MicroStrategy ONE
Take Analytics to the Mission’s Edge
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

87% of citizens report that a great digital experience increases trust in government agencies

44% of citizens want the quality of government services to match those offered by private sector

66% of federal IT leaders are using or starting to use cloud for critical applications

Embed data insights into existing federal applications for high adoption.
Leverage modern design tools to build citizen-centric application experiences.
Improve efficiency and agility with more effective data management.

BCG, Digital Government Citizen Satisfaction Survey
FedScoop (underwritten by AWS), IT Insights Report
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
“The MicroStrategy platform currently delivers over 45,000 reports 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
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

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

SCALABLE
Extend and scale analytics to global users with high performance

AGILE
Innovate and iterate easily with reusable object models

ACCESSIBLE
Ensure data insights are available to all users
Flight On-time Analysis Dashboard

**Total # of flights**: 55,533

**On-time Rate**: 64%

**Delay and Cancel Rate**: 36%

**Avg Delay (min)**: 136,325

### Airline On-time Situation

- Southwest Airlines Co.: 55,533
- United Air Lines Inc.: 23,746
- US Airways Inc.: 9,190
- AirTian Airways Corporation: 8,978
- American Airlines Inc.: 8,695
- Mesa Airline Inc.: 7,540
- Delta Air Lines Inc.: 6,777
- American Eagle Airlines Inc.: 3,948
- Comair Inc.: 3,017
- Expressjet Airlines Inc.: 3,732

### Airport On-time Situation

- BWI: 20,181
- DCA: 18,060
- IAD: 17,292

### Airline Volumes with On-time Situation

- Southwest Airlines Co.: 14,121 (34%)
- US Airways Inc.: 7,659 (36%)
- AirTian Airways Corporation: 5,011 (37%)
- Mesa Airline Inc.: 4,887 (44%)
- United Air Lines Inc.: 4,697 (32%)
- American Airlines Inc.: 4,078 (32%)
- Delta Air Lines Inc.: 3,846 (39%)
- Comair Inc.: 3,448 (46%)
- Expressjet Airlines Inc.: 3,017 (24%)

### Airline Delay and Cancel Rate

- AirTian Airways Corporation: 37%
- American Airlines Inc.: 31%
- American Eagle Airlines Inc.: 39%
- Comair Inc.: 39%
- Delta Air Lines Inc.: 39%
- Expressjet Airlines Inc.: 38%
- Mesa Airline Inc.: 38%
- Southwest Airlines Co.: 35%
- United Air Lines Inc.: 31%
- US Airways Inc.: 38%

### On-time Rate by Month

- January: 60%
- February: 60%
- March: 50%
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
Total Citizens Served: 4,365,693
Total Monthly Funds: $979,127

Revenue And Cost by Month

Program Activity by City

Program Analysis

Chicago city with most interest
New York represents 14% of users
Top 5 States Donating
Top 3 Campaigns
USE CASE Department of Energy
Made the move from RSD to modern Dossier with predictive analytics
All (2)

- B&T Banking
  Financial Status Indicator
  360 Branch Performance
  Julia - Updated 2d ago

- Retail Omnichannel Analysis
  Retail Analysis
  MSTR User - Updated 3d ago
Why Choose MicroStrategy for Mission Success

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

**ACCESSIBLE**
Ensure data insights are available to all users
Build with total flexibility.

Reusable objects across all agencies

<table>
<thead>
<tr>
<th>Delivery objects</th>
<th>Documents definitions</th>
<th>Report definitions</th>
<th>In-memory / reporting components</th>
<th>Business abstraction objects</th>
<th>Data abstraction objects</th>
<th>Configuration objects</th>
</tr>
</thead>
</table>
Ensure data insights are trusted and credible
Maintain governance with a centralized and single version of the truth

Semantic Graph

Data Sources, Entities, Relationships, Facts, Datasets

Business Semantics

KPI Calculation Logic

Filtering Logic

Data Grouping Logic

Analytics & Reporting

Users and Data Security
USE CASE Identify regions and provide relief packages
Evaluate and react during crisis management including outages or natural disasters
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Ensure data insights are available to all users
**Build applications are up to the challenge**

