

BUILT FOR GOVERNMENT



# 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

Embed data insights into existing federal applications for high adoption.

BCG, [Digital Government Citizen Satisfaction Survey](#)

FedScoop (underwritten by AWS), [IT Insights Report](#)

44%

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.

66%

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.



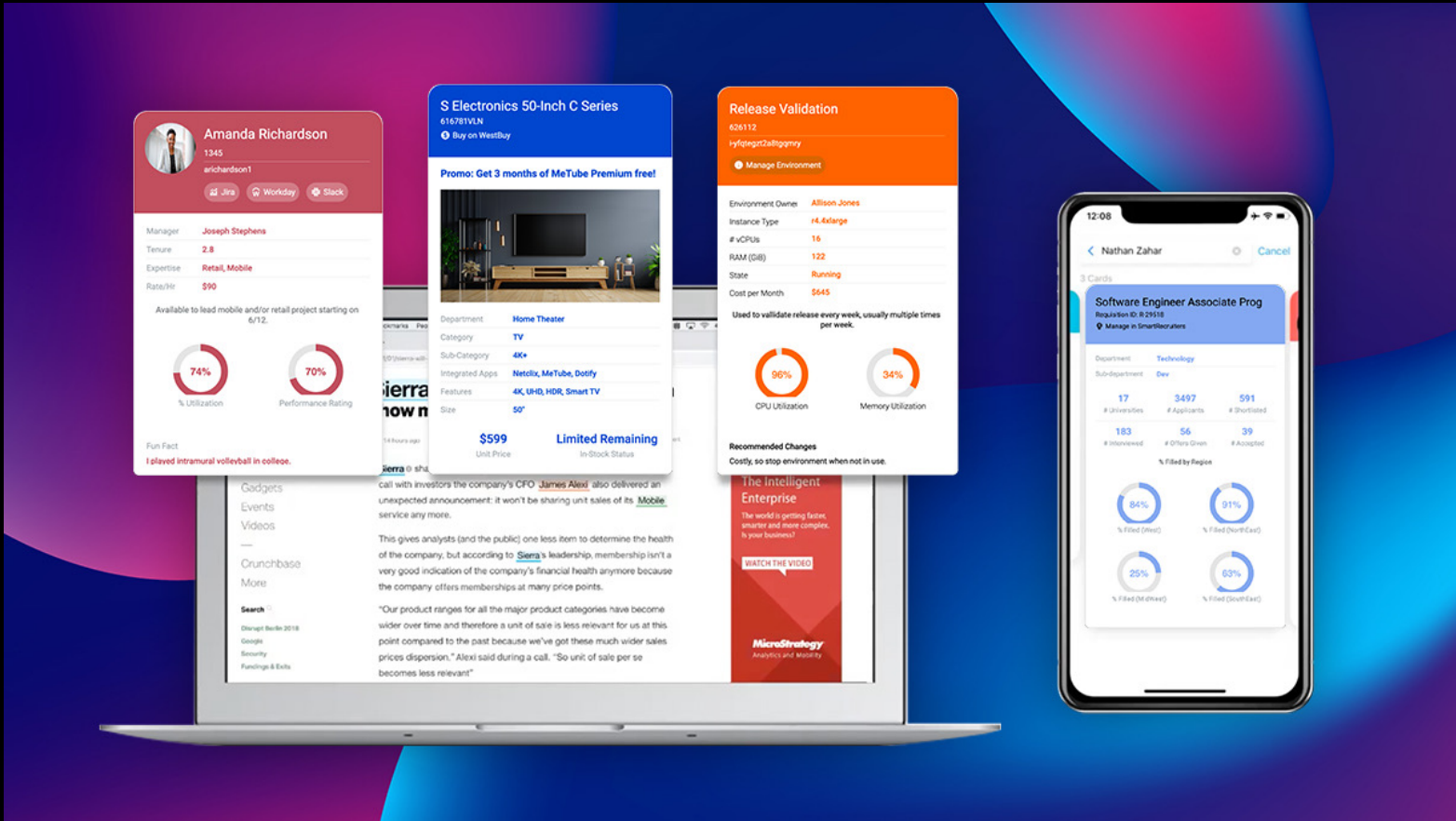


# MCG Product Offering

What key product features are included?

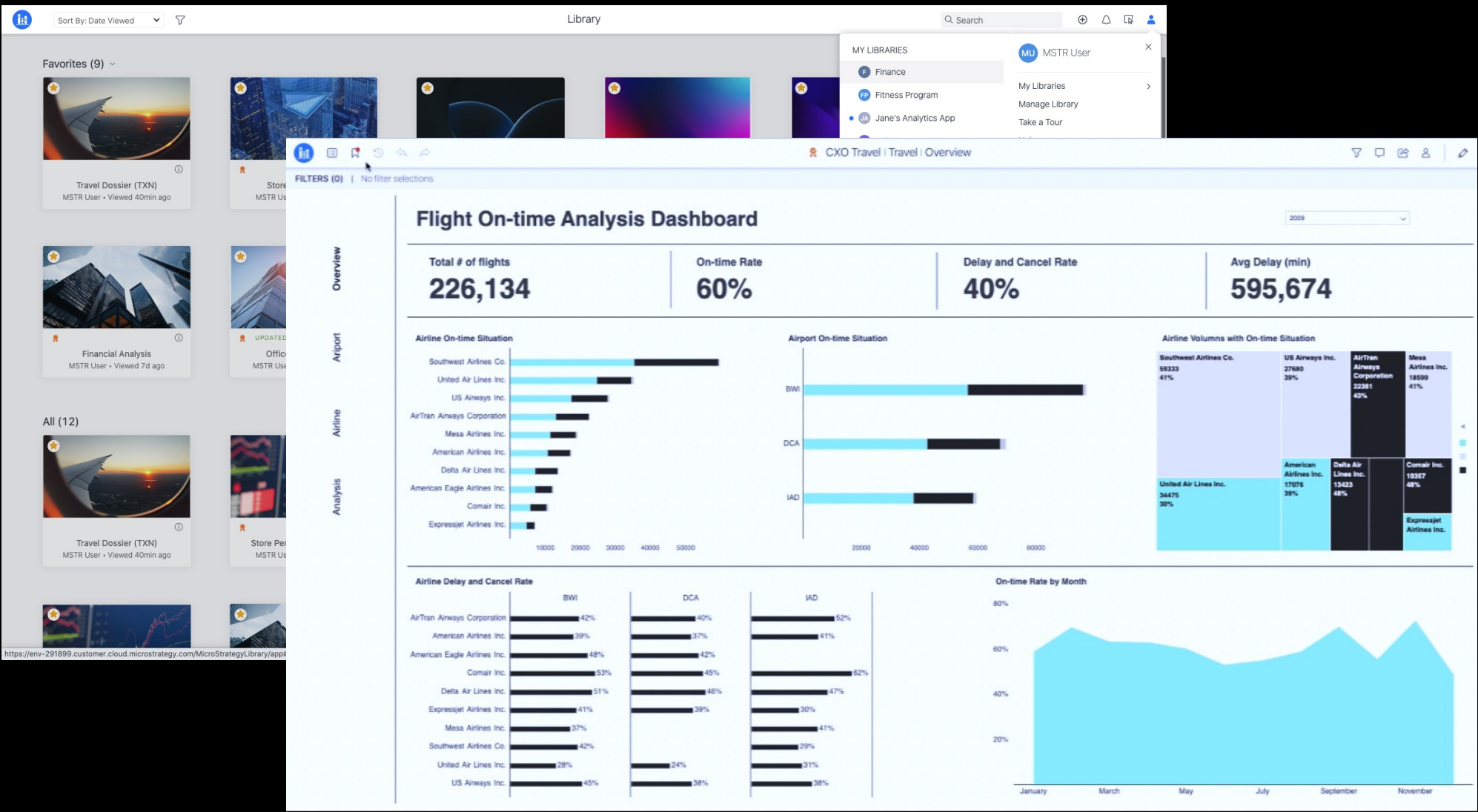
## PRODUCTS

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



## CONTENT TYPES

- Custom Applications
- Dossiers
- Reports
- HyperIntelligence Cards



“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)

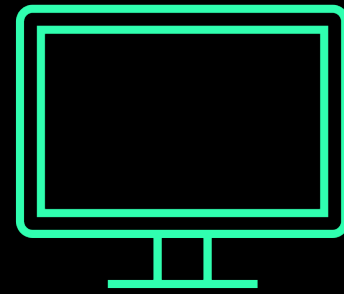
U.S. Transportation Security Administration

