demand for tools that can effortlessly simplify the herculean task of managing, predicting, integrating, and analyzing data—both financial and enterprise—across various levels in an organization setting. SAP stands in this ecosystem as a leader in offering effective and the most befitting solutions that guarantee consistency of data, empowering enterprises to perform and deliver better results. SAP's offerings are being adopted not only by leading large enterprises, but also by small and mid-size companies to optimize their resources.

With its vast suite of solutions that span Business All-in-One, Business ByDesign, Business One, Business Suite, and mySAP, SAP allows companies to step forward and build tools to integrate SAP ideas into different business verticals. The enterprise software giant's applications are now helping organizations to achieve greater productivity and faster time to market, while decreasing operational cost and expanding the customer base. Further, developments in mobility, cloud and analytics are enabling new business scenarios and extending the reach of SAP applications to business users. SAP is now offering updated capabilities for enterprises seeking insight into large volumes of data—such as from the Internet of Things—while a new Edge edition of SAP's Lumira tool targets businesses with data-discovery features.
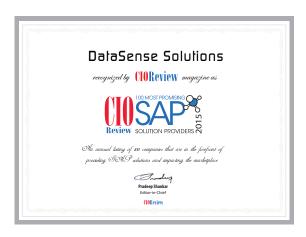
With the market embracing different modules of the software, the demand for interaction and collaboration between application suites to streamline business is rising. Most SAP providers are therefore offering integrated solutions that could be deployed on-premise as well as through private cloud placement, sensing the need of enterprises.

These myriad innovation calls for experts to transform SAP software and technologies into solutions that addresses strategic business needs. This is where SAP solution and consulting companies play the role of a propeller to drive enterprises to achieve excellence. The expertise of the companies to provide right data at the right time enables the marketplace to acquire sustainability, flexibility and succeed through innovation.

Amidst these developments, to help CIOs find the right SAP Solution Provider for their enterprises, a distinguished panel comprising of CEOs, CIOs, CMOs, VCs, analysts and the CIO Review editorial board has selected top players from over thousand SAP solution providers. The companies listed here demonstrate an ability to develop innovative technologies, methodologies, and outstanding customer service, while helping CIOs realign their IT strategy directly with that of the business.

In our selection, we looked at the vendor's capability to fulfill the burning need for cost-effective and flexible solutions that add value to the complex SAP landscape. We present to you CIO Review's 100 Most Promising SAP Solution Providers 2015.

DataSense Solutions
recognized by CIOReview magazine as

CIO Review SAP
100 MOST PROMISING
SOLUTION PROVIDERS 2015

An annual listing of 100 companies that are in the forefront of providing SAP solutions and impacting the marketplace

Pradeep Shankar
Editor-in-Chief
CIOReview

Company:
DataSense Solutions

Key Person:
Gary Bernstein,
President

Description:
Provides BI and DW solutions that help companies turn data into actionable information.

Website:
www.datasensesolutions.com

DataSense Solutions
Unlocking the Power and Value of Information

Data is paramount to every business and forms the crux of the management of resources, work processes and finances. However, an ever-evolving and competitive business landscape often brings surprises, challenges and opportunities. Companies need to strive relentlessly to find new data processing methodologies, analytical insights and solutions to meet customer needs and achieve their business goals. "Every business has data that needs to be organized, analyzed, presented and shared," says Gary Bernstein, President of DataSense Solutions—a leading SAP Gold Partner based in Massachusetts. "At DataSense, we empower businesses with best-in-class and affordable SAP business intelligence and data warehouse solutions for improved business decision making. We help companies transform their data into actionable information allowing them to boost productivity, curtail wasteful expenditures and

Gary Bernstein

increase profits," explains Bernstein. DataSense's SAP based Analytics portfolio encompasses the Business Intelligence (BI), Data Warehouse (DW), Enterprise Performance Management (EPM) and Enterprise Information Management (EIM) solutions catering to the needs of large and small customers from an array of industries including healthcare, insurance, manufacturing, retail and banking. This software is aligned to support both the short-term tactical and long-term strategic initiatives of an enterprise. DataSense also provides services ranging from helping clients evaluate and choose the optimal tools for their business needs to full implementation of solutions, including enterprise software installation, configuration and optimization, as well as the creation of analytical content like dashboards and reports. "Our partnership with customers at an executive level helps us coordinate their investments in software licenses and services to maximize business and financial benefits," adds Bernstein. "We have embraced SAP HANA, cloud, Big Data and mobile technology and offer a robust architecture and security review service, migration/upgrade assessments, system optimization, custom development and best practice recommendations."

Over 18 years DataSense has performed dozens of successful BI and DW implementations and has trained thousands of users on how to use and benefit from their BI environments. DataSense believes that honest communication is the key behind their success. "We believe in being transparent and giving our customers realistic insights on how a technology implementation can solve issues and walk them through the entire process," says Bernstein. "Our

> **Our partnership with customers at an executive level helps us to coordinate their investments on software licenses and services that maximize business and financial benefits**

team of skilled consultants, all of whom have extensive business and technical experience and knowledge of working on BI projects play a pivotal role in empowering clients' resources during and after implementation through training and mentoring," he adds.

Once, a regional community health network that supports ten Federally Qualified Health Centers (FQHC) engaged DataSense so it could implement a BI and DW solution that will provide secure access to a number of dynamic, operational, regulatory and quality reports. The firm architected, developed, and implemented a data warehouse and configured a fully integrated SAP BI reporting environment that allowed the client to collect and conform data from a number of disparate EMR and PM systems. With the centralized database and powerful reporting tools, the health network was able to empower member organizations with self-service reporting while allowing the health network to support in-depth requests for individual providers, monitor data integrity, perform cross organization comparisons and prepare operational metrics and dashboards.

The success stories of DataSense Solutions stand as a testament to its ability to help organizations optimize and maximize their investment with SAP Analytics tools and solutions. CR