



Celestial Business Intelligence

We believe BI technology combined with the right skillset and having the time to use it across your business can help you understand where you stand, accelerate your decision making and increase your chances of success. It can be your competitive advantage.

This document will help you understand our purpose with some real examples of how we can add value to your business

Celestial Business Intelligence (BI) - model overview



Our goal

We are service providers who want to arm you with continuous and real time comprehensive data stories, so you know where you stand on your priorities, get insights on your risks and opportunities and understand the decisions you must make timely. We want to be ...

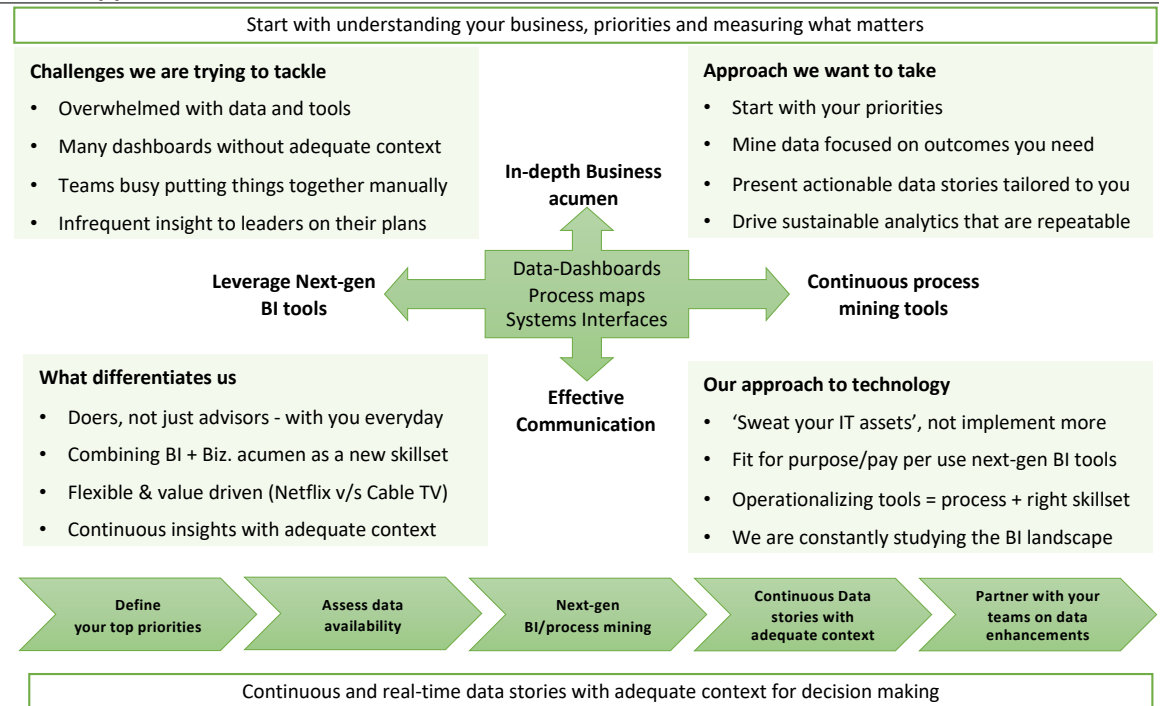
Operating partners and co-pilots in your journey towards achieving your goals, objectives and priorities.

Doers not just advisors to help you understand your current state and decisions required continuously across your business

Cross-functional **problem solvers and thinkers** that give life to your data and dashboards through data stories and business context necessary for leaders.

Operate with **BI as a core** to how we accomplish things for you. Bridge the gap between the pace at which technology is advancing and truly operationalizing it in a useful way.

Our approach



Our focus areas

❶ **Goals, objectives and priorities** ... measure progress through continuously updated data stories

❷ **Continuous improvement** ... define your current state and help you understand how you are operationalizing it

❸ **Strategy** ... In-depth data stories on your cost reset, unlock growth or transformation strategy

❹ **Next big idea** ... provide external and internal data stories quickly on your unanswered questions or hypothesis

Celestial BI – Our focus areas with some examples

Focus area	Goals, Objectives and priorities	Continuous improvement	Continuous improvement	Strategy – reset cost	Next big idea
Function	EHS	QUALITY	OPERATIONS	FINANCE	HR
Goal/ Approach	Goal: You are looking to maintain your I&I rate to below 0.4 Approach: We will work with your EHS teams to – identify key leading indicators, map data flow, present data stories (not just metrics) that will help you and the EHS team to get insights on your journey to I&I rate below 0.4	Goal: You want to reduce failure rate on component ‘A’ by 50% Approach: We will work with your quality, ops teams to – understand the RCAs, identify the top defect drivers and present standard performance metrics frequently so we can continuously monitor and improve to reach your goal	Goal: You want to increase your OTD to 90%+ Approach: We will work with your ops teams to – identify each step for the equipment/service to get to customer from supply chain and measure cycle time/lead time. This will help us identify and eliminate waste to reach a higher OTD	Goal: You want to monitor inflation and build a path to recovery Approach: We will work with your ops/finance teams to – identify the top inflation drivers for the business. We will layout the pricing, inflation trends along with your action items quantified on a data story.	Goal: You want to enhance your employee experience by reducing payroll defects Approach: We will work with your finance/HR teams to – to understand current payroll enquiry flow and associated data, identify top defect drivers and present standardized data story.
Celestial value-add	Imagine your employee concern reports and potential severe events (PSEs) coming to life on a data story visualization that you, your employees can see and understand at a glance weekly. 	Imagine that you can see a flash report of component ‘A’ coming out of your factory and a data story on the performance trends and defect drivers weekly. 	Imagine that you can see your equipment/service delivery to customer broken down into 10 steps and we lay out lead time for each step and cycle time for the flow. 	Imagine that you can see what drives most inflation on your business (E.g. steel prices, global logistics), how much of it can be recovered from customer pricing and the status of your cost productivity initiatives as you work offsets 	Imagine that you can see the top defect drivers and employee feedback that is causing payroll issues for you employees presented as a data story along with root causes and corrective actions. 

Celestial BI – Safety data story demo

Example deep dive into safety recordables for 2021

Injury category	Contractor	Full-time	Total
COVID	2	3	5
Factory procedures	5	10	15
Hand	42	54	96
Inadequate PPE	1	7	8
No stop work	1	2	3
Working in height	5	11	16
Total	56	87	143

You had 143 recordables during the year 2021. Top three categories of injuries were Hand related (67%/96 recordables), working in height (11%/16 recordables) and factory procedures (11%/15 recordables).

Hand injuries

Through analyzing your data further, we see that the likelihood of an hand injury is 2.5X in the following cases

- Employee 'tenure' is 0-3 years
- Employee performance rating is 'low'

Working in Heights

We also see that employees who are full-time are 4X more like to have an injury working at height compared to a contractor. Also 38.5% of recordables related to working in heights in from employees working at Orlando Factory.

Factory procedures

We see that when the tenure of employee is between 3 – 6 years in the company the likelihood of recordable due to not following factory procedures is 3X

Other Observations

- When employee tenure is more than 9 years, risk of COVID exposure is very high
- For employees with tenure 3 to 6 years, the likelihood of inadequate PPE is 11X