[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



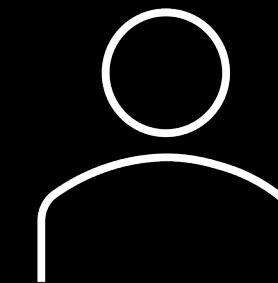
## SCALABLE

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





Overview

Airport

Airline

Analysis

# Flight On-time Analysis Dashboard

2009

Total # of flights

55,533

On-time Rate

64%

Delay and Cancel Rate

36%

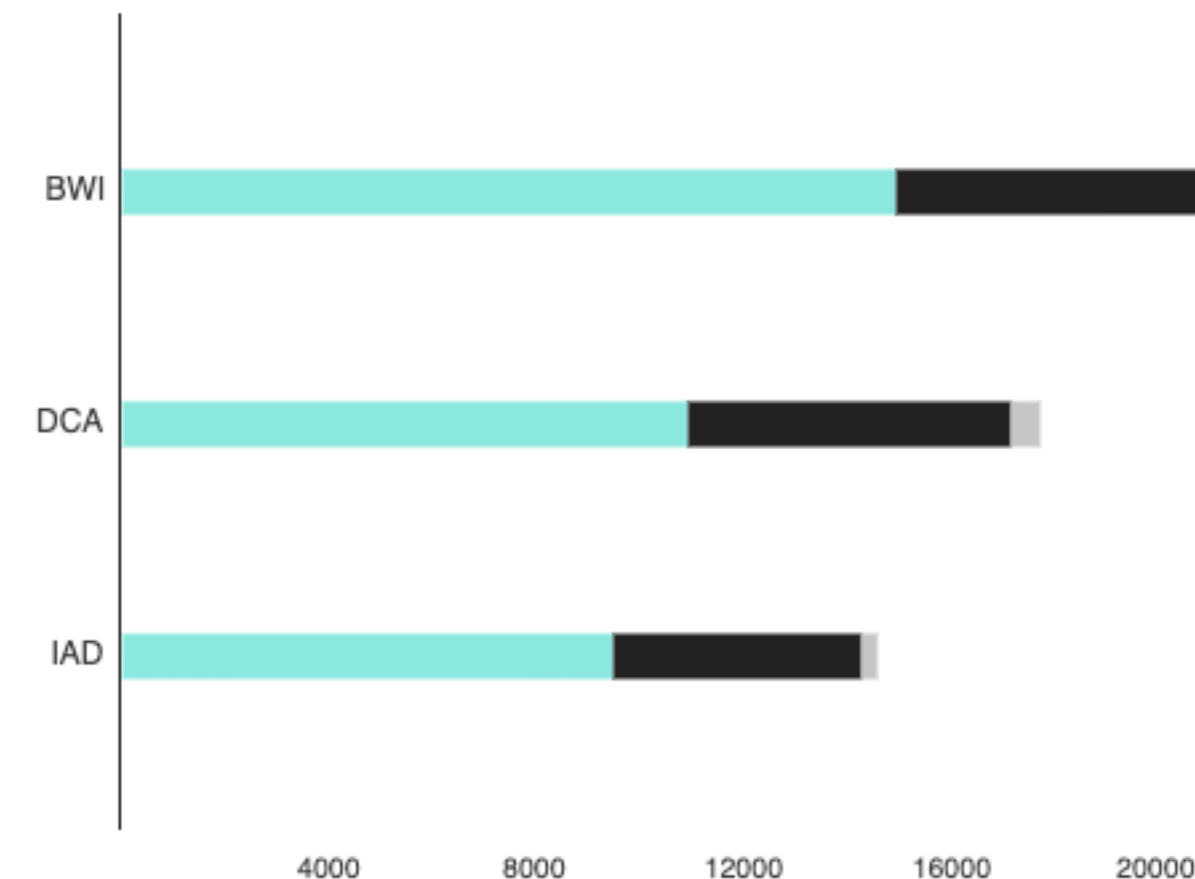
Avg Delay (min)

