**BUILT FOR GOVERNMENT** 



# MicroStrategy ONE Take Analytics to the Mission's Edge

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### **MicroStrategy Cloud for Government**

FedRAMP-Authorized | Built for Government Experience the #1 Enterprise Analytics Platform





### **Stay Ahead in the Cloud** Secure, data-driven solutions that meet expectations of the digital age



of citizens report that a great digital experience increases trust in government agencies

Embed data insights into existing federal applications for high adoption.

BCG, Digital Government Citizen Satisfaction Survey

FedScoop (underwritten by AWS), IT Insights Report

of citizens want the quality of government services to match those offered by private sector

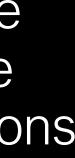
Leverage modern design tools to build citizen-centric application experiences.

# 44%



of federal IT leaders are using or starting to use cloud for critical applications

Improve efficiency and agility with more effective data management.







### **Mission for MicroStrategy Cloud for Government** Provide easy access to data to drive decisions that best serve citizens

MicroStrategy is committed to empowering the U.S. federal government with the trusted data they need to achieve mission success—and achieving FedRAMP authorization is a critical product milestone in support of this goal.





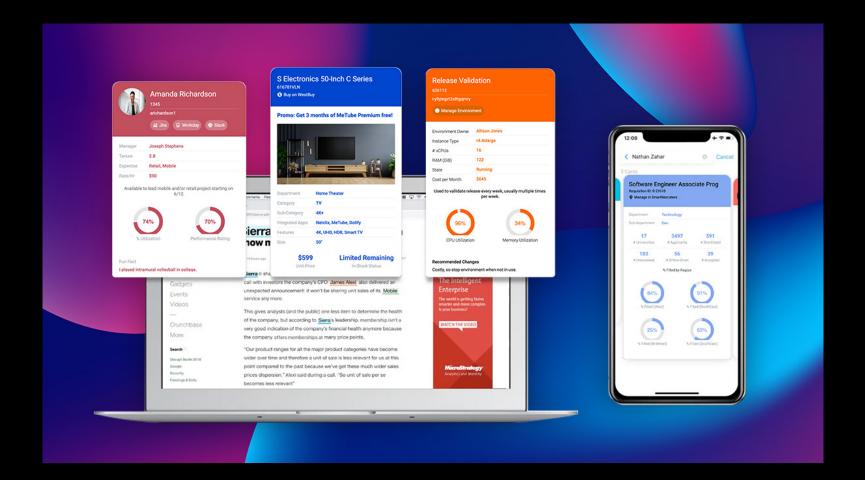




### **MCG Product Offering** What key product features are included?

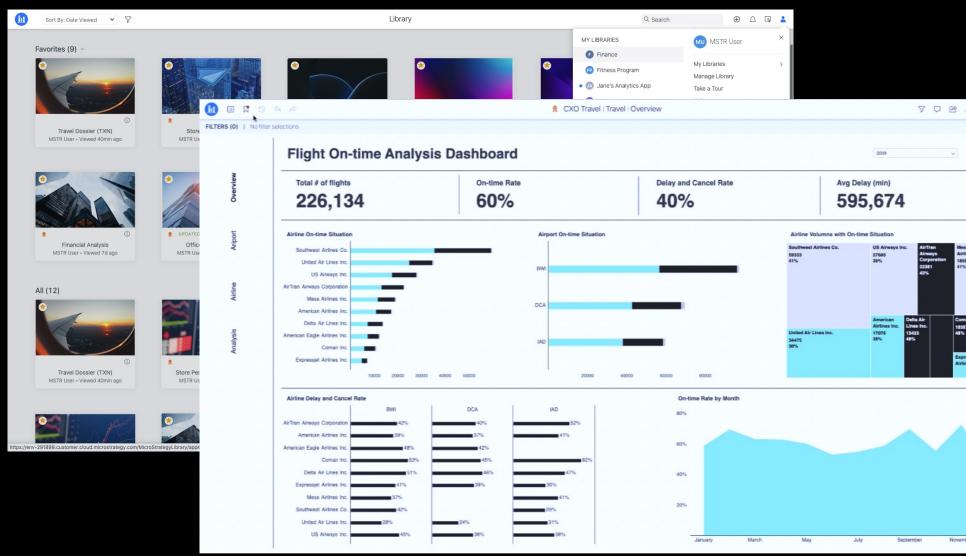
PRODUCTS

- Library Web
- Library Mobile
- MicroStrategy App
- Full HyperIntelligence Suite
- HyperSDK
- Workstation



### CONTENT TYPES

- Custom Applications
- Dossiers
- Reports
- HyperIntelligence Cards









per day to more than 40,000 users. It supports a full suite of reporting styles, and we find that's very helpful in being able to provide Airport Operations data where and when it's needed.

There's just so much information in the tool—we have recognized over \$18 million in cost savings and avoidance each year using it."



**Jim Watts** Program Manager Performance Management Information System (PMIS) U.S. Transportation Security Administration

Watch the webinar

# "The MicroStrategy platform currently delivers over 45,000 reports



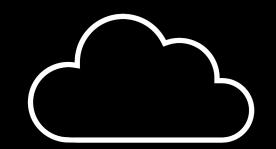


### Why Choose MicroStrategy for Mission Success Build digital and trusted analytics experiences that drive impact



MODERN Design applications with action-oriented workflows to make decisions faster

Manage risk and maintain accuracy with secured and controlled multi-source data



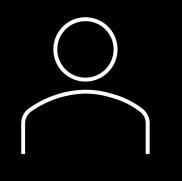
AGILE Innovate and iterate easily with reusable object models



### TRUSTED



SCALABLE Extend and scale analytics to global users with high performance



ACCESSIBLE Ensure data insights are available to all users

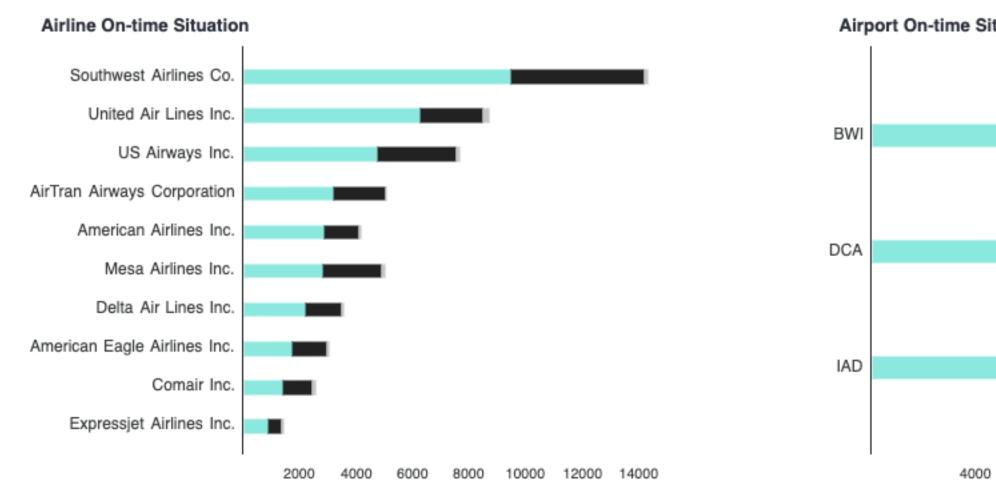




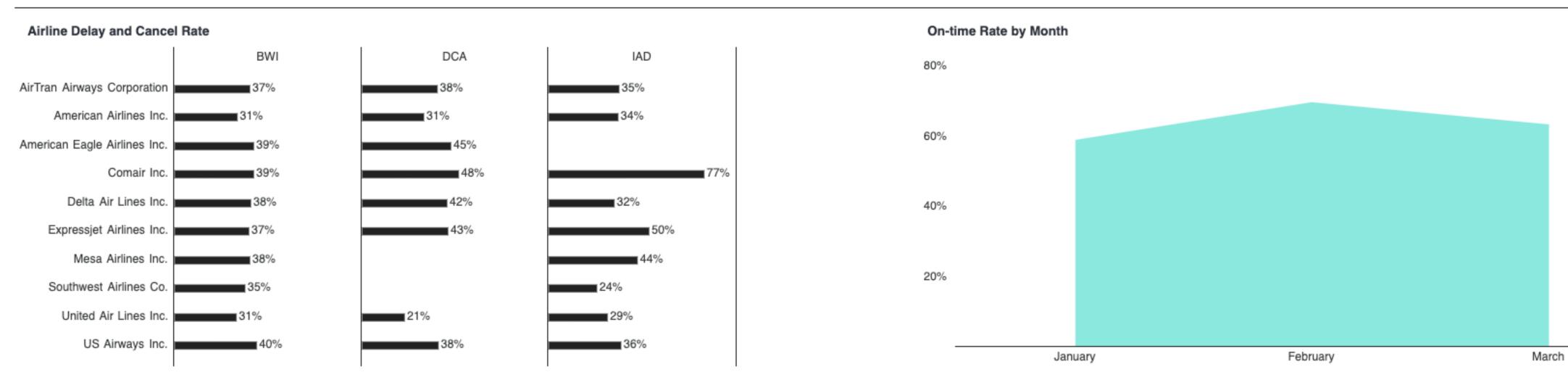
FILTERS (1) | Month (January, February, +1)