Total Orders: 1896
Last year expenses

Clients: Total Clients Profit $568

Followers: People Interested 46%

ACTIVE USERS

<table>
<thead>
<tr>
<th>#</th>
<th>Name</th>
<th>City</th>
<th>Status</th>
<th>Actions</th>
</tr>
</thead>
<tbody>
<tr>
<td>#345</td>
<td>John Doe</td>
<td>Madrid</td>
<td>PENDING</td>
<td>Details</td>
</tr>
<tr>
<td>#347</td>
<td>Ruben Tillman</td>
<td>Berlin</td>
<td>COMPLETED</td>
<td>Details</td>
</tr>
<tr>
<td>#321</td>
<td>Elliot Huber</td>
<td>London</td>
<td>IN PROGRESS</td>
<td>Details</td>
</tr>
<tr>
<td>#55</td>
<td>Vinnie Wagstaff</td>
<td>Amsterdam</td>
<td>ON HOLD</td>
<td>Details</td>
</tr>
</tbody>
</table>

71% Income Target
54% Expenses Target
32% Spendings Target
89% Totals Target
Why Choose MicroStrategy for Mission Success

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

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

SCALABLE
Extend and scale analytics to global users with high performance

AGILE
Innovate and iterate easily with rapid deployment

ACCESSIBLE
Ensure data insights are available to all users
Enhance internal and external applications
Embed an actionable layer of contextual insight into existing websites or products
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

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

**SCALABLE**
Extend and scale analytics to global users with high performance

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

**ACCESSIBLE**
Ensure data insights are available to all users
Empower global users with the applications and data they need

Data Accessibility

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
Security is non-negotiable.

DevSecOps trusted by the worlds’ largest organizations.

Deliver security at scale with governance layers at every stage of development.
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 always-on reliability and administrative efficiencies
- 10+ Years of Managed Service Experience
- 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
- Daily backups for streamlined disaster recovery
- Support, Education, Consulting services at the ready
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

fedramp@microstrategy.com
Appendix
The ultimate power play of data horsepower and data creativity

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.

The truth?
MicroStrategy Cloud for Government

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
"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
State and Local, Education
Tracking statistics and admissions at the university level

- Total Number of Schools: 100
- Average Yearly Faculty Salary: $74,979
- Average Instructional Expenditures per Full-Time Student: $7,941
- Average Net Tuition Revenue per Full-Time Student: $9,904
- Percentage of Full-Time Faculty: 59.44%

Schools Ranked by Earnings:

<table>
<thead>
<tr>
<th>Institution Name</th>
<th>Rank</th>
<th>Earnings 10 Years After Entry</th>
</tr>
</thead>
<tbody>
<tr>
<td>Medical University of South Carolina</td>
<td>1</td>
<td>$81,800</td>
</tr>
<tr>
<td>Citadel Military College of South Carolina</td>
<td>2</td>
<td>$59,000</td>
</tr>
<tr>
<td>Clemson University</td>
<td>3</td>
<td>$36,800</td>
</tr>
<tr>
<td>University of South Carolina-Columbia</td>
<td>4</td>
<td>$52,500</td>
</tr>
<tr>
<td>University of South Carolina-Lancaster</td>
<td>4</td>
<td>$52,500</td>
</tr>
<tr>
<td>College of Charleston</td>
<td>6</td>
<td>$49,100</td>
</tr>
<tr>
<td>Coastal Carolina University</td>
<td>7</td>
<td>$45,000</td>
</tr>
<tr>
<td>Strayer University-Charleston Campus</td>
<td>8</td>
<td>$43,800</td>
</tr>
<tr>
<td>Strayer University-Columbia Campus</td>
<td>8</td>
<td>$43,800</td>
</tr>
<tr>
<td>Strayer University-South Carolina</td>
<td>8</td>
<td>$43,800</td>
</tr>
<tr>
<td>University of South Carolina Beaufort</td>
<td>11</td>
<td>$41,300</td>
</tr>
<tr>
<td>Coker University</td>
<td>12</td>
<td>$40,100</td>
</tr>
<tr>
<td>University of South Carolina-Upstate</td>
<td>13</td>
<td>$39,600</td>
</tr>
<tr>
<td>Southern Wesleyan University</td>
<td>14</td>
<td>$39,500</td>
</tr>
</tbody>
</table>
Capitalizing on 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.

**CONTENT DEFINITIONS**
- Dossiers
- Reports
- HyperIntelligence

**UNDERLYING DEFINITIONS**
- Layout
- Format
- Calculations

**BUSINESS ABSTRACTION OBJECTS**
- Metrics
- Hierarchies
- Custom Groupings
- Transformations

**DATA ABSTRACTION OBJECTS**
- Attributes
- Facts
- Tables
- Aliases

**CONFIGURATION OBJECTS**
- Projects
- Users, Groups, Security Roles
- Schedules
- Data Source Connections
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](https://www.gartner.com/en)

Ensure a Secure and Performant Foundation

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