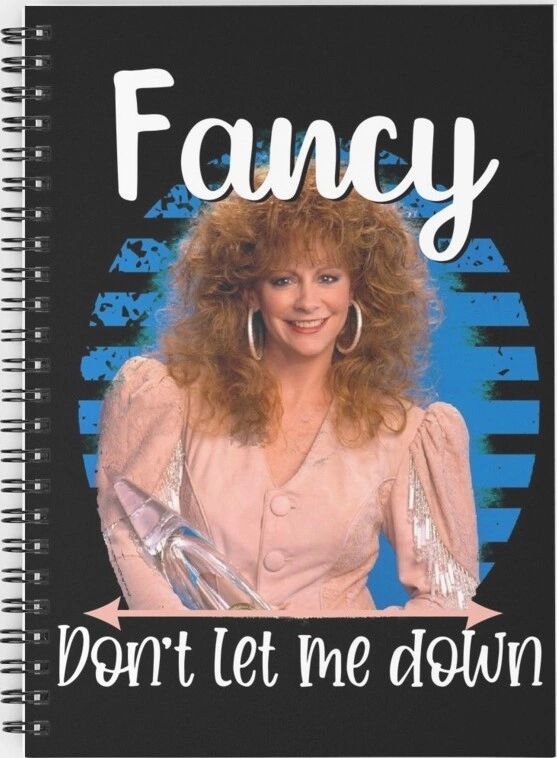
(Mr. Tenkey's Tips # 513)

March 9, 2021



Dear Management: I've seen a LOT of business intelligence software over the years.  
  
And they definitely can... calc this, graph that... spit out or spit up, whatever data is entered into them.  
  
But what I have NEVER seen... is one that is able to be used as "sold".  
  
Such as:  
- Being fully transparent with the data integrity, that is generating the output.  
- Having a USER FRIENDLY way of formatting reports/output... and changes to them.  
- Having reports/output that is presented in the "exact" format, leadership is wanting to see the data.  
- Being easily adjusted, for the foreseeable "changes" in how leadership will want to see it later on. Which at some companies, can literally happen monthly... (don't laugh, I've seen it).  
  
So, be careful out there peeps.  
  
I've seen many companies get excited... go through a LOOONNNGGG install process... only to end up scrapping it all.  
  
And with some of the biggest software names out there too.  
  
Be thoughtful of your WANTS from these types of programs... Look beyond the bells and whistles... to the real meat of the capabilities.  
  
MAKE SURE they line-up with your wants.  
  
And remember...  
  
Fancy software isn't great, unless it's more than just fancy.  
  
(More blog posts or buying my book @ www.mrtenkey.com)