### **Flight On-time Analysis Dashboard**









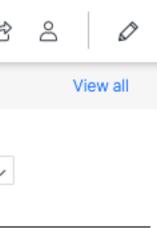
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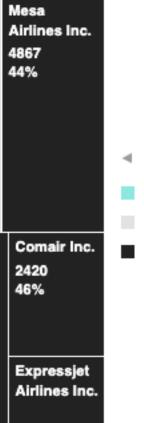
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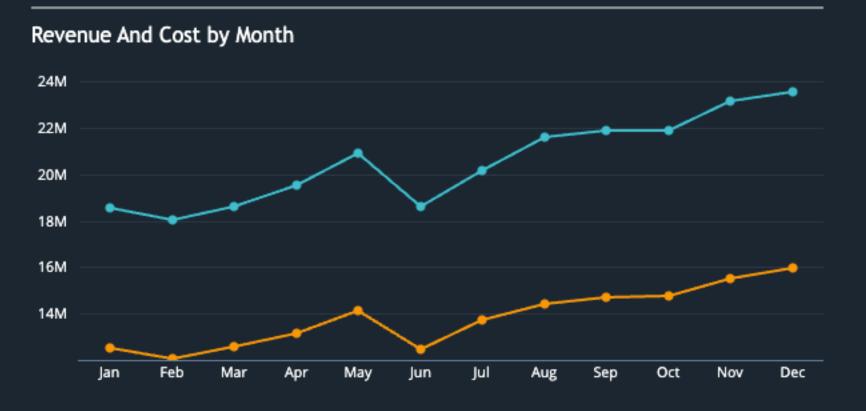


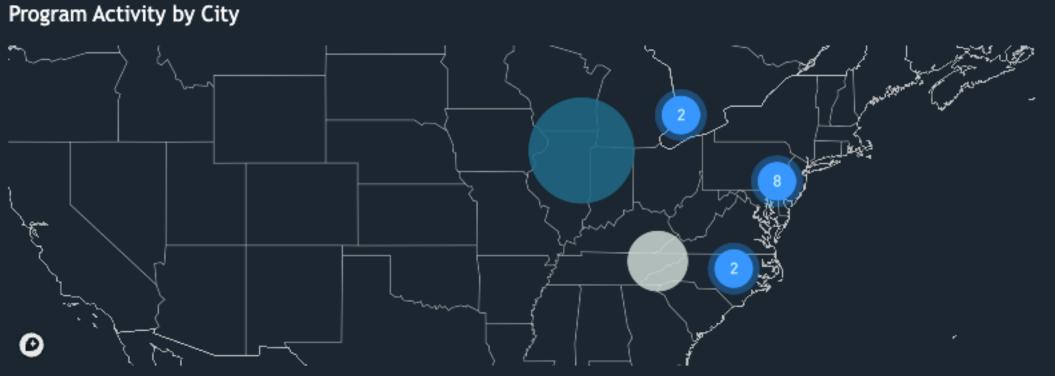


# REVENUE AND EXPENDITURES 2022 REPORT

This report tracks current programs revenues and costs for the fiscal year 2022. During the year, the agency has seen tremendous increases in revenue due to new campaigns and bounce back in the post-pandemic era. Though total operation profit is steady, costs are rising due to inflation rates. We continue to closely monitor any new expenditures.