136,325

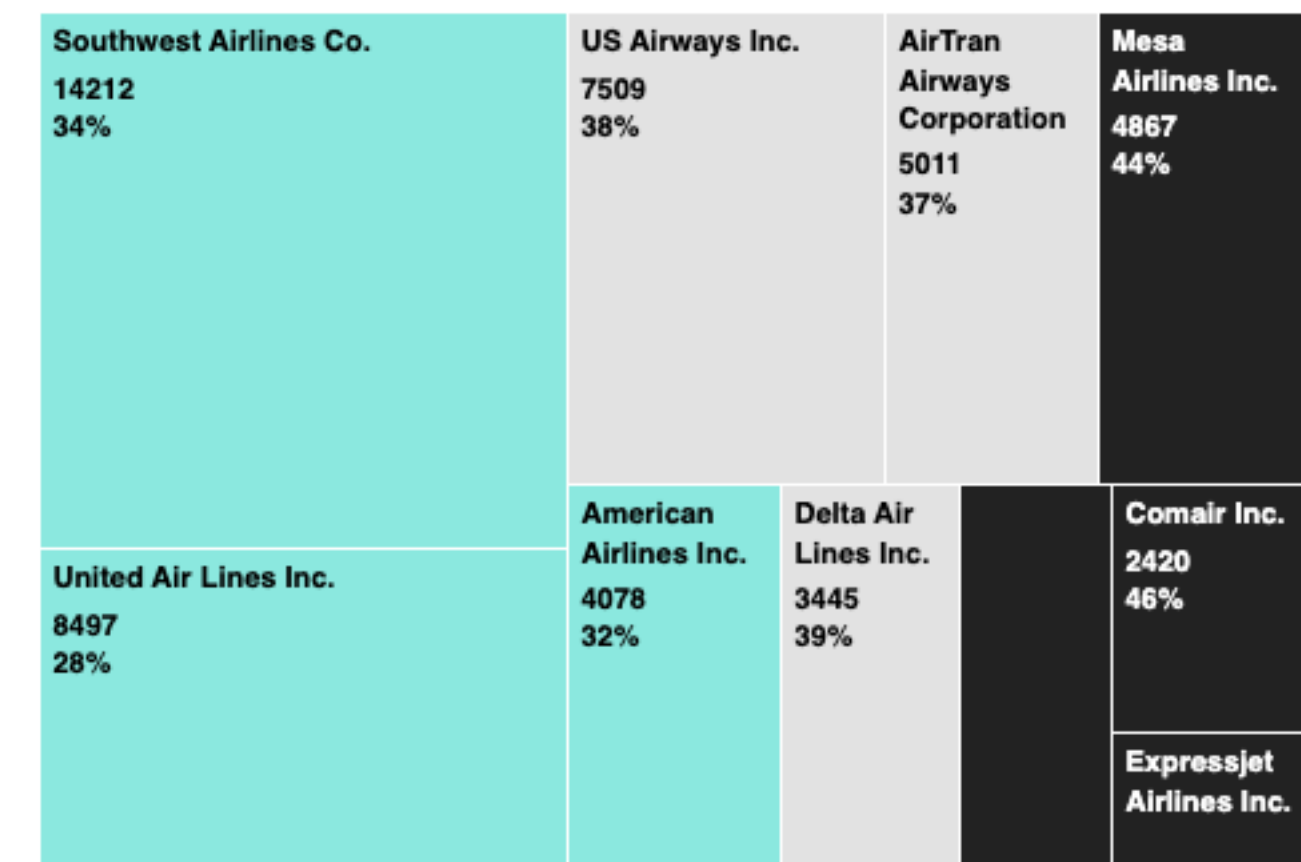
Airline On-time Situation



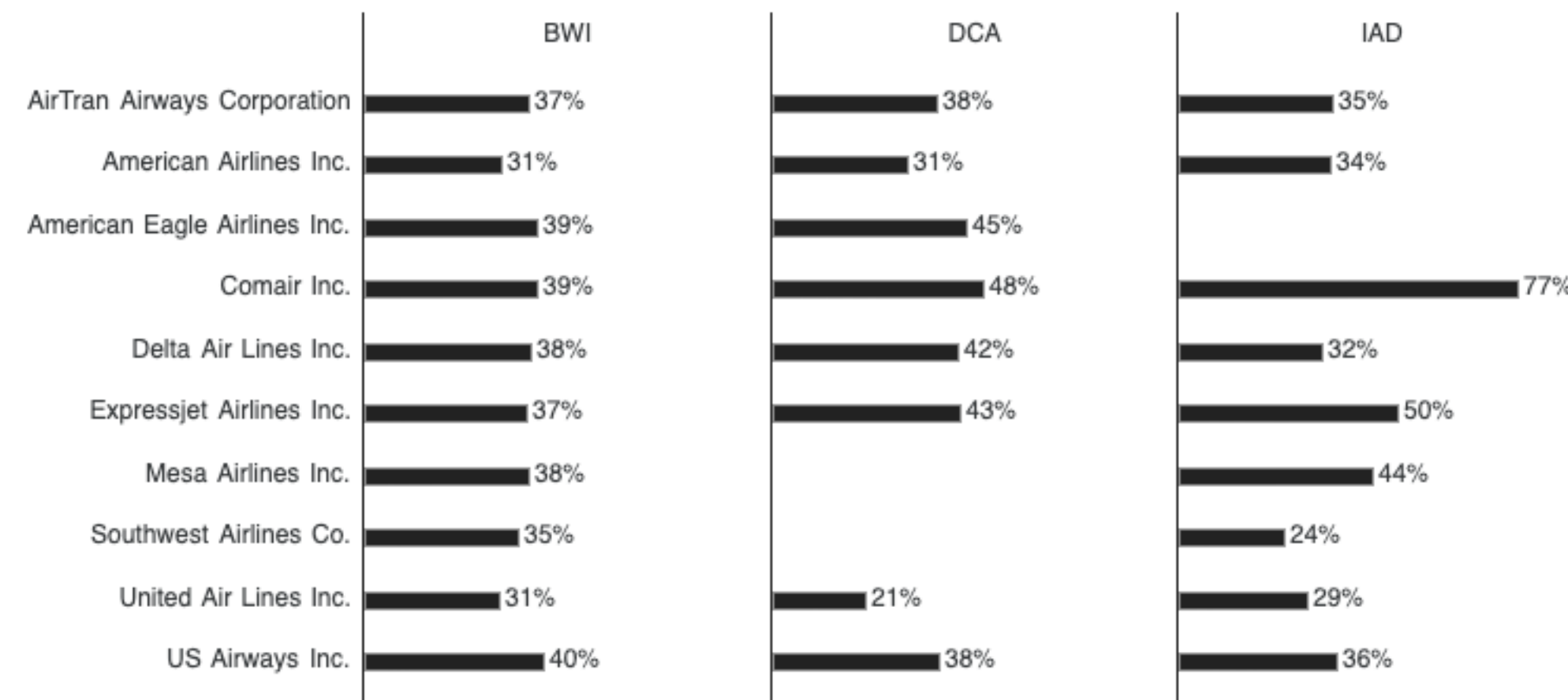
Airport On-time Situation



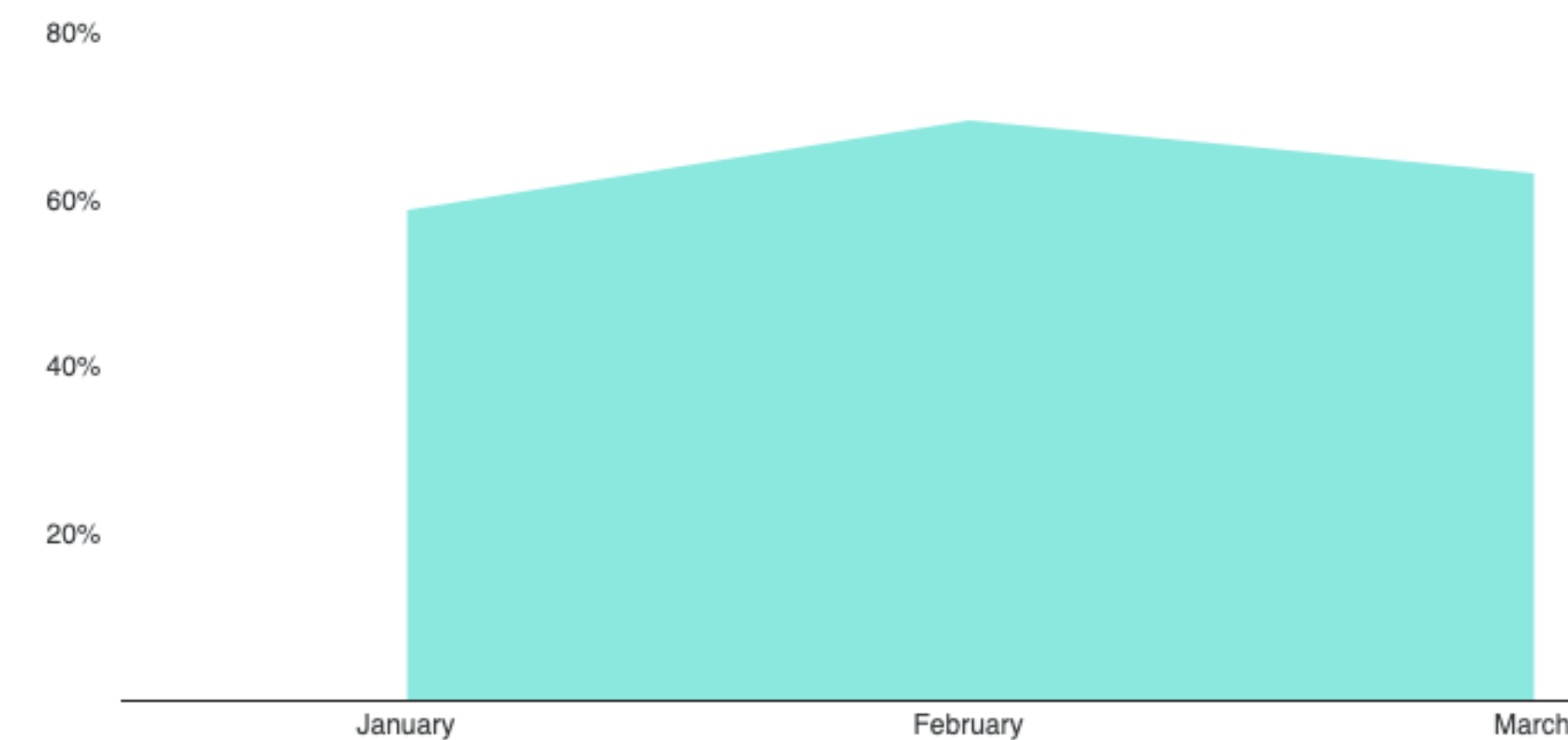
Airline Volumns with On-time Situation



Airline Delay and Cancel Rate



On-time Rate by Month

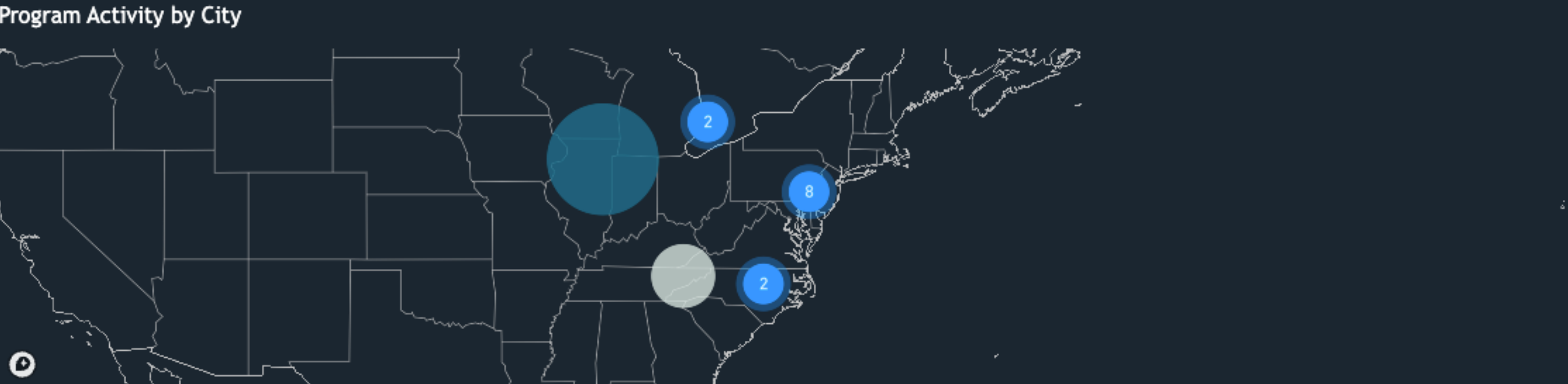
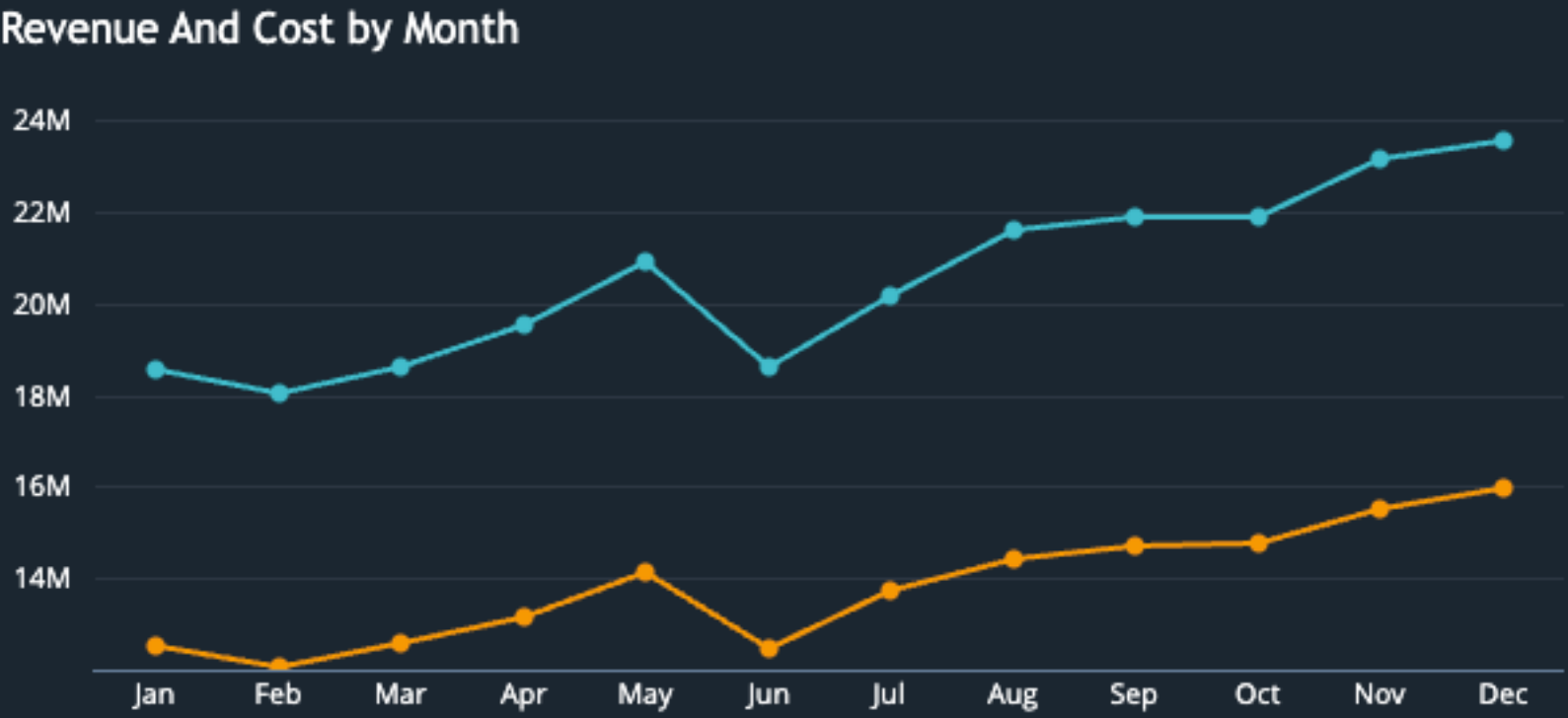
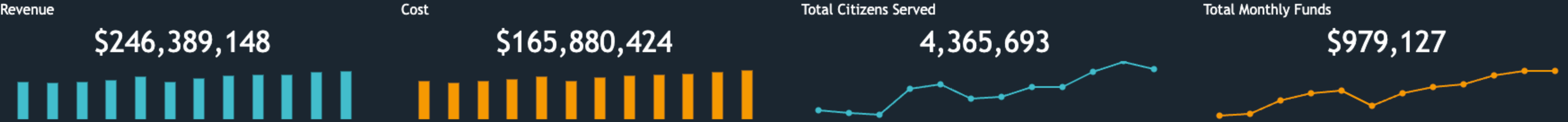


