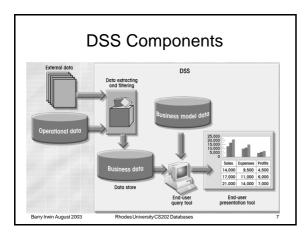
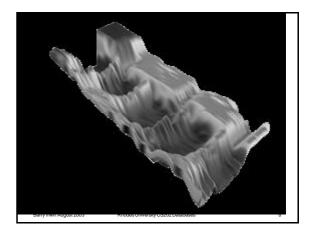


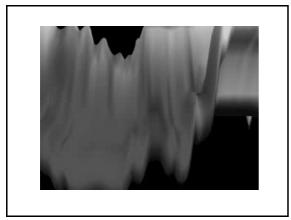
COMPANY	PROBLEM	BENEFIT
Moen, Inc. Manufacturer of bathroom and kitchen fixtures and supplies Source: Cognos Corp. www.cognos.com	Information generation very limited and time-consuming Only five people knew how to extract data using a 3GL Response time unacceptable for Managers' decision-making purposes	Provided quick answers to ad hoc questions for decision making Provided access to data for decision-making purposes Got in-depth view of product performance and customer marging
Pacific Gas Transmission Co. Natural gas provider in Pacific Northwest Source: Oracle Corp. www.oracle.com	Rapid changes in markets due to deregulation Diminishing profits in traditional services	Managers able to analyze data quickly Positioned company to quickly identify market trends Created new services and pricing structures
Sega Corporation Interactive entertainment systems and video games Source: Oracle Corp. www.oracle.com	 Needed way to rapidly analyze great amount of data Needed to track advertising, coupons, and rebates associated with effects of pricing changes Used to do it with Excel spreadsheets, leading to human errors 	Eliminated data-entry errors Identified successful marketing strategies to dominate interactive entertainment niches Used product analysis to identify better markets/product offerings

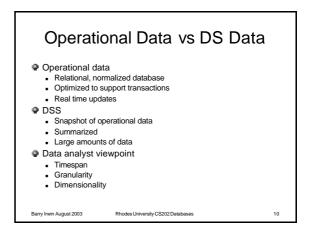
Decision Support Systems Decision Support is a methodology Extracts information by processing data Uses information as basis for decision making Decision support system (DSS) Arrangement of computerised tools Used to assist managerial decision Used to assist managerial decision Extensive data "massaging" to produce information Used at all levels in organization Drill Down' functionality Interactive Provides ad hoc query tools

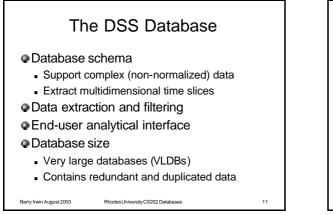
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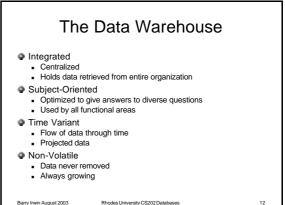


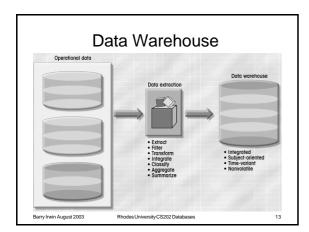


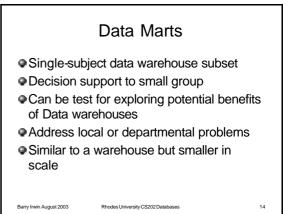


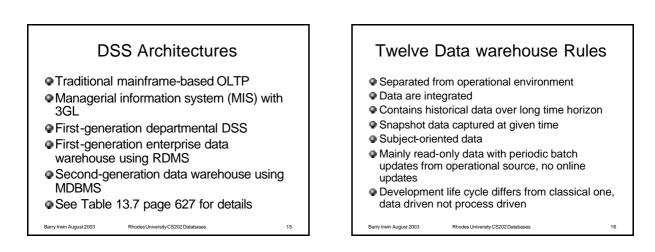


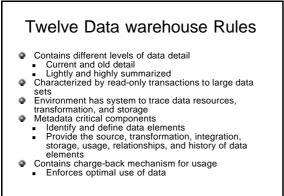


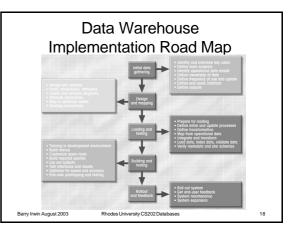












Barry Irwin August 2003

Rhodes University CS202 Databases

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