# Overview Revenue \$246,389,148 Cost \$165,880,424

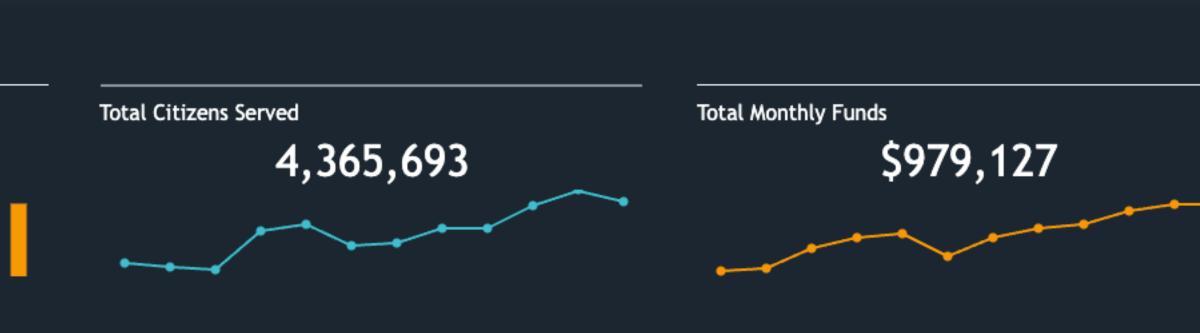


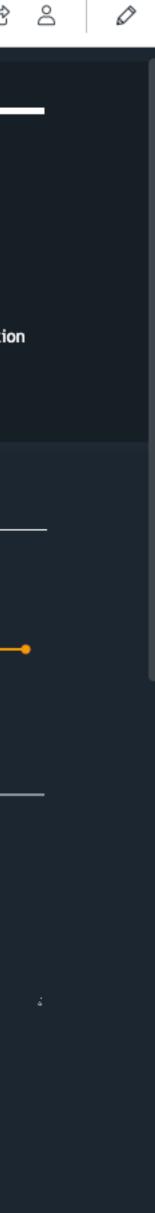


### **Program Analysis**

Chicago city with most interest

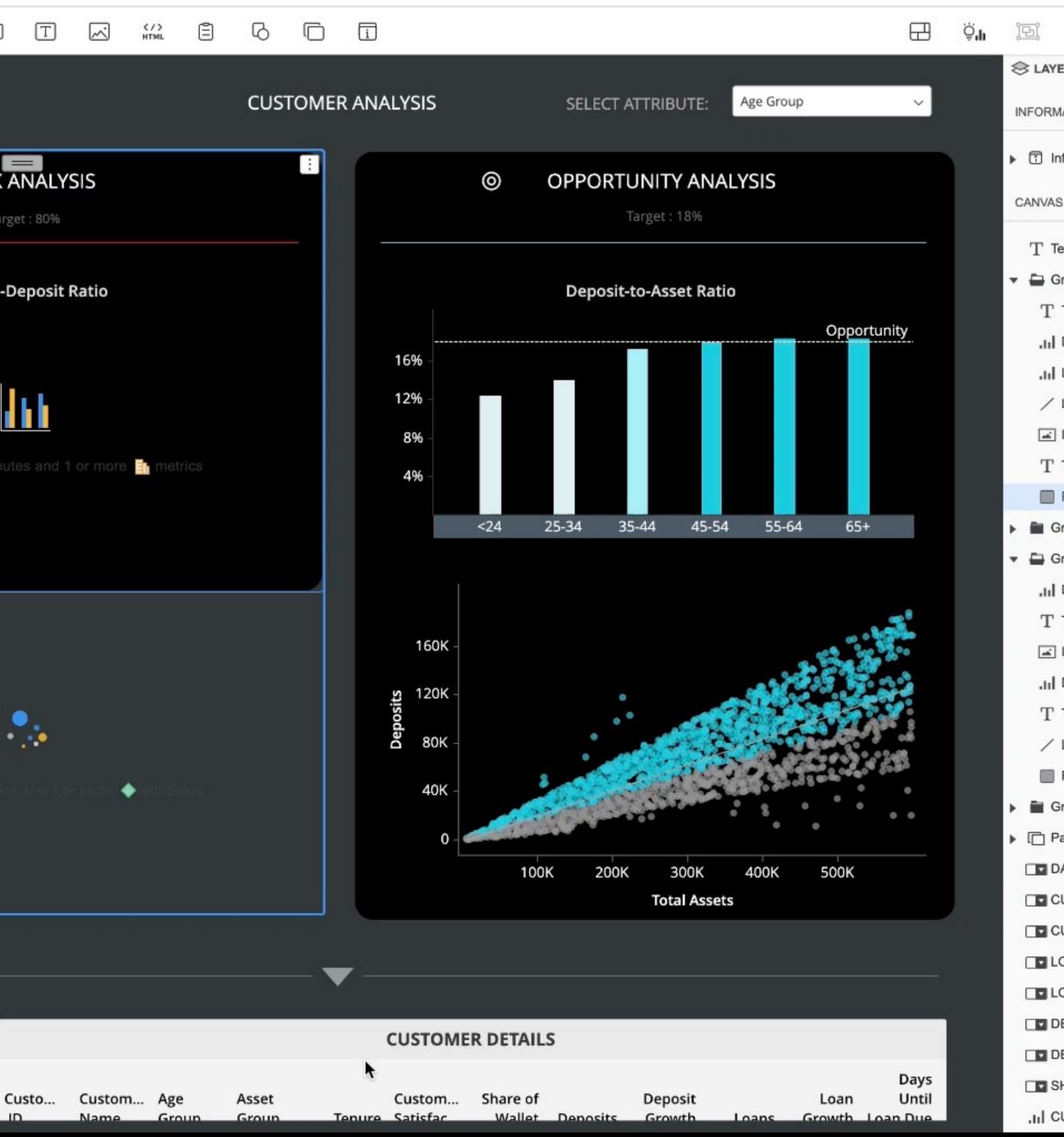
New York represents 14% of users





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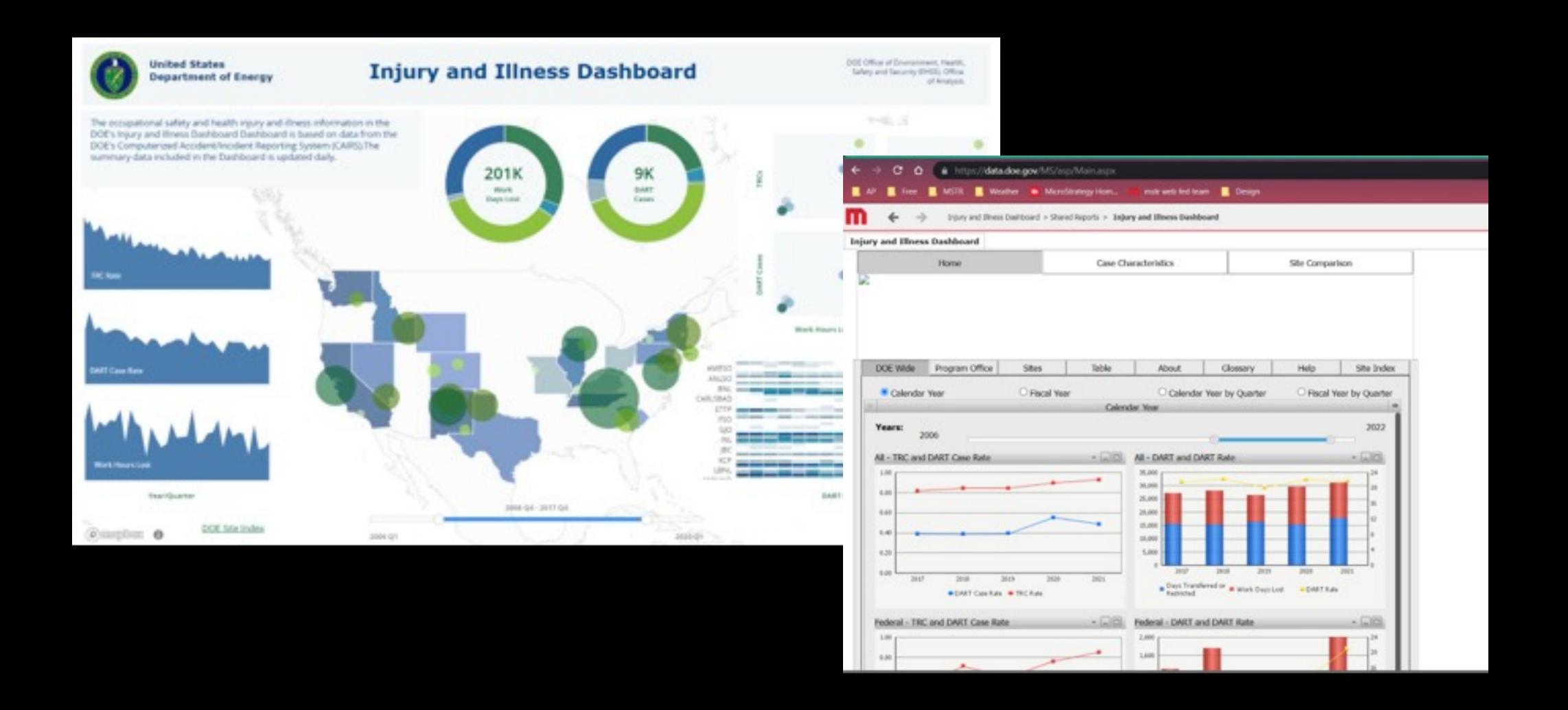
360 Branch Performance | Customers | Customer Analysis ( @ Editing )





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### **USE CASE Department of Energy** Made the move from RSD to modern Dossier with predictive analytics

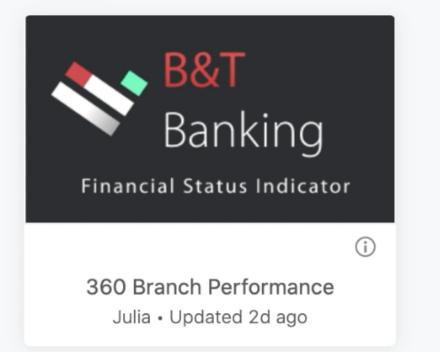






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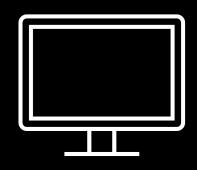
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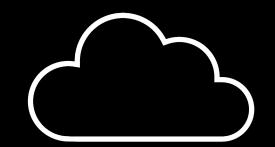


### Why Choose MicroStrategy for Mission Success Build digital and trusted analytics experiences that drive impact



MODERN Design applications with action-oriented workflows to make decisions faster

Manage risk and maintain accuracy with secured and controlled multi-source data



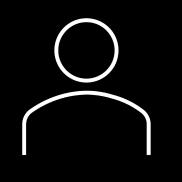
### AGILE Innovate and iterate easily with reusable object models



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SCALABLE Extend and scale analytics to global users with high performance

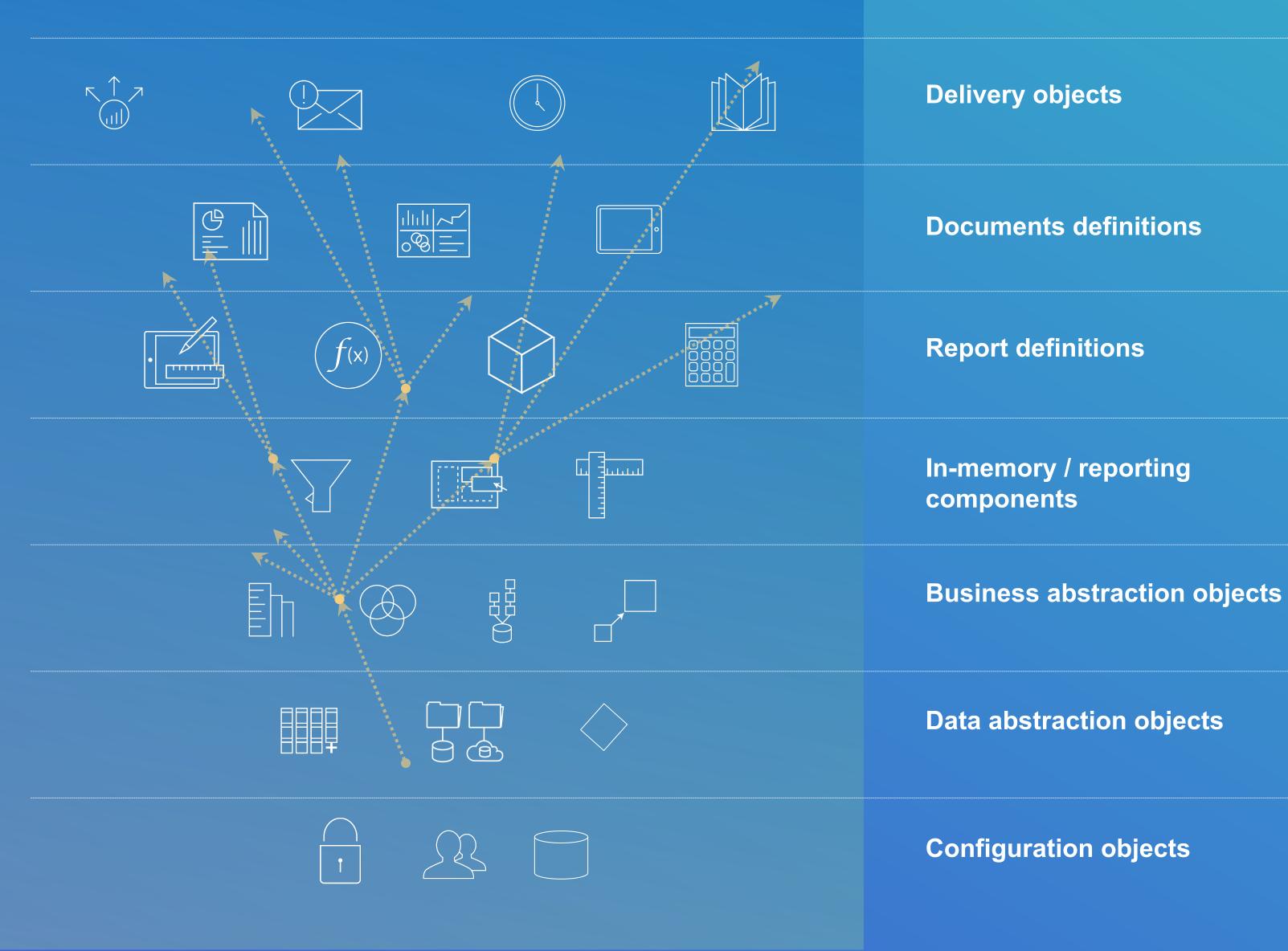


ACCESSIBLE Ensure data insights are available to all users



Build with total flexibility.