# REVENUE AND EXPENDITURES

## 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



### Program Analysis

Chicago city with most interest

New York represents 14% of users

Top 5 States Donating

Top 3 Campaigns

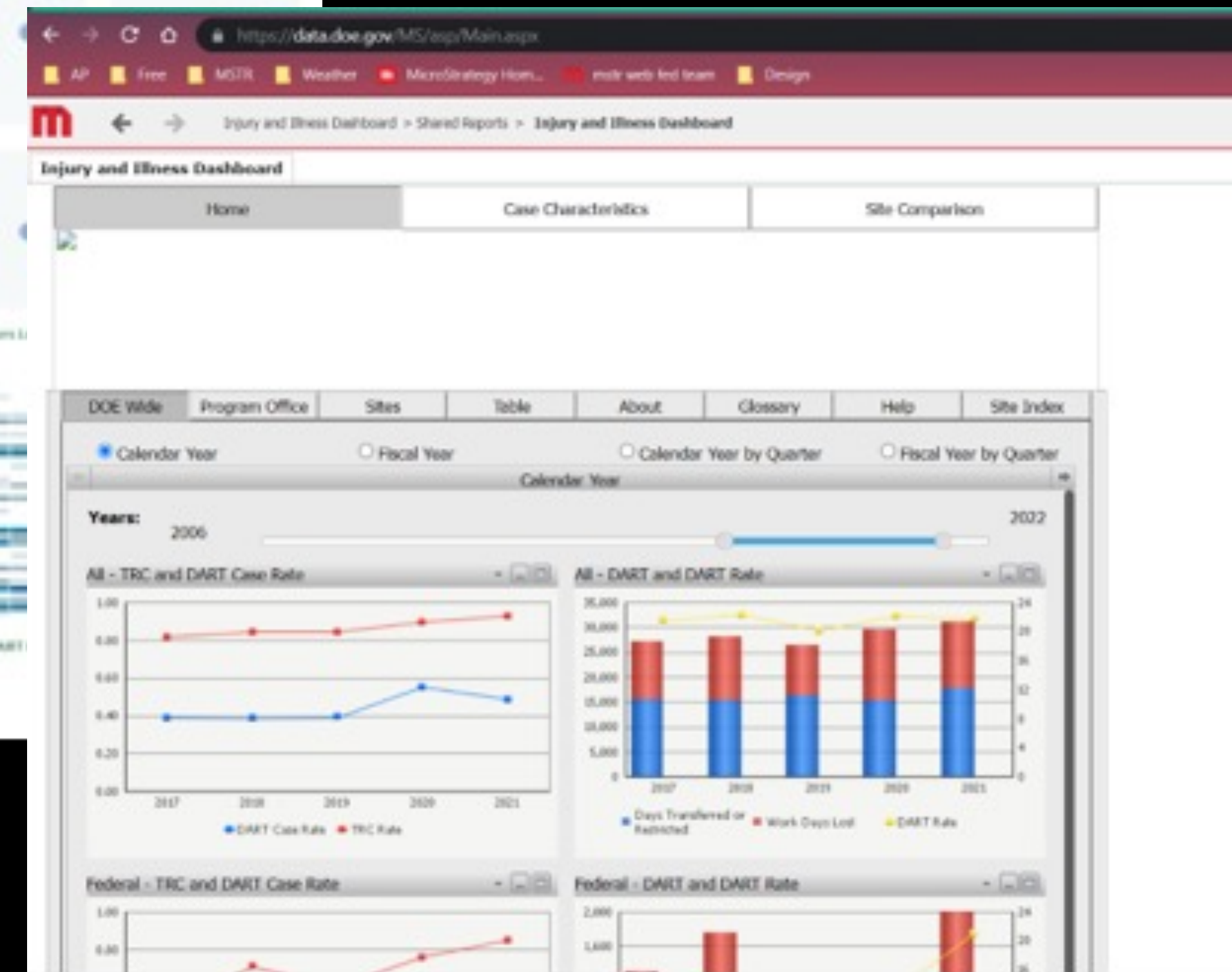
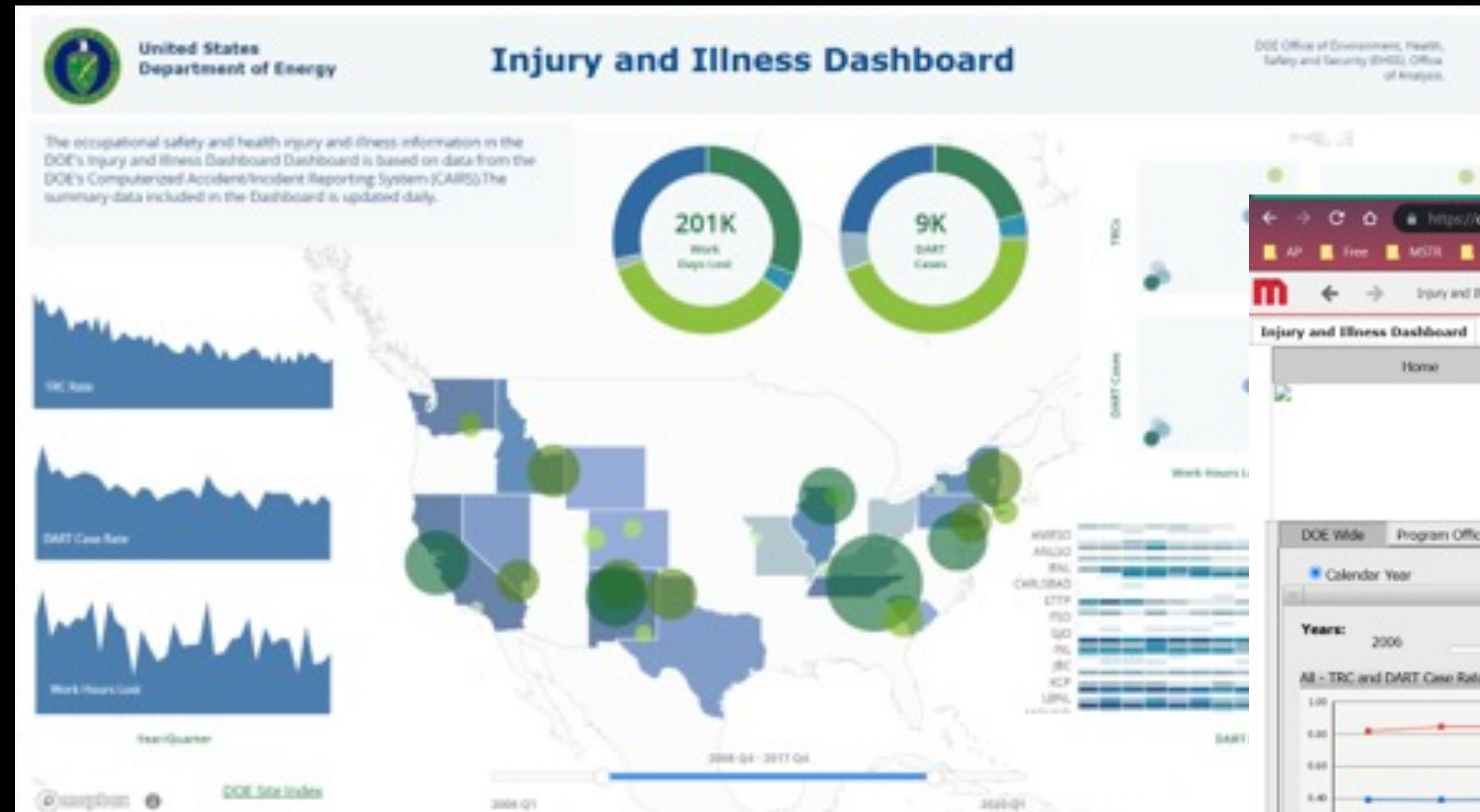







# USE CASE Department of Energy

Made the move from RSD to modern Dossier with predictive analytics




- All
- My Content
- Favorites
- Recents
- Insights
- Subscriptions
- My Groups +

All (2)



360 Branch Performance

Julia • Updated 2d ago

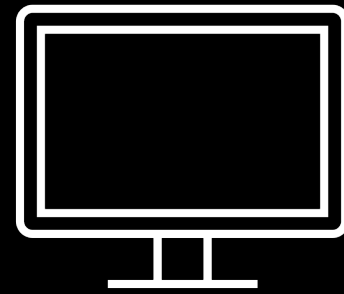


Retail Analysis

MSTR User • Updated 3d ago

# 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



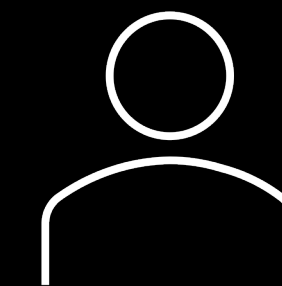
## SCALABLE

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





Build with total flexibility.

