



**ATLAS**  
ANALYTICS ADVANCING TRADE



**Tyson**

October 4, 2018

**UPDATE**

Tyson Sales Team

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# Today's Discussion

- Relationship Review
  - Usage & Tickets
  - Key Projects
  - Time Allocations
  - Comparable Clients
- Active Project Status
- Advancing Our Relationship



# Relationship To Date - Usage & Tickets

- **Usage**

- 123 users, 45 active in the past 30 days
- 4,924 reports run in past 30 days
  - Tyson is ranked 6<sup>th</sup> of Atlas customers over last 30 days by number of Reports
  - Avg runtime per report < 2.5 minutes
  - Error rate of <0.1% (Past 30 Days)
  - Top users in past 30 days:
    - John Reagan | Arden Leraris | Aprilia Husin | Katherine McGraw | Bill Winters

- **Tickets**

- 239 Projects Completed
  - Avg of 5.7 project tickets closed per week

# Relationship To Date

## K E Y P R O J E C T S

### Onboarding

- Historical Data Loading
- Custom Report Development
- ETL Enhancements (Optimizations, Priority Schedule Notification)
- POS Lbs Centric ETL & Reporting
- Tableau

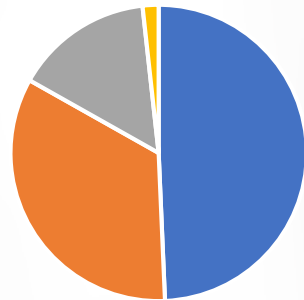
### Ongoing

- Comp Topline Redevelopment
  - Adding data and charts to better support executive level reporting
- Salsify / Supplier Center
  - Ongoing effort to make a material impact on time required by Tyson to manage keeping Supplier Center data accurate and up to date.
- Adhoc Improvements
  - Expanding data available in bundles and data sources
- NPG Attribution • Sam's Club OTIF • Exports

# Time Allocations

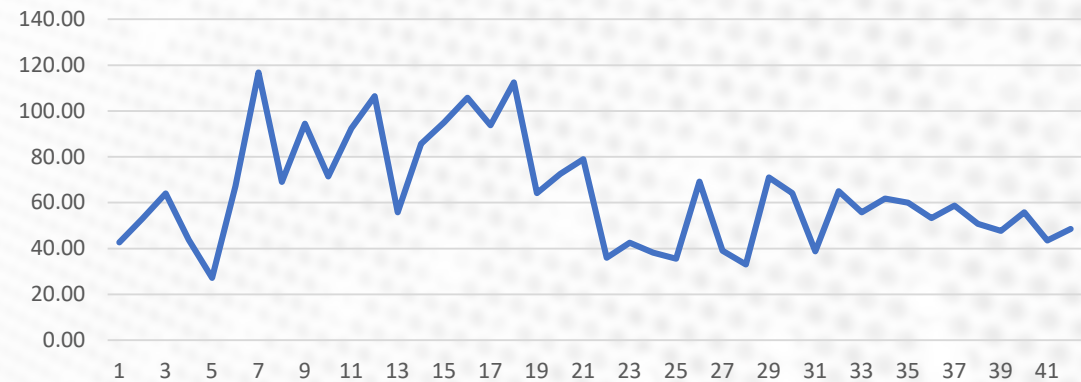
- Avg of 63.84 hours per week
- Avg of 30.96 BI hours per week
- Onboarding peak was 116 hours in a week
- Current level just over 50 hours per week

Avg Weekly Time By Role



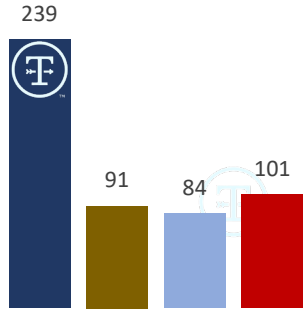
- Avg BI Hrs Per Week
- Avg CSM Hrs Per Week
- Avg ETL Hrs Per Week
- Avg Training Hrs Per Week