Reusable objects across all agencies

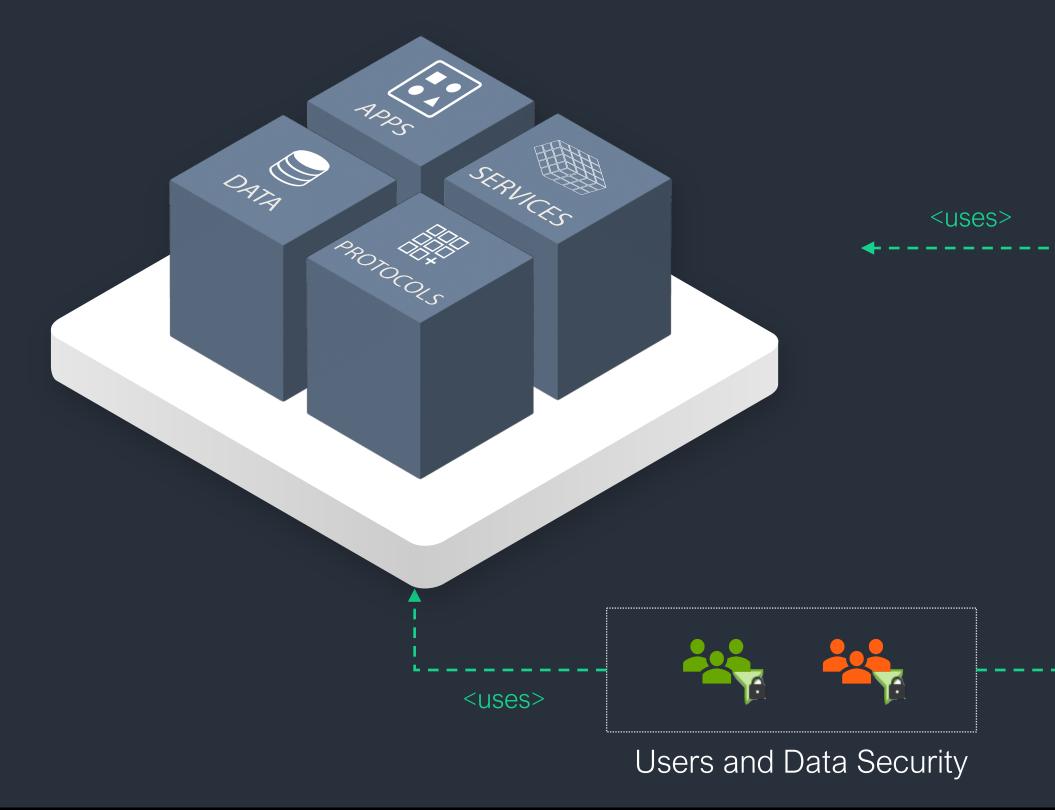


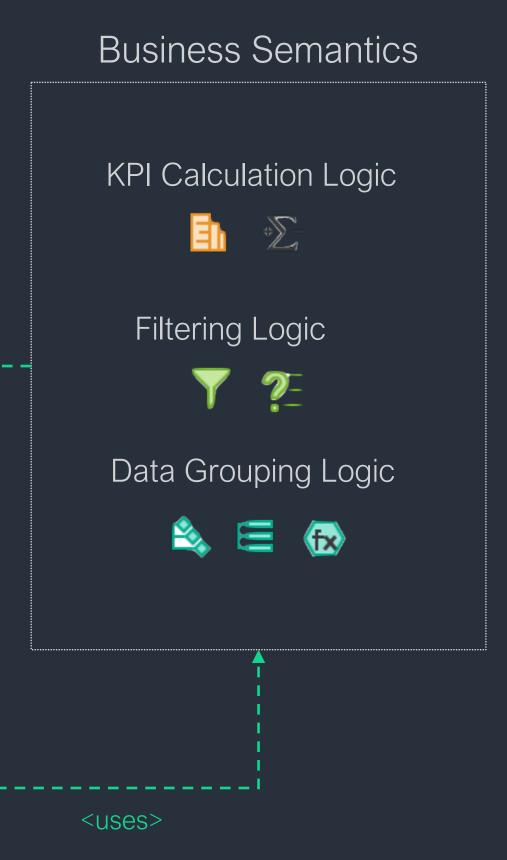
# Ensure data insights are trusted and credible

Maintain governance with a centralized and single version of the truth

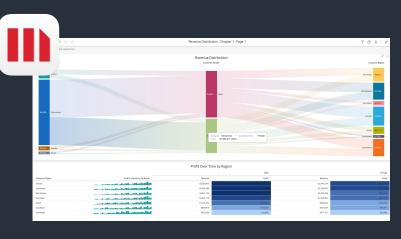


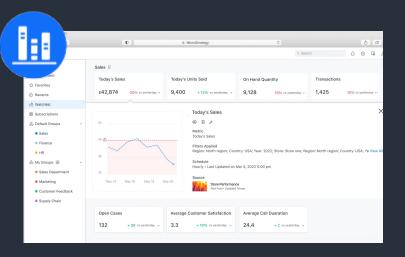
Data Sources, Entities, Relationships, Facts, Datasets

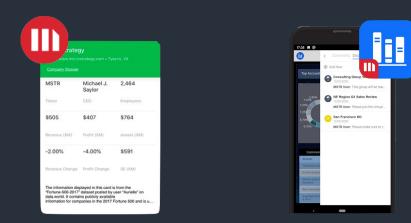




### Analytics & Reporting



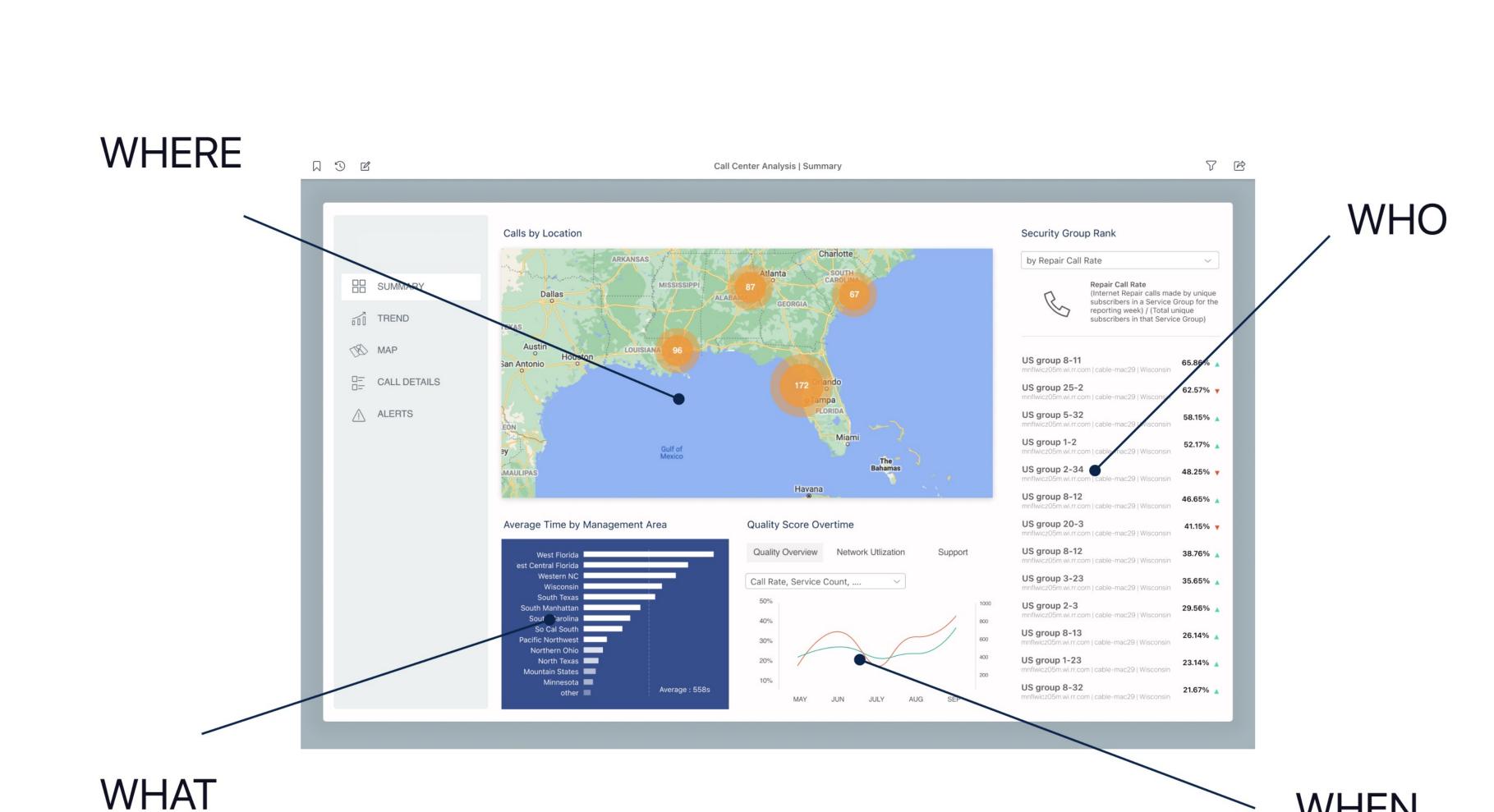






# **USE CASE** Identify regions and provide relief packages

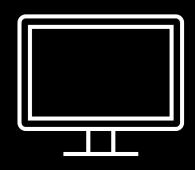
Evaluate and react during crisis management including outages or natural disasters



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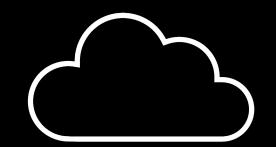


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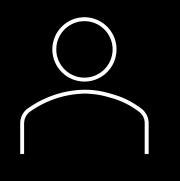
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## **Build applications are up to the challenge** Millions of users. Billions of rows. Uncompromising performance.