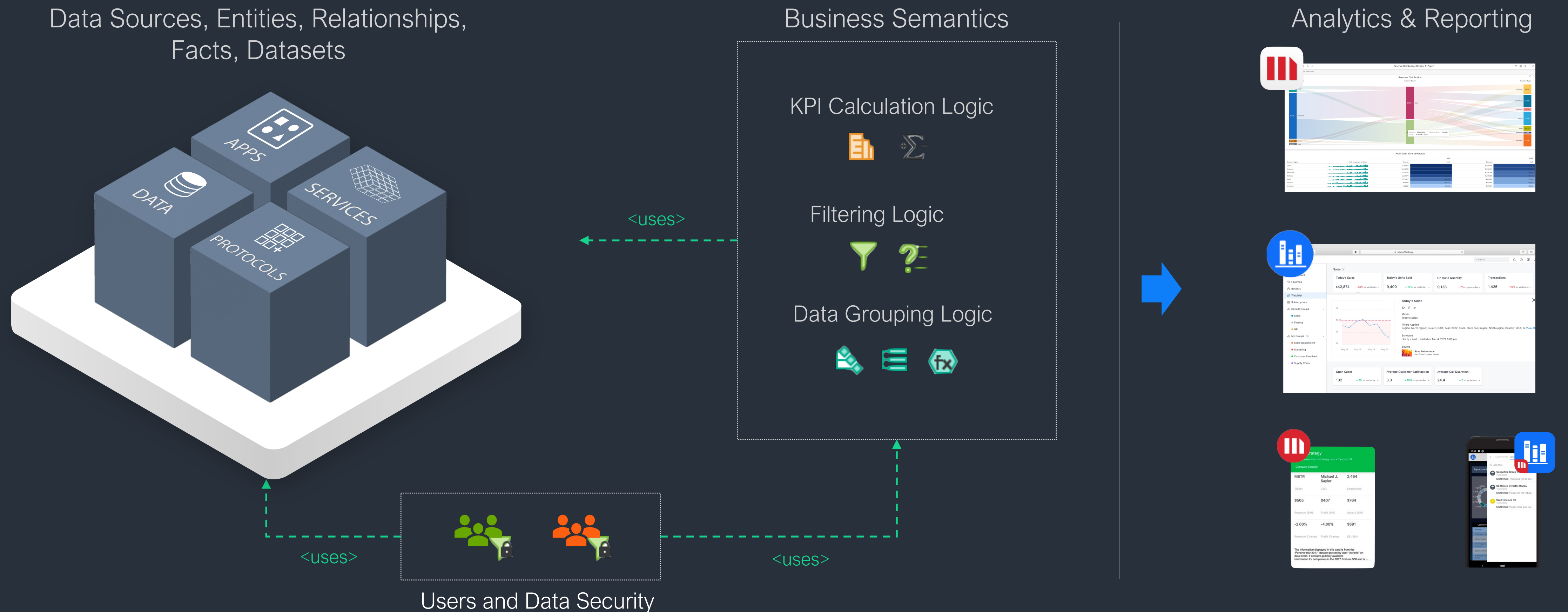
# Reusable objects across all agencies



# Ensure data insights are trusted and credible

Maintain governance with a centralized and single version of the truth

## Semantic Graph



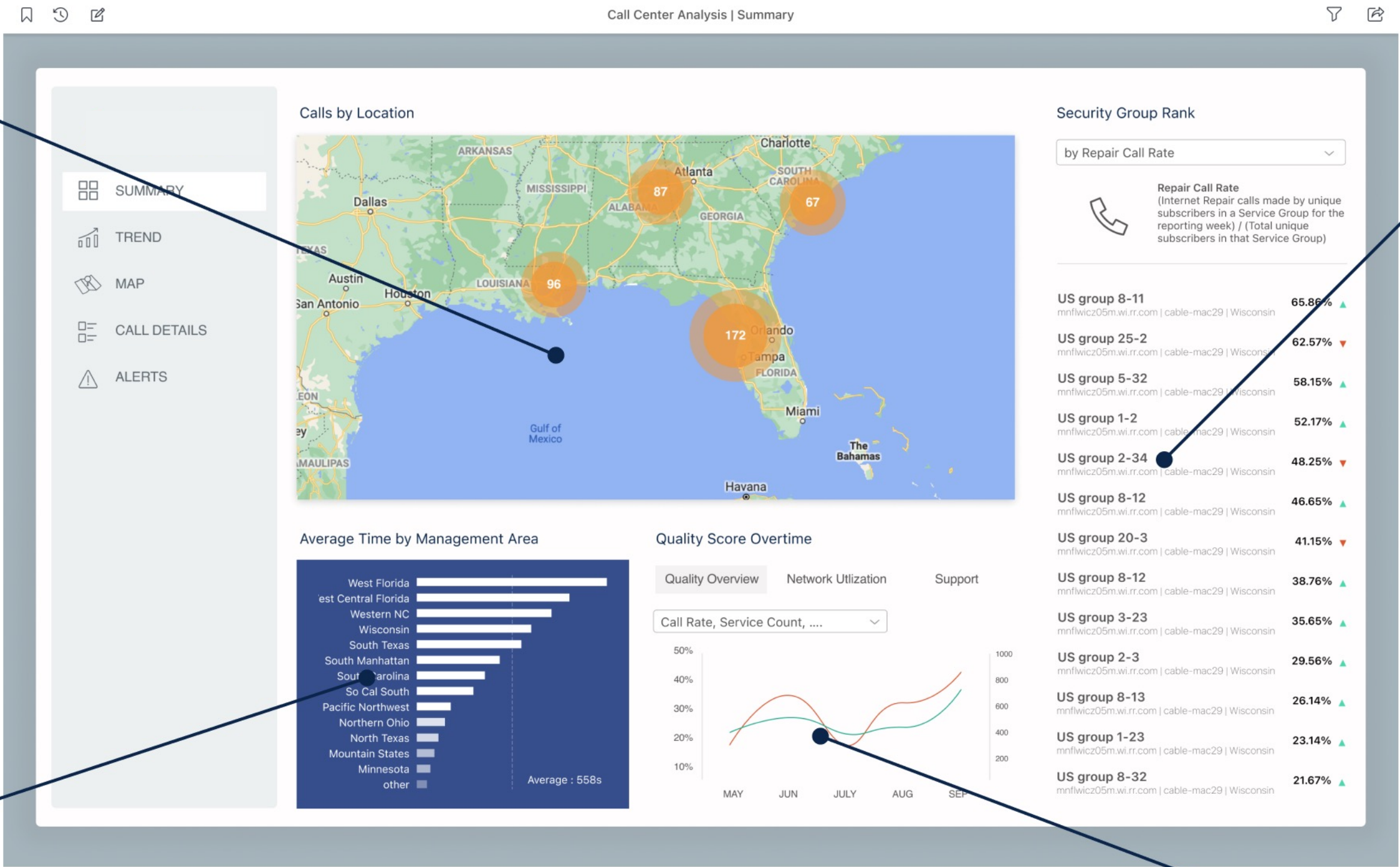


# USE CASE Identify regions and provide relief packages

Evaluate and react during crisis management including outages or natural disasters

WHERE

WHO



WHAT

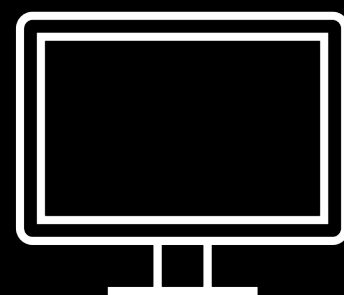
WHEN





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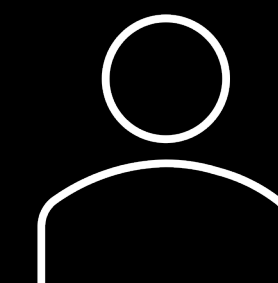
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# Build applications are up to the challenge

Millions of users. Billions of rows. Uncompromising performance.

Report with 700 Columns

REPORT FILTERS | Year (in list 2015, 2016) AND Customer Age (in list 19, 20, 21)

View all

Year ID	Subcategory DESC	Addison	Akron	Allentown		Ashby	Ashev...	Atlanta	Baltimore		Belle Vernon	Bellev...	Beltsv...	Bethune		Beverly Hills	Birmi...	Bloomfield			Bloo...	Bloo...	Blythe...	Boca Raton	Boston			Boynton Beach	Brec	
		20	20	19	20	20	19	21	19	21	21	21	20	19	20	20	19	19	20	21	19	20	20	20	19	20	21	19	19	
		Cost	Cost	Cost	Cost	Cost	Cost	Cost	Cost	Cost	Cost	Cost	Cost	Cost	Cost	Cost	Cost	Cost	Cost	Cost	Cost	Cost	Cost	Cost	Cost	Cost	Cost	Cost	Cost	
2015	Art & Architecture	\$22		\$8	\$22		\$6	\$54	\$63	\$8	\$26			\$31	\$21	\$10	\$16	\$6	\$7	\$21	\$21	\$6	\$6			\$102	\$34		\$25	
	Business			\$8		\$10	\$8	\$27	\$39	\$43	\$10	\$13	\$26	\$29	\$13	\$31		\$9	\$20	\$13			\$15			\$76	\$6	\$39	\$13	
	Literature	\$22		\$7	\$6			\$11	\$27	\$29	\$21	\$6				\$25	\$27	\$27	\$10	\$20	\$21	\$35	\$3			\$17	\$12	\$10	\$14	
	Books - Miscellaneous	\$9			\$8	\$20			\$27	\$20	\$14			\$60	\$38	\$22	\$9	\$32	\$3	\$3	\$3	\$6	\$14			\$20	\$6	\$7	\$25	
	Science & Technology							\$144	\$96	\$75	\$17	\$45		\$45		\$75	\$86	\$42	\$23	\$25	\$23	\$23	\$63			\$161	\$51	\$34	\$60	
	Sports & Health	\$21		\$36		\$9	\$23	\$33	\$55	\$54	\$27	\$9		\$6	\$8	\$31	\$14		\$14	\$6		\$21				\$12		\$22		
	Audio Equipment							\$101	\$213	\$65	\$664					\$143	\$407	\$78			\$74		\$42			\$107				
	Cameras			\$310	\$246			\$178	\$577		\$488		\$310				\$310		\$794							\$932			\$314	
	Computers			\$157	\$56		\$48	\$123	\$386	\$129		\$78			\$80	\$384	\$313	\$247	\$101		\$101	\$40				\$389	\$163		\$56	
	Electronics - Miscellaneous			\$465	\$465			\$597	\$124	\$401	\$217	\$135			\$799	\$465	\$465	\$729			\$74								\$735	
	TV's	\$42						\$233	\$239	\$244		\$507				\$662	\$906	\$1,185					\$155			\$1,159				
	Video Equipment				\$403	\$937		\$961			\$156			\$475								\$733				\$807				
	Action	\$13		\$22	\$41			\$45	\$29	\$42	\$76	\$26	\$8	\$42	\$31	\$78	\$24	\$36	\$8	\$20	\$26	\$17				\$55	\$7		\$26	
	Comedy	\$31		\$36		\$8		\$84	\$138	\$32	\$136	\$24	\$24	\$24		\$60	\$93	\$82	\$40		\$12	\$12	\$82			\$53		\$30	\$24	
	Drama	\$14			\$42	\$23		\$24	\$72	\$54	\$46			\$46	\$13	\$72	\$12	\$34		\$36		\$40	\$28			\$114	\$12	\$20	\$24	
	Horror	\$49		\$23	\$16			\$32	\$148	\$45	\$79	\$52			\$12	\$35	\$65	\$66	\$20	\$28			\$19			\$24		\$24	\$32	
	Kids / Family	\$70			\$19			\$55	\$94	\$53	\$19			\$17	\$35	\$69	\$60	\$45	\$42	\$24		\$45	\$28			\$20	\$23	\$52	\$46	
	Special Interests	\$16		\$22	\$16	\$76		\$28	\$119	\$48	\$55	\$23		\$46	\$23	\$93	\$76	\$43		\$31	\$23	\$35	\$31			\$114	\$39	\$48	\$64	
	Alternative	\$42		\$8	\$15	\$13	\$28	\$45	\$69	\$83	\$58	\$36		\$21		\$40	\$92	\$42	\$46	\$49	\$25	\$89	\$55			\$59	\$28	\$60	\$78	
	Country	\$28		\$81	\$15	\$15		\$34	\$52	\$114	\$65		\$13	\$65	\$22	\$139	\$41	\$47	\$25	\$51		\$9				\$80	\$11	\$46	\$80	
	Music - Miscellaneous			\$28	\$49		\$23	\$88	\$94	\$31	\$71	\$27		\$18		\$12	\$62	\$78	\$27			\$15	\$24			\$35		\$61	\$60	
	Pop	\$36			\$29	\$15	\$37	\$110	\$110	\$98	\$28		\$12	\$51	\$57	\$63	\$67	\$25	\$53		\$28	\$10	\$66			\$62	\$13	\$10	\$24	
	Rock	\$23		\$24	\$30	\$26		\$84	\$183	\$40	\$68		\$16	\$15	\$30	\$87	\$37	\$49		\$27	\$44	\$25				\$25		\$50	\$65	
	Soul / R&B	\$10		\$11	\$11	\$29		\$23	\$66	\$45	\$56			\$33	\$23	\$45	\$23	\$15	\$12			\$10				\$54	\$22		\$37	
2016	Art & Architecture			\$5		\$20	\$37	\$138	\$58	\$13		\$11			\$5	\$8	\$63	\$26		\$17	\$20	\$13	\$33	\$33		\$11	\$18	\$67	\$11	
	Business	\$7		\$15	\$9		\$61	\$24	\$48	\$23				\$7	\$12	\$20	\$24	\$20			\$14	\$12	\$14		\$35	\$22	\$23	\$34	\$30	
	Literature	\$6	\$9	\$3		\$4	\$14	\$7	\$58	\$53			\$12	\$12	\$16	\$14	\$21	\$23		\$8	\$24	\$17		\$8	\$13	\$16	\$18	\$16	\$18	
	Books - Miscellaneous	\$9	\$4	\$20	\$6		\$27	\$11	\$74	\$42		\$12		\$21	\$20	\$40	\$26	\$34		\$3	\$9		\$17	\$8	\$30	\$15	\$11	\$12	\$32	
	Science & Technology			\$47			\$74	\$90	\$8	\$46			\$16	\$79	\$17	\$151	\$119	\$52		\$9	\$9	\$8	\$11	\$8	\$70	\$8	\$26		\$78	
	Sports & Health	\$14		\$26		\$9	\$29	\$65	\$52	\$26		\$8			\$30	\$26	\$26	\$17			\$27	\$18	\$30		\$8	\$36	\$25		\$28	
	Audio Equipment	\$101		\$152		\$407	\$74		\$24				\$349		\$78		\$344		\$312		\$101		\$569	\$1,382			\$891	\$101		
	Cameras				\$741	\$915	\$229		\$715	\$178						\$324	\$1,276									\$314				
	Computers			\$550	\$80	\$234	\$48	\$200	\$21	\$375	\$56		\$155	\$48			\$120	\$123			\$78	\$78			\$97		\$155			
	Electronics - Miscellaneous		\$143		\$400	\$143	\$248	\$453	\$230			\$124		\$521		\$770	\$364				\$74	\$521			\$74	\$479		\$1,650		
	TV's					\$485			\$2,025				\$12	\$41			\$244	\$480			\$155	\$494			\$519	\$78	\$224	\$297		
	Video Equipment	\$114	\$564	\$156		\$937		\$682	\$325	\$1,085			\$807	\$937		\$499	\$133	\$2,152						\$721	\$145	\$133	\$156	\$1,447		
	Action	\$18	\$17	\$42	\$76	\$12	\$23	\$97	\$122	\$97	\$12	\$22		\$55	\$17	\$36	\$51	\$39		\$8	\$57	\$30	\$13		\$70	\$8	\$32	\$77	\$14	
	Comedy	\$40	\$24	\$54	\$60	\$52	\$12	\$64	\$25	\$123		\$24		\$79	\$12	\$24	\$55	\$8			\$46	\$78	\$48	\$12	\$95	\$45	\$36	\$47	\$41	