Hours By Week

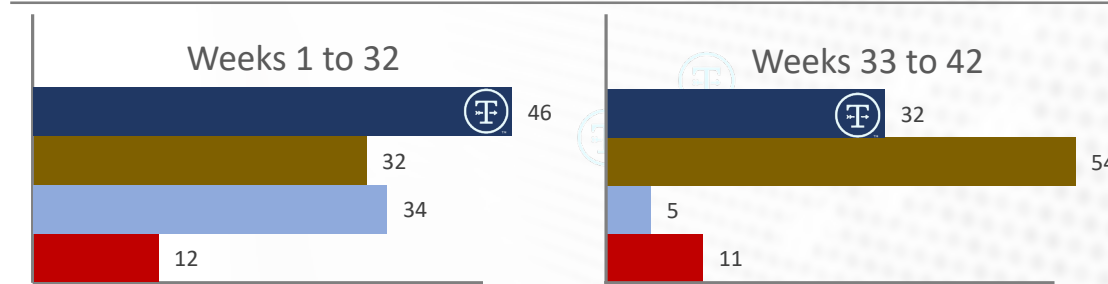


# Comparable Clients (First 42 Weeks)

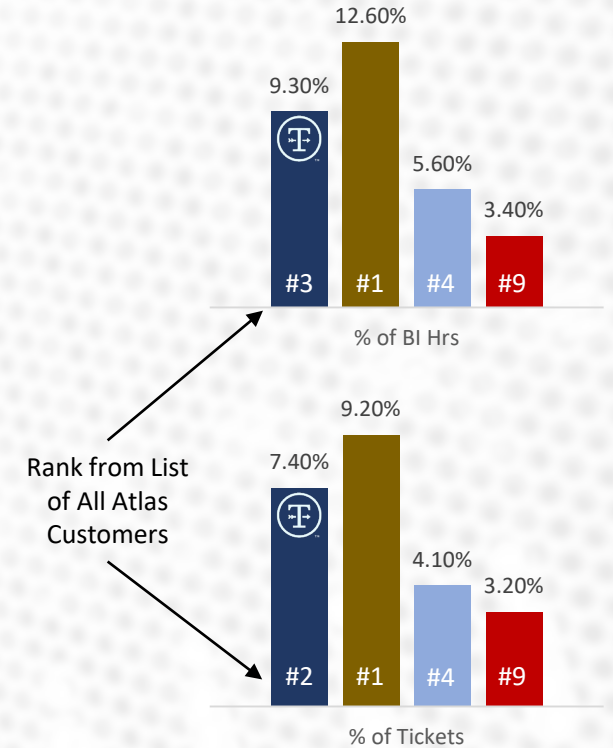
## Tickets Completed



## Average Hours per Week



## Percent BI Hrs/Tickets

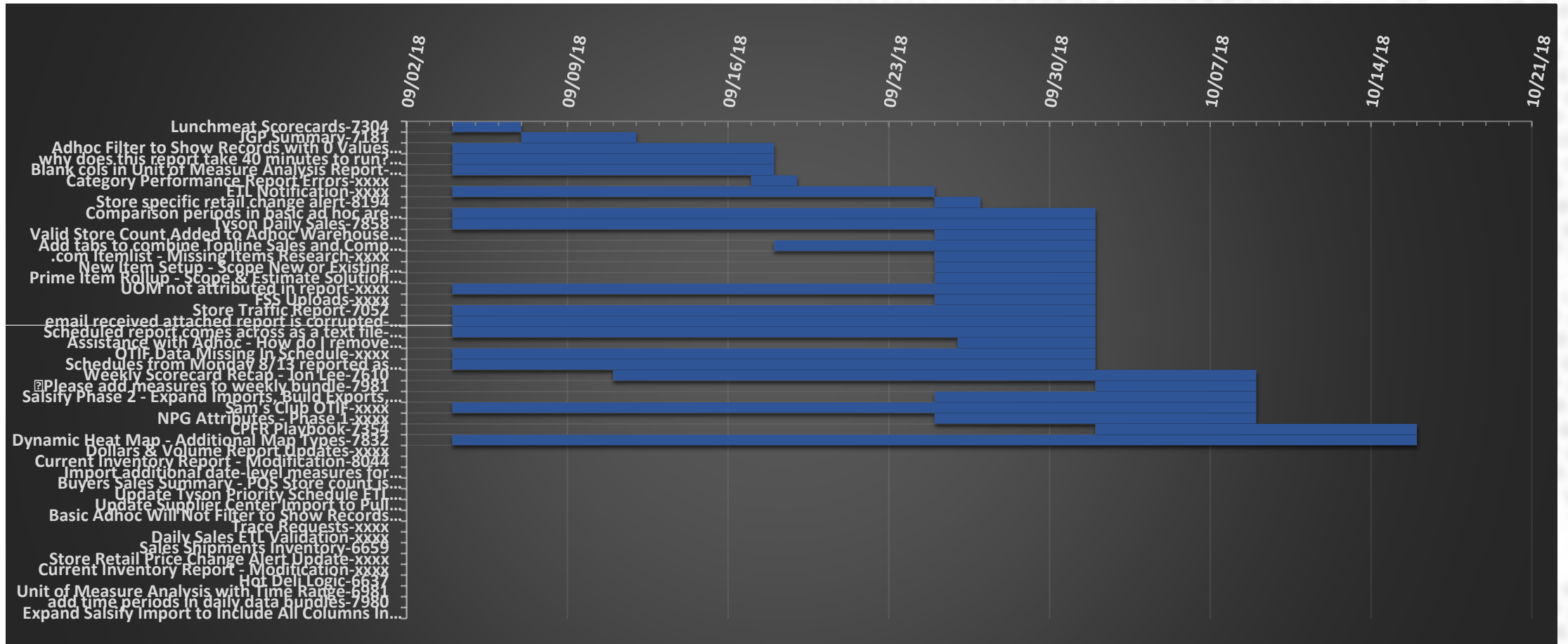


Client A

Client B

Client C

# Active Project Status



# Advancing the Relationship

- Define Success for Tyson Sales Team Partnership
  - Ensure all parties are set-up for success
- Dedicated Atlas Team
  - Number of Consultants?
  - Competency priorities?
    - Industry Knowledge | Atlas Expertise | Developer
- Adjust Service Hours?
- Increase Contracted Hours?