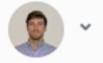
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48 Rows, 693 Columns

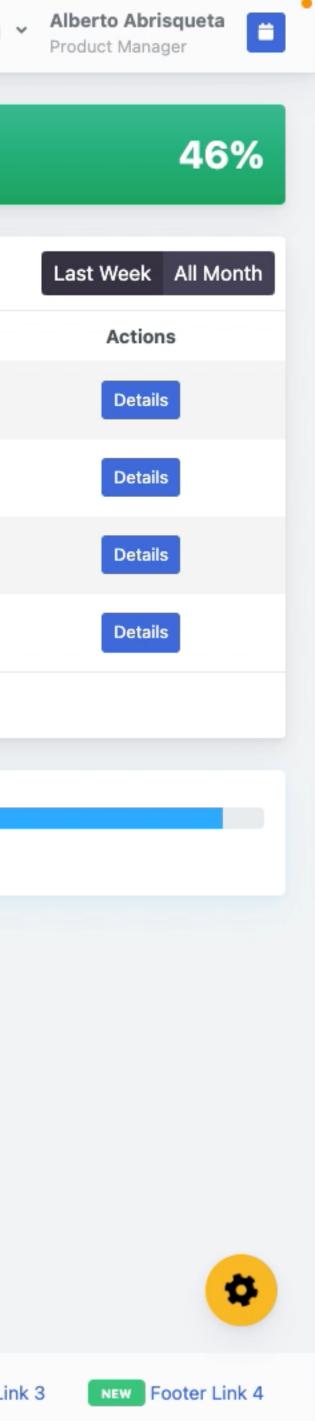


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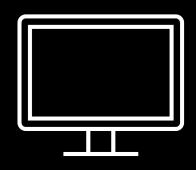
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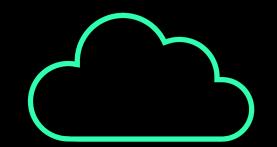


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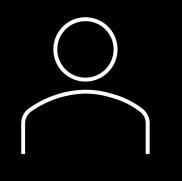
AGILE Innovate and iterate easily with rapid deployment



### TRUSTED

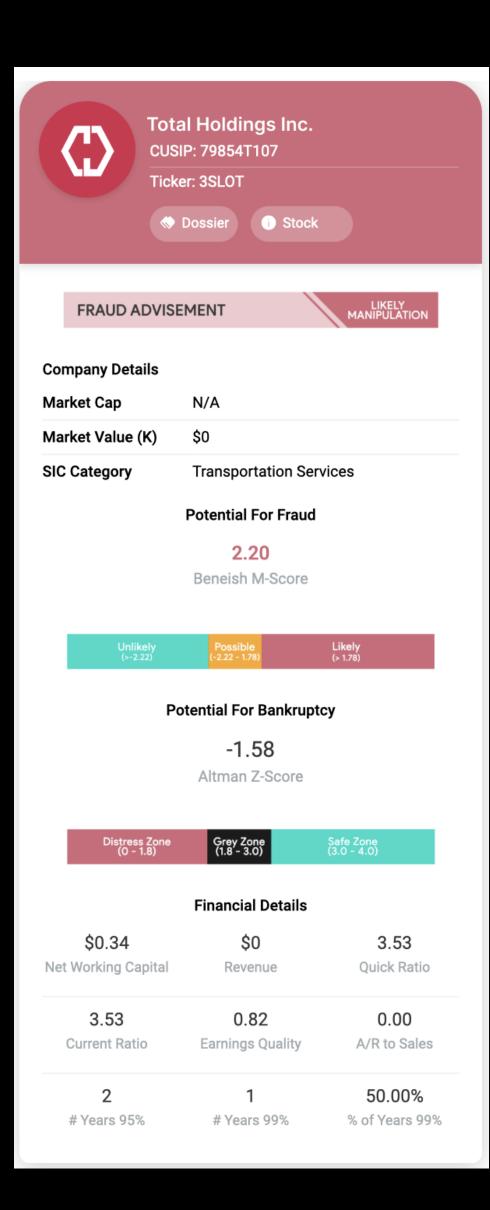


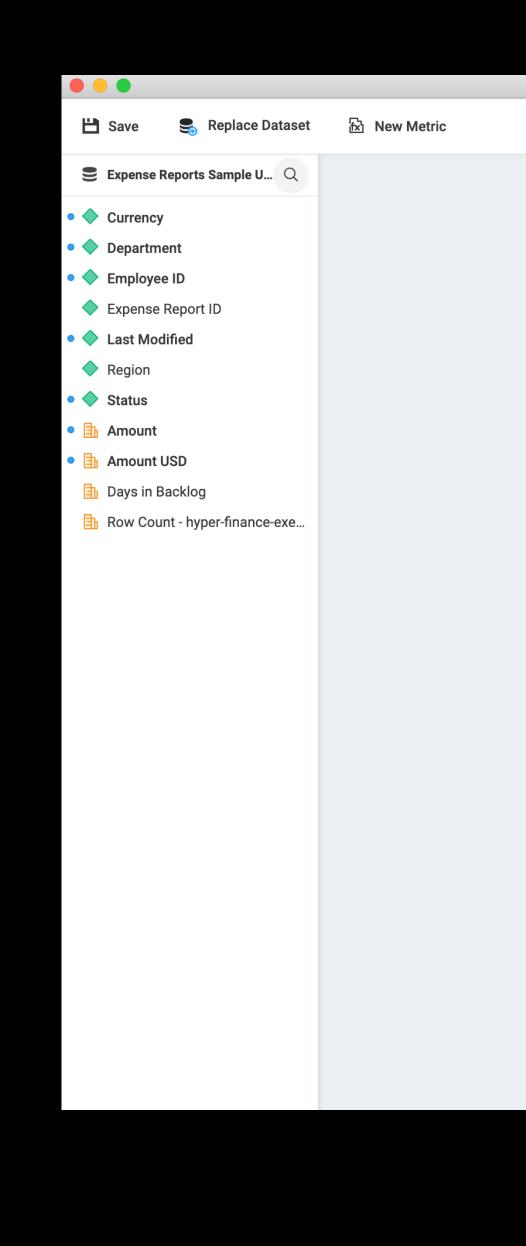
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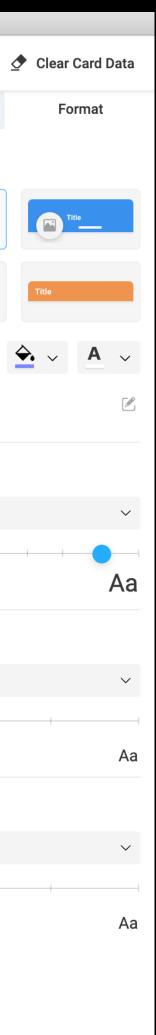
ACCESSIBLE Ensure data insights are available to all users







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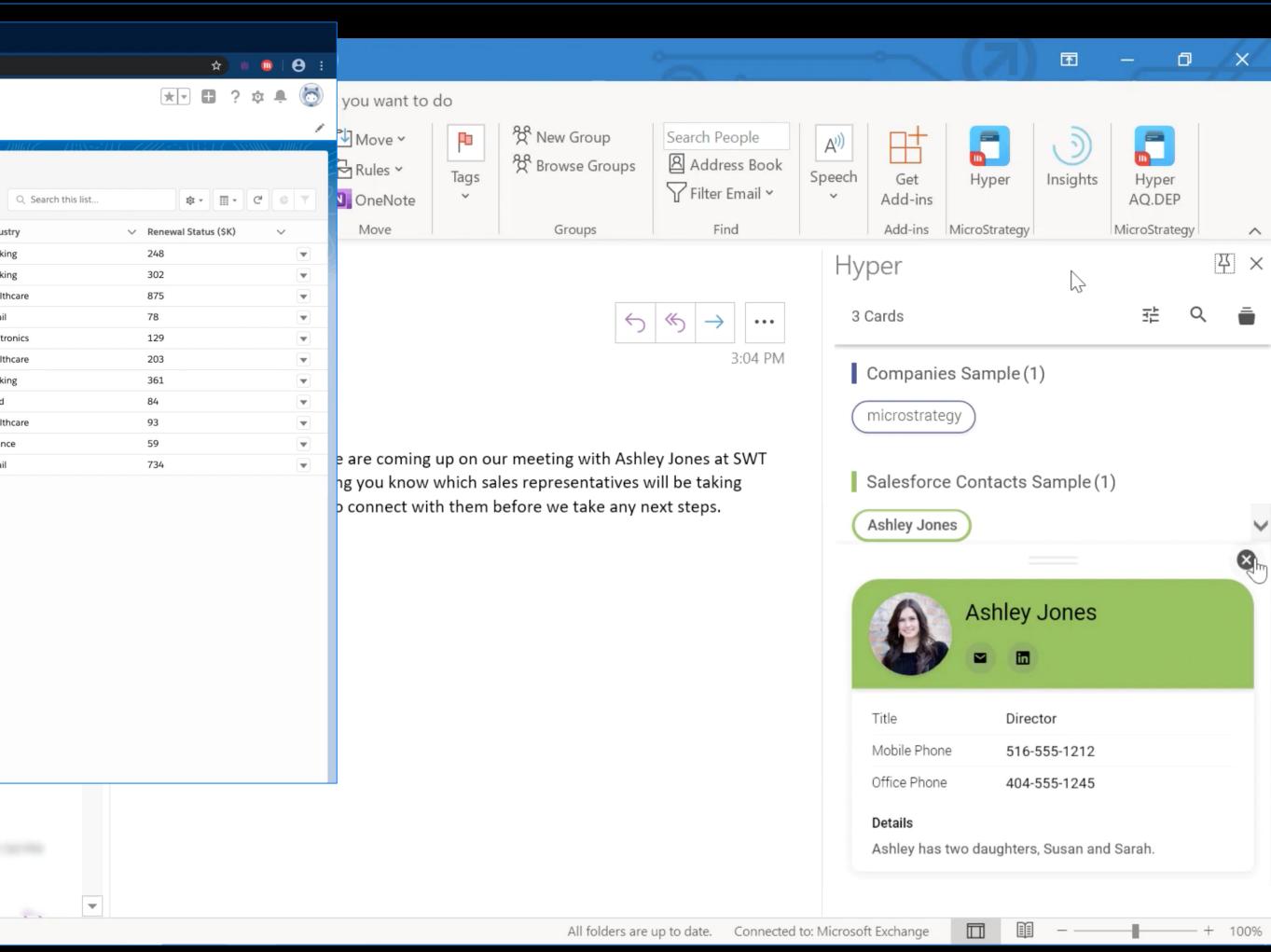