48 Rows, 693 Columns






ANTOINE MENU

- > Before
- > After
- > Drill

DASHBOARDS

 Dashboard Example 1




UI COMPONENTS

-  Elements
-  Components
-  Tables

WIDGETS

 Dashboard Boxes

FORMS

-  Forms Controls
-  Forms Layouts
-  Forms Validation

CHARTS

 ChartJS

Total Orders  
Last year expenses






1896

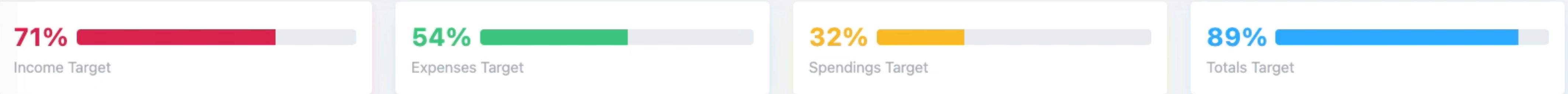
Clients  
Total Clients Profit

\$ 568

Followers  
People Interested

46%

ACTIVE USERS					Last Week	All Month
#	Name		City	Status	Actions	
#345		John Doe Web Developer	Madrid	PENDING	Details	
#347		Ruben Tillman Etiam sit amet orci eget	Berlin	COMPLETED	Details	
#321		Elliot Huber Lorem ipsum dolor sic	London	IN PROGRESS	Details	
#55		Vinnie Wagstaff UI Designer	Amsterdam	ON HOLD	Details	
						Save





# 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



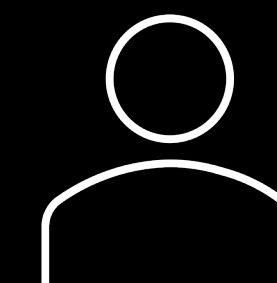
## SCALABLE

Extend and scale analytics to global users with high performance



## AGILE

Innovate and iterate easily with rapid deployment



## ACCESSIBLE

Ensure data insights are available to all users



Total Holdings Inc.

CUSIP: 79854T107

Ticker: 3SLOT

Dossier

Stock

FRAUD ADVISEMENT

LIKELY MANIPULATION

Company Details

Market Cap

N/A

Market Value (K)

\$0

SIC Category

Transportation Services

Potential For Fraud

2.20

Beneish M-Score

Unlikely

Possible

Likely

Potential For Bankruptcy

-1.58

Altman Z-Score

Distress Zone

Grey Zone

Safe Zone

Financial Details

\$0.34

Net Working Capital

\$0

Revenue

3.53

Quick Ratio

3.53

Current Ratio

0.82

Earnings Quality

0.00

A/R to Sales

2

# Years 95%

1

# Years 99%

50.00%

% of Years 99%

Expense Reports

SaveReplace DatasetNew Metric

Expense Reports Sample U...Q

Currency

Department

Employee ID

Expense Report ID

Last Modified

Region

Status

Amount

Amount USD

Days in Backlog

Row Count - hyper-finance-exe...

Drag and drop an attribute

Reimbursement

100

Amount

CNY

Currency

\$14.29

Amount USD

Status

Approved

Department

Cloud

Last Modified

9/12/2020

Employee ID

11117

ABC/123

ABC/123

Widgets

TemplateFormat

Clear Card Data

HEADER

Color

Thresholds

Title

Subtitle

Link



# Enhance internal and external applications

Embed an actionable layer of contextual insight into existing websites or products

Recently Viewed | Accounts | Sana Hogan - Google Search

mstr.lightning.force.com/lightning/o/Account/list?filterName=Recent

Sales Home Red Reports Timecards Accounts Contacts Reports Dashboards UC Form ED Profile Cases Knowledge Opportunities

Accounts Recently Viewed 11 items - Updated 2 hours ago

	Account Name	Account Id	Locale	Account Owner	Status	Industry	Renewal Status (\$K)
1	<a href="#">Spencer and Kutch</a>	BANK85213	New York	<a href="#">Amanda Richardson</a>		Banking	248
2	<a href="#">Horizon Bank</a>	BANK88764	DC	<a href="#">Stephen Wilson</a>		Banking	302
3	<a href="#">Friendly Docs Clinic</a>	HLTH27193	Florida	<a href="#">George Smith</a>		Healthcare	875
4	<a href="#">Organic Farms Inc</a>	RETL54967	California	<a href="#">Frank Mason</a>		Retail	78
5	<a href="#">BetterHome Solutions</a>	ELEC11395	Virginia	<a href="#">Janie Burton</a>		Electronics	129
6	<a href="#">Visionary Opticals</a>	HLTH27469	Texas	<a href="#">Monica Davis</a>		Healthcare	203
7	<a href="#">Bridge Bank Financial</a>	BANK82105	New York	<a href="#">Amanda Richardson</a>		Banking	361
8	<a href="#">Roast Bean LLC</a>	FOOD17206	Maryland	<a href="#">Elizabeth Jones</a>		Food	84
9	<a href="#">Paws n Tails Inc</a>	HTLTH24916	Florida	<a href="#">George Smith</a>		Healthcare	93
10	<a href="#">Futura Credit Union</a>	FIN00814	Maryland	<a href="#">Joshua Clark</a>		Finance	59
11	<a href="#">Beautanica Corp</a>	RETL58204	California	<a href="#">Frank Mason</a>		Retail	734

Amanda Richardson

arichardson1

As the Account Executive for Spencer and Kutch, Amanda has transformed the company's relationship with data analytics. This year, she has helped S&K surpass their goals by enabling them to learn from past data trends in the banking industry.

ID 1345

Title Account Executive

Manager Charles Miller

Department Consulting

City 40.7143

Phone 364-328-5242

\$90.0K Salary

70% Performance Rating

2 # Direct Reports

285 Incidents Reported

Incidents

45% Pending %

78% Resolved %

Mandy used to be my nickname until my niece accidentally called me a manatee.

you want to do

Move Rules OneNote Tags New Group Browse Groups Search People Address Book Filter Email Speech Get Add-ins Hyper Insights Hyper AQ.DEP

Move Groups Find Add-ins MicroStrategy MicroStrategy

3 Cards

Companies Sample (1) microstrategy

Salesforce Contacts Sample (1) Ashley Jones

Ashley Jones

Title Director

Mobile Phone 516-555-1212

Office Phone 404-555-1245

Details Ashley has two daughters, Susan and Sarah.

are coming up on our meeting with Ashley Jones at SWT  
ng you know which sales representatives will be taking  
o connect with them before we take any next steps.

Items: 4,026

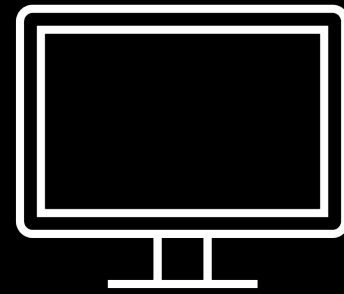
All folders are up to date. Connected to: Microsoft Exchange





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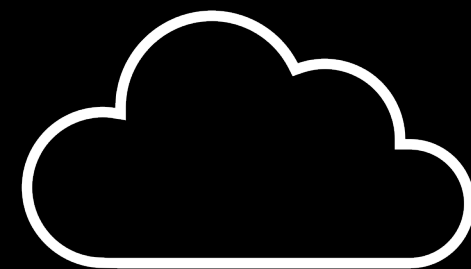
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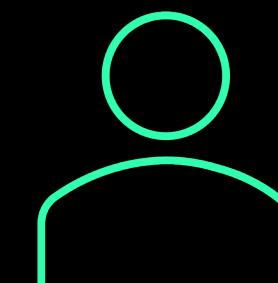
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## AGILE

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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.

Build a cloud-based solution that empowers your organization.

- 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





"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.



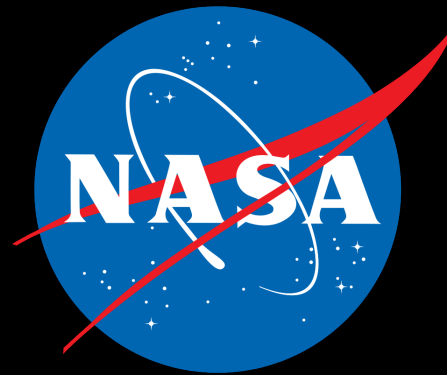


# Trusted Partner

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 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**



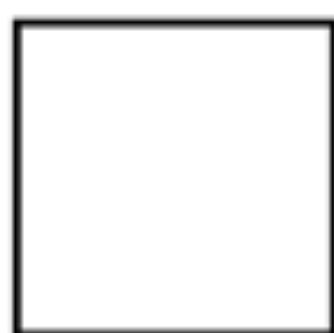
**[fedramp@microstrategy.com](mailto:fedramp@microstrategy.com)**



# Appendix



# The ultimate power play of data horsepower and data creativity



Built for  
**some** users.



Built for  
**all** users.

## DATA CREATIVITY

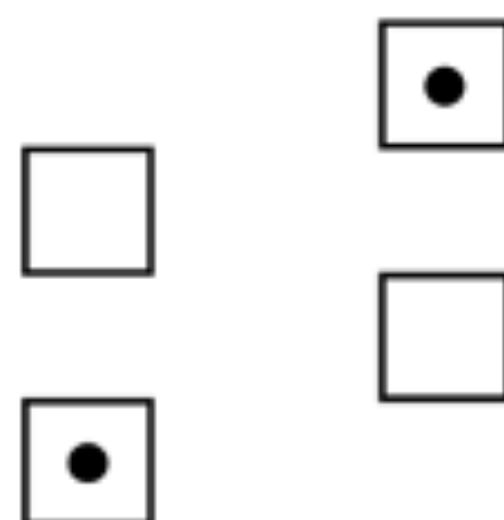
### Move faster and more effectively with intuitive apps

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.