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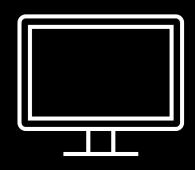
### Enhance internal and external applications Embed an actionable layer of contextual insight into existing websites or products

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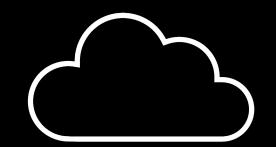


### Why Choose MicroStrategy for Mission Success Build digital and trusted analytics experiences that drive impact



MODERN Design applications with action-oriented workflows to make decisions faster

Manage risk and maintain accuracy with secured and controlled multi-source data



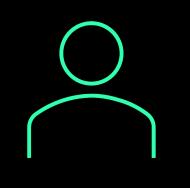
### AGILE Innovate and iterate easily with reusable object models



### TRUSTED



SCALABLE Extend and scale analytics to global users with high performance



ACCESSIBLE Ensure data insights are available to all users





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## Data Accessibility

Empower global users with the applications and data they need

MicroStrategy is committed to the inclusion of all users with unique application design and adherence to WCAG 2.0 Level AA standards.

- Ability to design and deploy applications unique to specific user requirements
- Alternate mechanisms to read the underlying data of visualizations
- Modern, accessible grid visualization
- Seamless navigation with the use of screen readers and keyboards (accessible keyboard focus indicators)
- High contrast mode with additional OS-level accessibility settings

Build a cloud-based solution that empowers your organization.







### "Data is truly a strategic asset for GSA. It has become so engrained in our business operations that we now have product managers to serve as the bridge between the technology, the training, and the people leveraging that data to ensure that it's used strategically and delivers the best business outcomes."

**David Shive Chief Information Officer** U.S General Services Administration (GSA)

Watch the webinar





File From Disk

### File From URL



# Security is non-negotiable. DevSecOps trusted by the worlds' largest organizations.

Google Analytics

Deliver security at scale with governance layers at every stage of development.

Twitter



Hadoop

Public Data

Dropbox



Clipboard

mple Files



Suggest a Data Source





**Security** is non-negotiable.

# Focused investment in security

### DEVSECOPS

The MicroStrategy Cloud provides a robust security posture delivered by our team via annual certification, regular assessment, and proactive enhancements.





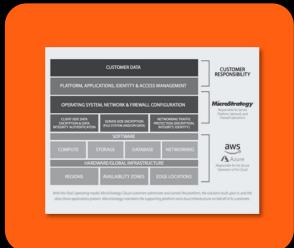


















## **Trusted Partner**

Certified specialists dedicated to mission success

- Fully managed cloud service with 24/7/365 support for  $\bullet$ always-on reliability and administrative efficiencies
- 10+ Years of Managed Service Experience  $\bullet$
- Deployed cloud deployments to hundreds of customers
- Seamless, validated migration with no downtime
- Expert functionality and data connectivity testing
- Applied updates to ensure your always on the latest version  $\bullet$
- Daily backups for streamlined disaster recovery
- Support, Education, Consulting services at the ready

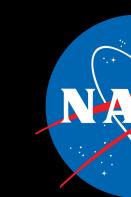
### TRUSTED IN ANALYTICS BY WORLD-CLASS BRANDS











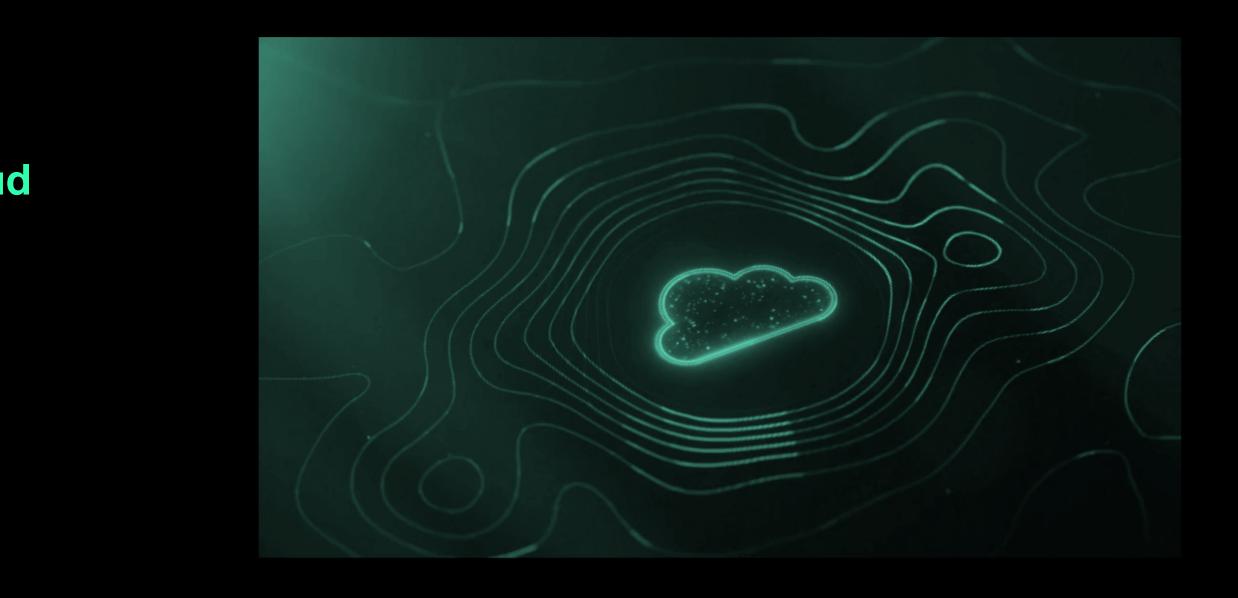




# Trusted partner in the move to cloud.

- Early Access to Cloud Environment
- Informational Sessions on Transition to Cloud
- Design Thinking Workshops
- Personalized Demos
- Customer Advisory Board
- Ability to Influence the Future of Product

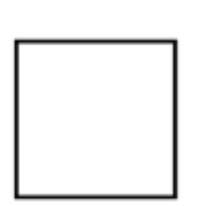
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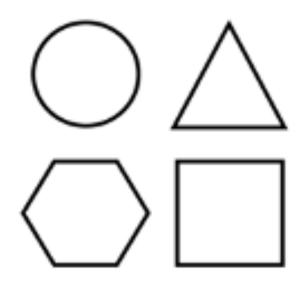




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### The ultimate power play of data horsepower and data creativity





Built for some users.

Built for **all** users.

DATA HORSEPOWER

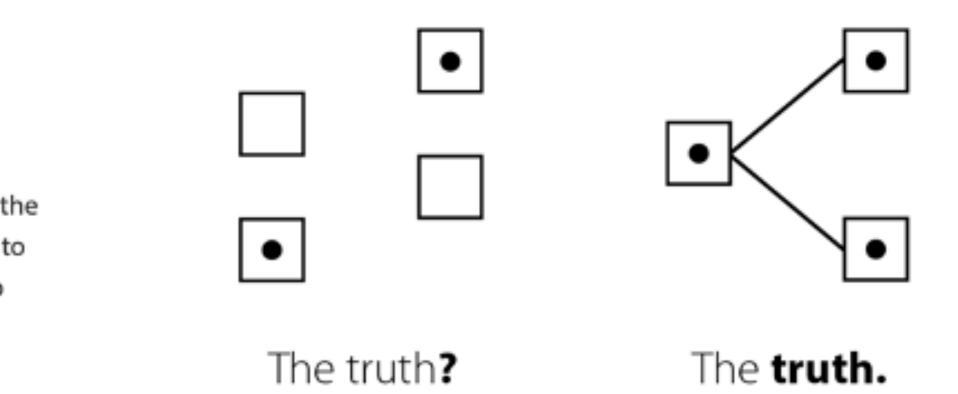
# Deliver trusted insights with unmatched data governance

What happens behind the scenes? Our unrivaled semantic layer puts in the work. It delivers the security, scalability, and data horsepower you need to build applications with impact. All while maintaining data integrity—no matter how complex your data ecosystem.

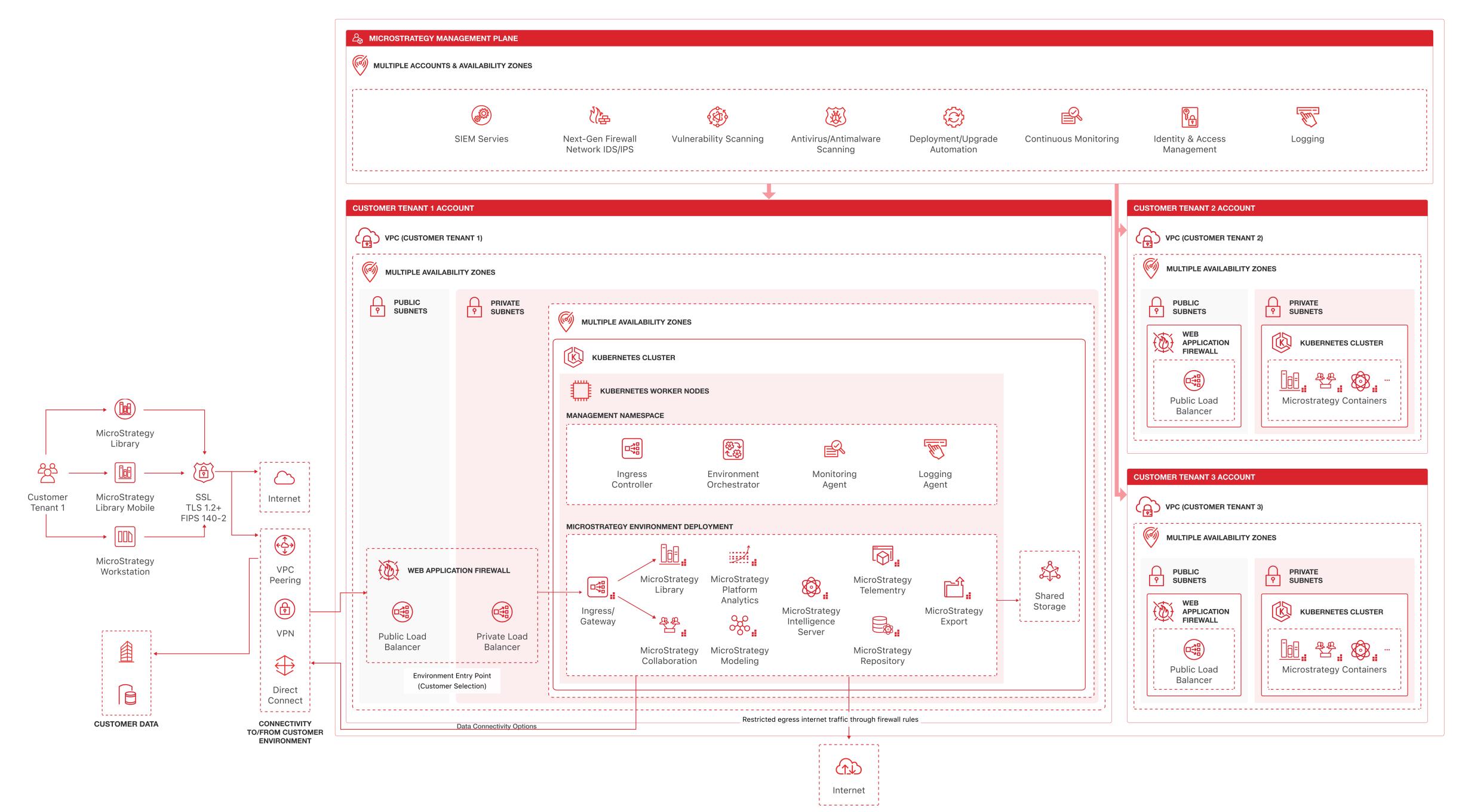
DATA CREATIVITY

### Move faster and more effectively with intuitive apps

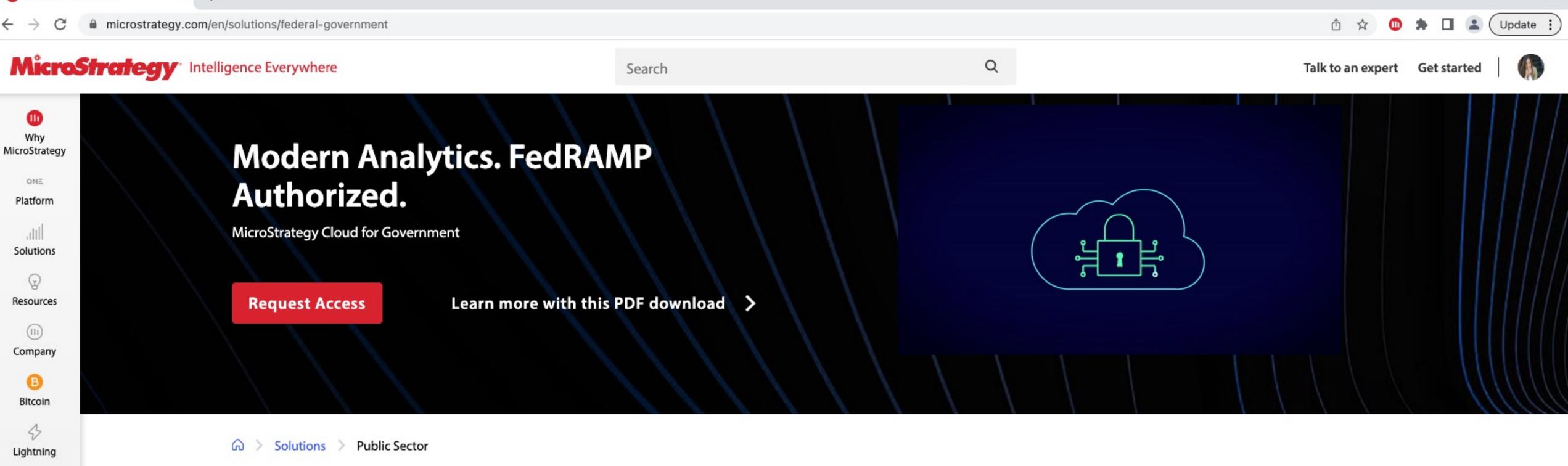
We're obsessed with delivering dynamic data experiences for every user. So we made building personalized workspaces easy. Now you can design and deploy applications for everyone—no code, low code, or all code. And it's all secured by design.



### MICROSTRATEGY CLOUD FOR GOVERNMENT ARCHITECTURE DIAGRAM



× +



### The Intersection of Agile Analytics + **Superior Security**

MicroStrategy Cloud for Government operates under Federal Risk and Authorization Management Program (FedRAMP) guidelines. Agencies can access the industry's #1 Enterprise Analytics platform without delay.

This managed Software-as-a-Service provides high performance and the most sophisticated security and data privacy requirements in the public or private sectors.

- Data Governance and Trust
- Enhanced Data Encryption
- 24x7 Threat Monitoring
- Active Remediation
- Always-On Reliability

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"We strive to provide executives and squad supervisors with clarity of focus by answering one essential business intelligence question: what should I look at today? We've built tailor-made dashboards for each program to provide snapshots of the most important investigations for that division to answer this question."