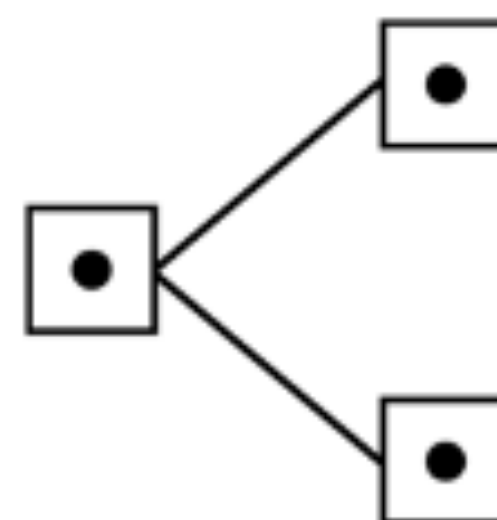
## DATA HORSEPOWER

### 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.

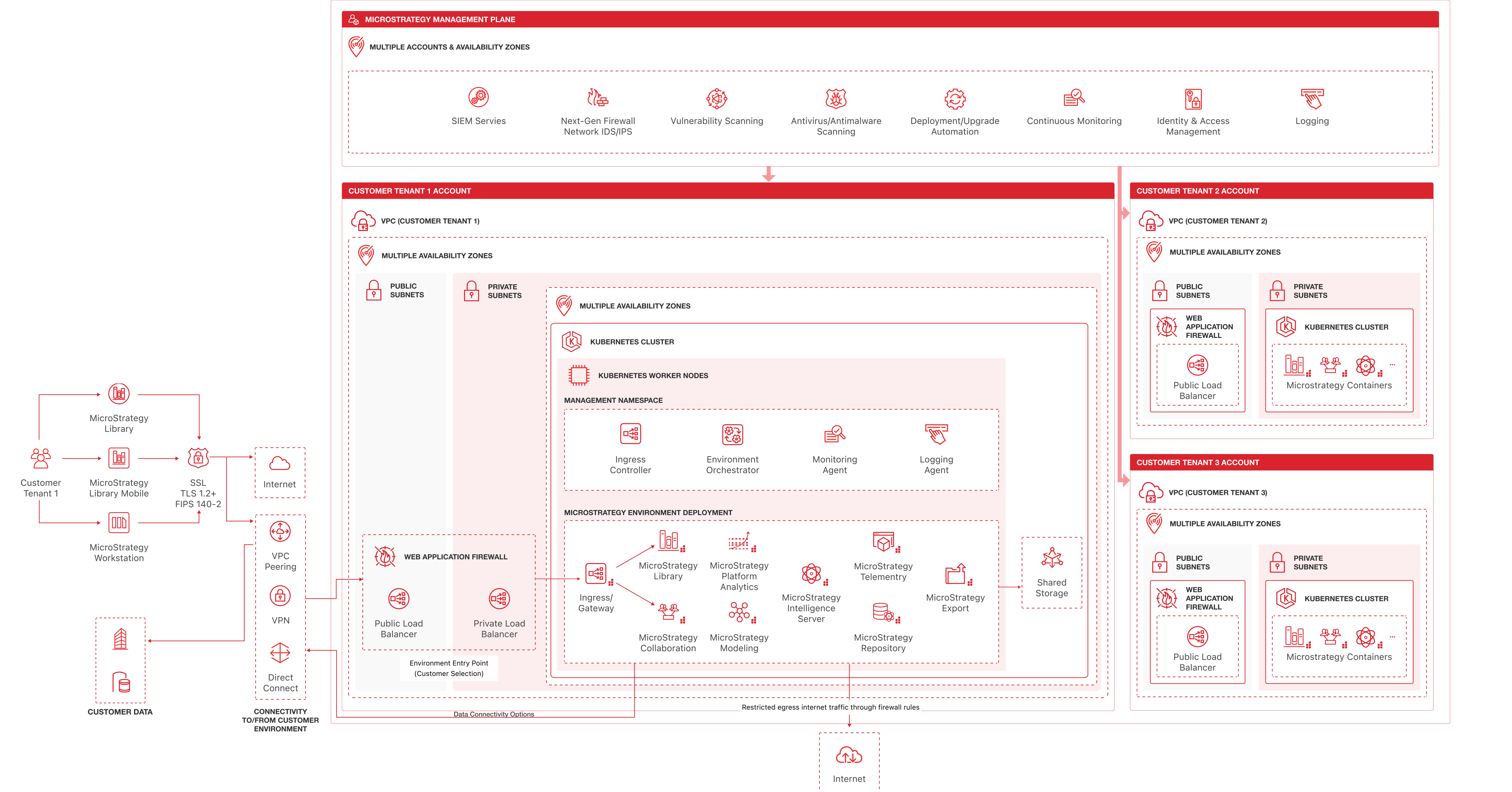


The truth?



The **truth.**

# MICROSTRATEGY CLOUD FOR GOVERNMENT ARCHITECTURE DIAGRAM





# Modern Analytics. FedRAMP Authorized.

MicroStrategy Cloud for Government

[Request Access](#)

[Learn more with this PDF download >](#)

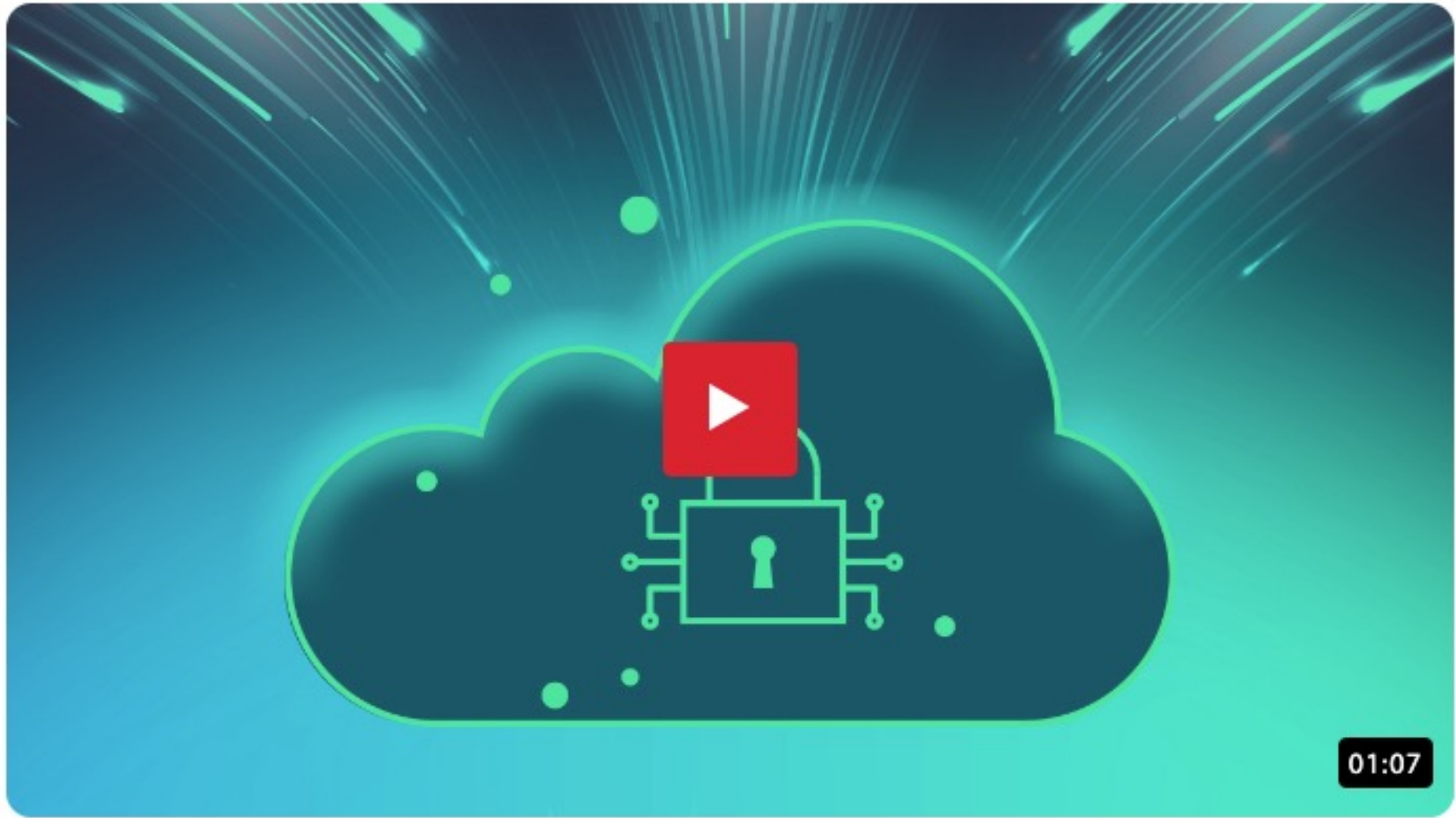
[Home](#) > [Solutions](#) > Public Sector