**Jonathan Russell** Chief, Performance Management Unit Federal Bureau of Investigation

Watch the webinar





### **Evaluation of revenues and expenditures** Relevant analysis to federal and state governments

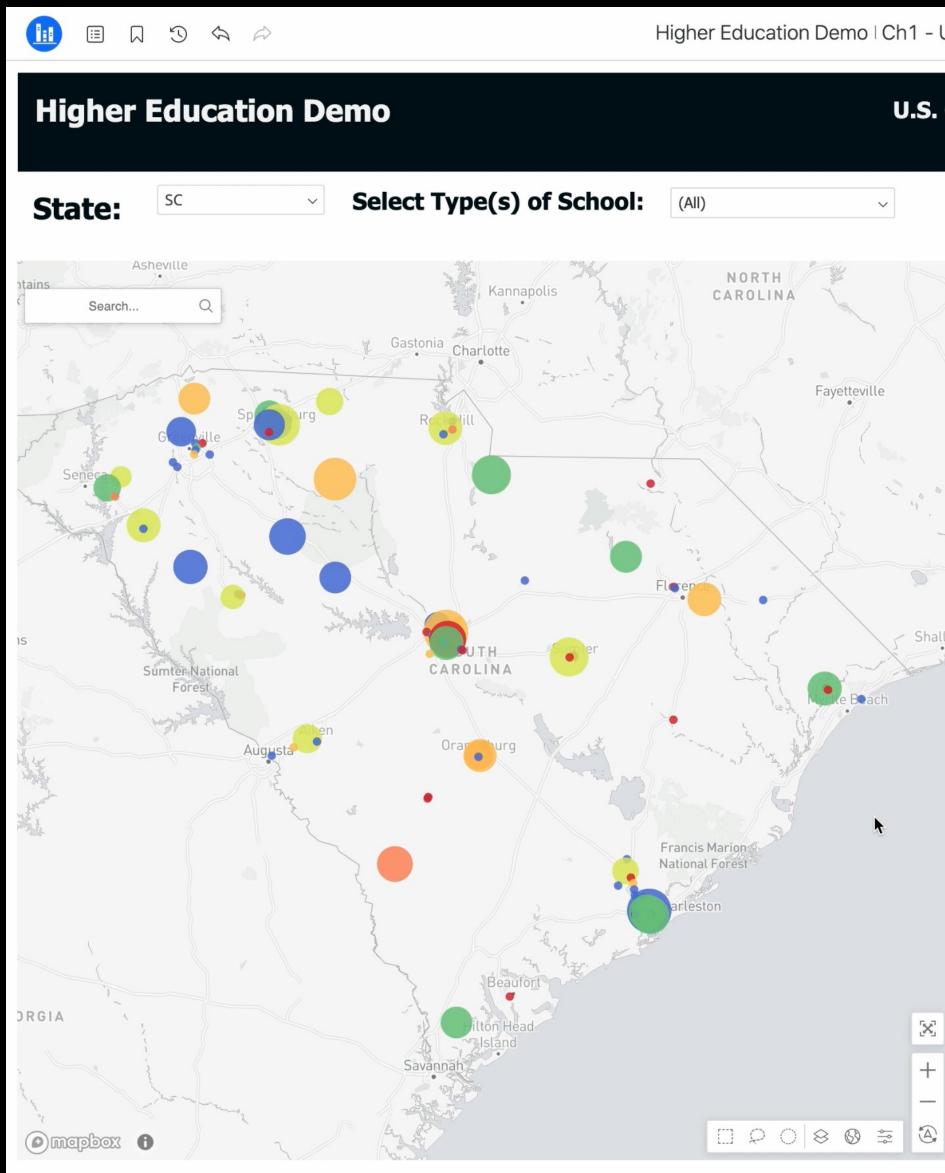
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+ County Name	City	Budget Surplus/Deficit	Taxes	Permits	Fines	Total Expenses	Emergency Services	Admin	Park
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+ Kern		-\$20M	\$75M	\$7M	\$13M	\$38M	\$50M	\$58M	\$8
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+ Madera		-\$4M	\$19M	\$2M	\$4M	\$6M	\$18M	\$8M	\$4
+ Nevada		-\$3M	\$9M	\$190K	\$6M	\$7M	\$6M	\$11M	
+ Orange		-\$32M	\$12M	\$2M	\$9M	\$14M	\$33M	\$15M	\$8
+ Placer		-\$109M	\$79M	\$13M	\$29M	\$59M	\$93M	\$96M	\$41
+ Riverside		-\$464M	\$308M	\$21M	\$73M	\$176M	\$514M	\$307M	\$46
+ Sacramen	to	-\$13M	\$53M	\$11M	\$23M	\$36M	\$47M	\$51M	\$2
+ San Berna	rdino	-\$3M	\$1M	\$655K	\$602K	\$2M	\$3M	\$2M	\$887
+ San Diego		-\$64M	\$125M	\$4M	\$31M	\$38M	\$107M	\$73M	\$44
+ San Franci	isco	\$409M	\$2,290M	\$99M	\$611M	\$4,353M	\$1,064M	\$863M	\$663
+ San Joaqu	in	-\$43M	\$73M	\$10M	\$26M	\$35M	\$88M	\$50M	\$15
+ San Luis C	bispo	-\$50M	\$80M	\$11M	\$20M	\$40M	\$75M	\$67M	\$19
+ Santa Bar	bara	-\$72M	\$55M	\$8M	\$20M	\$34M	\$76M	\$48M	\$31
+ Shasta		-\$19M	\$39M	\$5M	\$13M	\$13M	\$53M	\$13M	\$11
+ Solano		-\$40M	\$141M	\$15M	\$32M	\$44M	\$155M	\$52M	\$21



# State and Local, Education

Tracking statistics and admissions at the university level



Higher Education Demo | Ch1 - US Overview Analysis | State Overview

### **U.S. Overview**

### **State Overview**

### **School Overview**

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### **Schools Ranked by Earnings** Total Number of Schools Institution name Earnings 10 Earnings Rank **Years After** Entry 100 \$81,800 Medical University of 1 South Carolina 2 Citadel Military College \$59,000 of South Carolina Avg Yearly Faculty Salary Clemson University 3 \$58,800 University of South \$52,500 4 \$74,979 Carolina-Columbia University of South \$52,500 4 Carolina-Lancaster College of Charleston \$49,100 6 Avg Instructional Expenditures per Full-Time Stud.. Coastal Carolina 7 \$45,000 University \$7,941 Strayer University-8 \$43,800 **Charleston Campus** Strayer University-8 \$43,800 Columbia Campus Avg Net Tuition Revenue per Full-Time Student Strayer University-South 8 \$43,800 Carolina University of South 11 \$41,300 Carolina Beaufort Coker University \$40,100 12 $[\mathbf{X}]$ % of Full-Time Faculty University of South \$39,600 13 Carolina-Upstate +59.44% Southern Wesleyan \$39,500 14 University

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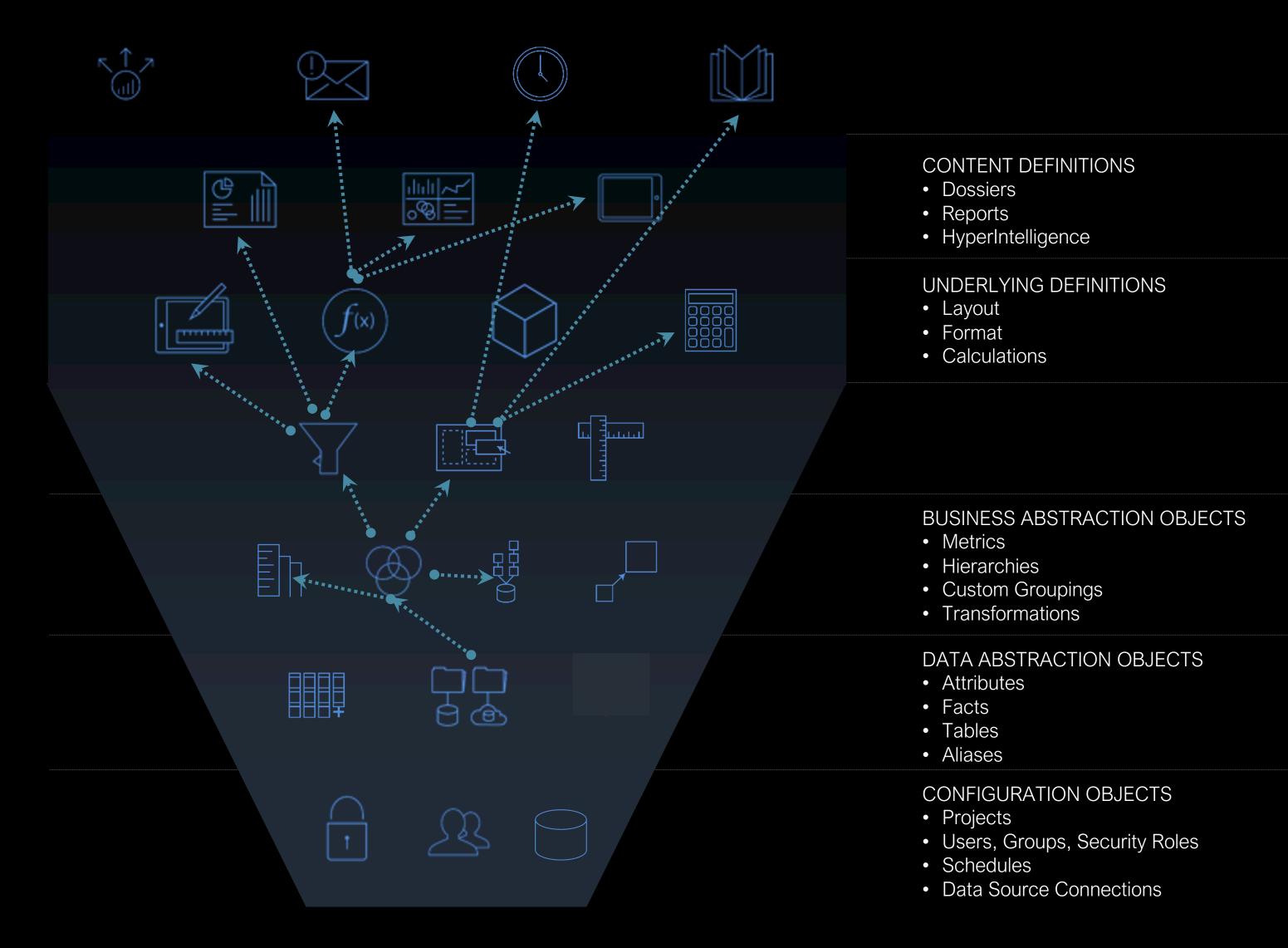


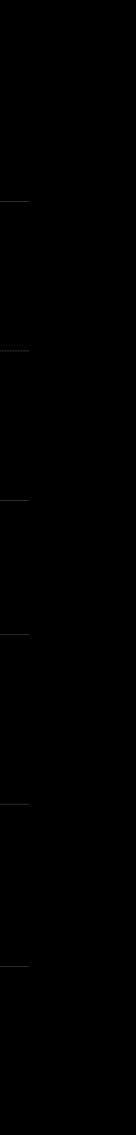
# Capitalize of object reusability to develop faster

Leverage an object-oriented architecture for seamless updates

- FAST DEVELOPMENT
- MASS CUSTOMIZATION
- AUTOMATED DEVOPS PROCESSES
- EFFICIENT CHANGE MANAGEMENT

- The object-oriented architecture uniquely catalogs every aspect of the business, from data assets to KPIs and users
- Allows objects across the deployment to be securely reused hundreds of times by users across the platform
- Common metadata across all tenants with appropriate security for governance





### Trends in the Analytics Sector Agility and security are nonnegotiable

### **Innovate and Iterate**

- Increased emphasis on innovation
- Operationalizing better decisions
- Distributed everything

Gartner, Top 10 Data and Analytics Trends for 2021

### Ensure a Secure and Performant Foundation

- Data security (FedRAMP)
- Data and analytics governance
- Powerful in-memory analytics

McKinsey, Achieving Business Impact with Data