## 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**

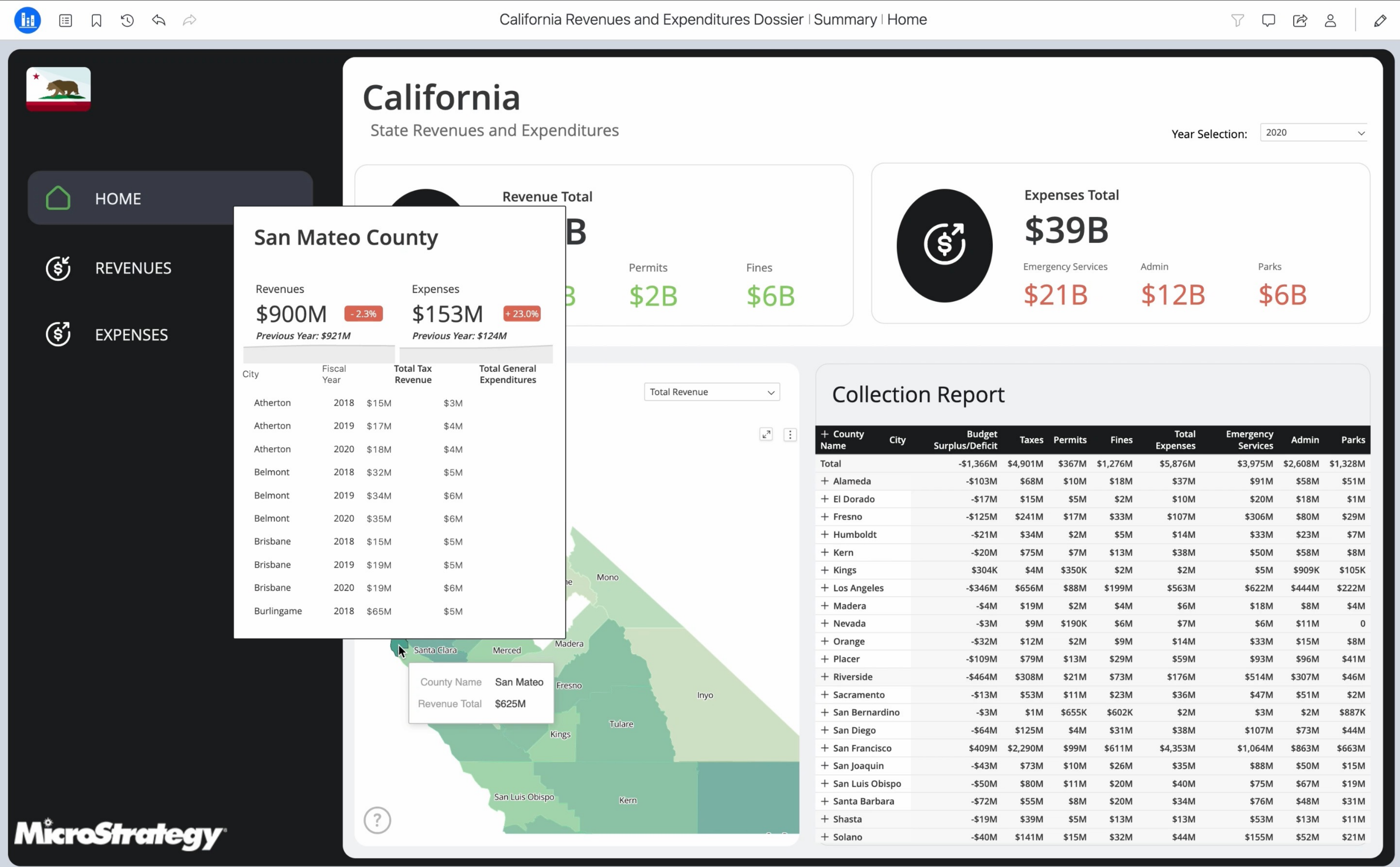
Chief, Performance Management Unit  
Federal Bureau of Investigation

[Watch the webinar](#)



# Evaluation of revenues and expenditures

Relevant analysis to federal and state governments



San Mateo County

Revenues: \$900M (-2.3%)  
Previous Year: \$921M

Expenses: \$153M (+23.0%)  
Previous Year: \$124M

Collection Report

County Name	City	Budget Surplus/Deficit	Taxes	Permits	Fines	Total Expenses	Emergency Services	Admin	Parks
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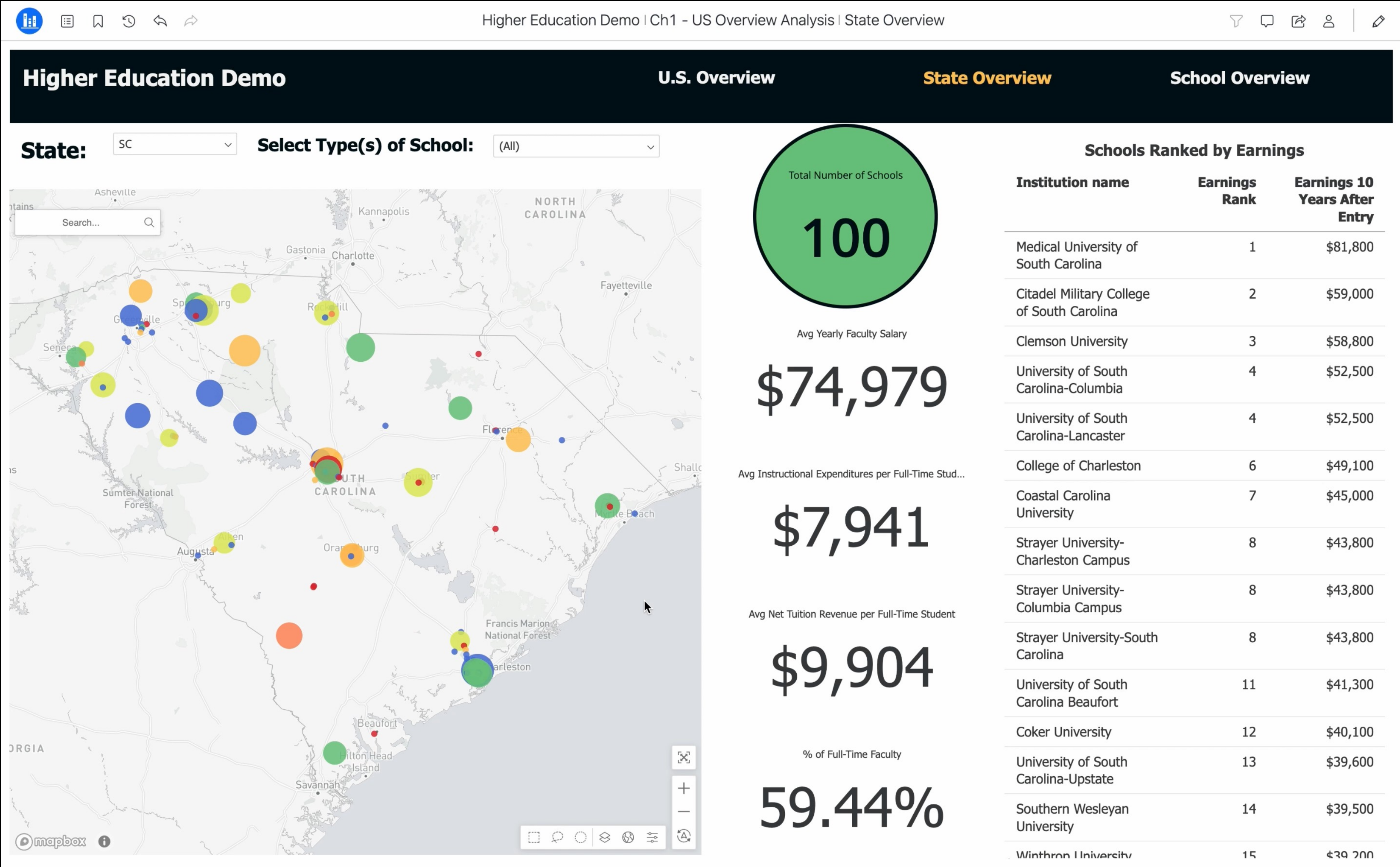
San Mateo County

Re



# State and Local, Education

Tracking statistics and admissions at the university level



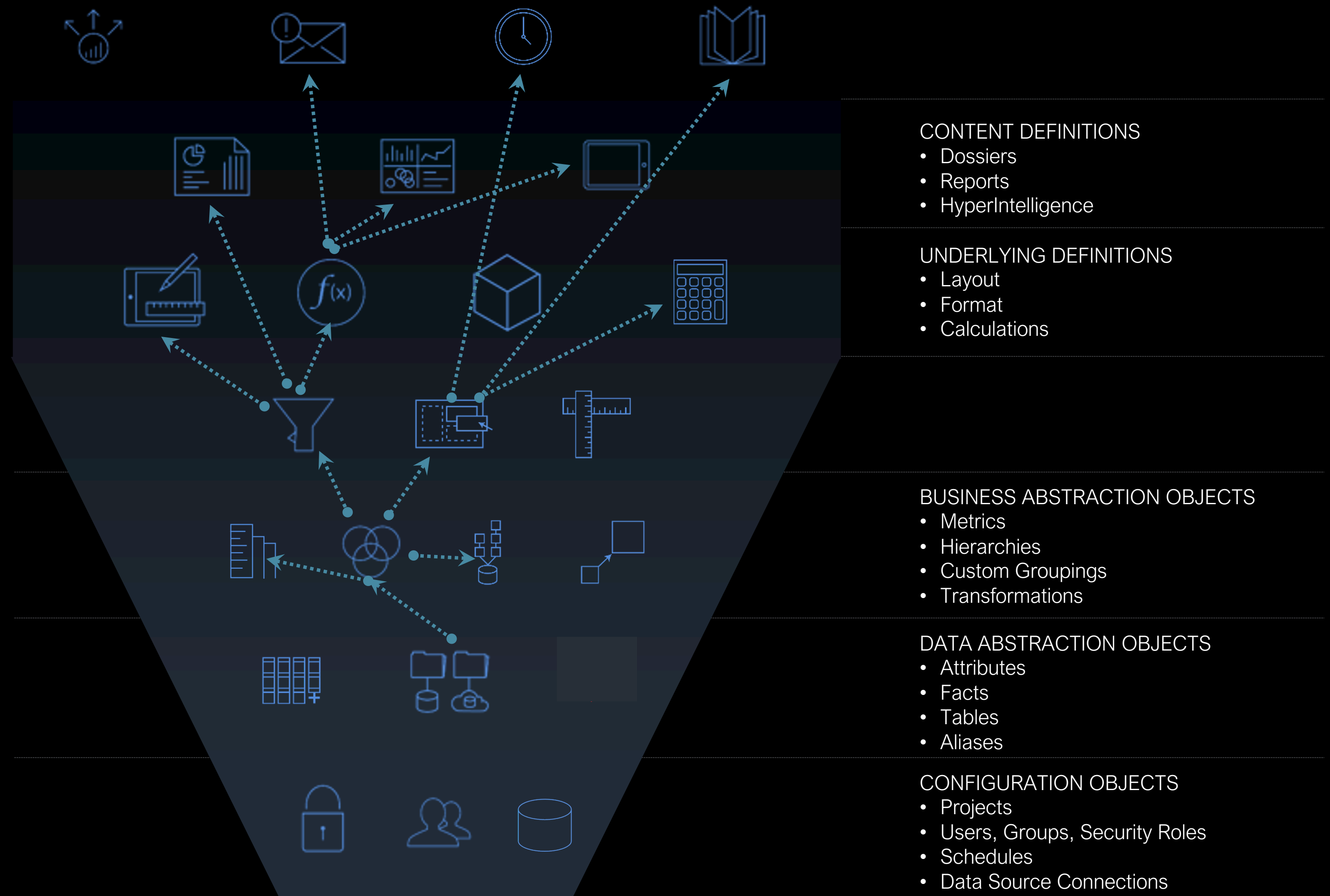


# Capitalize of object reusability to develop faster

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](#)

