

Predictive Analytics

INTELLIGENT INSIGHTS | INFORMED DECISIONS

Grazitti helps some of the world's largest organizations uncover future trends and gain a distinct and competitive edge.

We dive deep into your data by analyzing hidden insights and opportunities with analytical tools, proven frameworks, and techniques such as data analysis, visualization, blending, and opeparation.

Our advanced analytics capabilities will help you leverage your current and historical data to convert problems into successful business outcomes and predict the future.

What Grazitti Offers



Opportunity/Deal Scoring

Enable sales managers and reps to score deals based on deal and account demographics and allow them to prioritize and segment deals based on the deal size and account value



Customer Churn Analytics

Detect customer's churn risk based on KPIs like customer usage, level of interaction, account penetration, account demographics, etc.



Financial Risk Models

Reduce complexity and increase profitability through credit risk lifecycle, including strategic planning, fraud detection and prevention, acquisition, portfolio management, and debt collection



No Show Analysis (Healthcare)

Understand the reason behind failed appointments and predict the likelihood of patients not showing up for an appointment and take proactive actions



Revenue Predictions/Forecasting

Help sales and customer success teams understand their targets better and enable management to make better informed business decisions

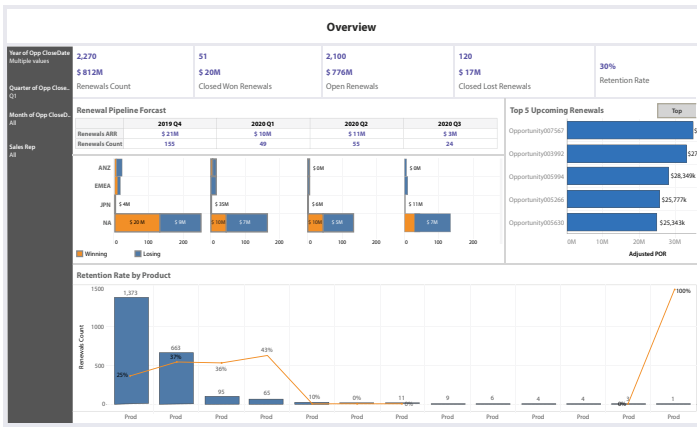


Resource Prediction

Anticipate demand and minimize expense by predicting business needs and making decisions accordingly

A Closer Look at Dashboards

Overview Dashboard



Renewal Scorecard Dashboard

Renewal Scorecard

Year: Multiple values
 Month: All
 Account: All
 Sales Rep: All
 Region: All

Which Opportunities are most likely to close?

Opportunity	Account	Sales Rep	Opp Stage	Forecast Category	Opp Close Date	Modified Date	Deal Score	Amount	Sales Cycle
Opportunity003992	Account002311	Sales rep000110	C - Quoted	BestCase	09/02/2018	11/01/2018	99%	\$ 15,064K	315
Opportunity007175	Account004063	Sales rep000118	A - Not - Contacted	Pipeline	31/03/2018	28/12/2017	99%	\$ 14,383K	262
Opportunity006684	Account003798	Sales rep000004	Signed Order	Forecast	17/01/2018	11/01/2018	99%	\$ 14,62K	364
Opportunity002568	Account0011510	Sales rep000073	A - Not - Contacted	Pipeline	11/06/2018	07/11/2017	99%	\$ 16,531K	363
Opportunity002339	Account0011370	Sales rep000140	A - Not - Contacted	Pipeline	15/04/2018	19/12/2017	99%	\$ 2,084K	349

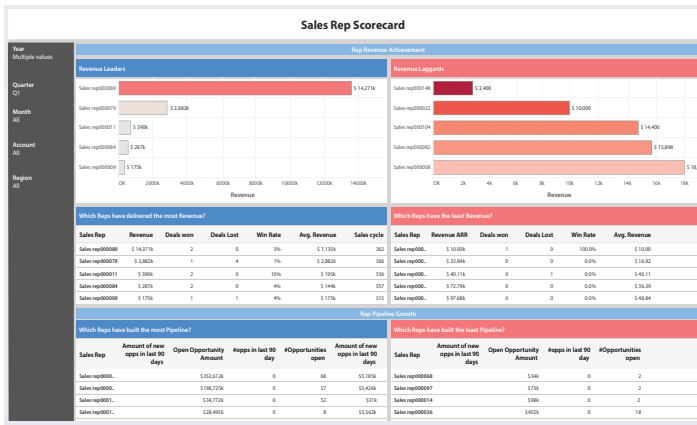
Which Opportunities are least likely to close?

Opportunity	Account	Sales Rep	Opp Stage	Forecast Category	Opp Close Date	Modified Date	Deal Score	Amount	Sales Cycle
Opportunity004555	Account002340	Sales rep000000	A - Not - Contacted	Pipeline	04/01/2019	27/12/2017	14%	\$ 107K	373
Opportunity006006	Account000302	Sales rep000000	A - Not - Contacted	Pipeline	12/09/2018	12/09/2018	33%	\$ 196K	643
Opportunity003308	Account003386	Sales rep000000	A - Not - Contacted	Pipeline	30/09/2020	13/05/2018	40%	\$ 156K	952
Opportunity006196	Account002851	Sales rep000000	A - Not - Contacted	Pipeline	30/01/2020	12/01/2018	61%	\$ 105K	748
Opportunity006454	Account003875	Sales rep000000	A - Not - Contacted	Pipeline	02/11/2020	17/11/2017	32%	\$ 146K	1,095

Which Opportunities are trending positively?

Opportunity	Account	Sales Rep	Opp Stage	Forecast Category	Opp Close Date	Modified Date	Opp Amount	Timestamp
Opportunity003992	Account002311	Sales rep000110	C - Quoted	BestCase	09/02/2018	11/01/2018	\$17,813.97K	Week 2
Opportunity007175	Account004063	Sales rep000118	A - Not - Contacted	Pipeline	31/03/2018	28/12/2017	\$14,383.00K	Week 3
Opportunity006684	Account003798	Sales rep000004	Signed Order	Forecast	17/01/2018	11/01/2018	\$14,620.00K	Week 2
Opportunity002568	Account0011510	Sales rep000073	A - Not - Contacted	Pipeline	11/06/2018	07/11/2017	\$8,265.33K	Week 3
Opportunity002339	Account0011370	Sales rep000140	A - Not - Contacted	Pipeline	15/04/2018	19/12/2017	\$1,041.77K	Week 2

Sales Rep Dashboard



Account Scorecard Dashboard

Accounts Scorecard

Year: 2018
 Quarter: Q1
 Month: All
 Account: All
 Sales Rep: All
 Region: All

Bookings - Top 10 Accounts

Account	Revenue
Account000007	\$ 16,165K
Account000019	\$ 4,106K
Account000010	\$ 2,882K
Account000009	\$ 300K
Account000001	\$ 228K
Account000003	\$ 175K
Account000005	\$ 146K
Account000018	\$ 128K
Account000021	\$ 100K
Account000004	\$ 68K

Pipeline - Top 10 Accounts

Account	Adjusted POR
Account000009	\$ 28,548K
Account000011	\$ 27,340K
Account000002	\$ 20,777K
Account000000	\$ 16,343K
Account000025	\$ 12,094K
Account000007	\$ 10,077K
Account000016	\$ 10,077K
Account000006	\$ 10,585K
Account000008	\$ 10,000K
Account000003	\$ 10,000K

Account Details

Account	Acc Type	Modified Date	Revenue	#Opportunities Closed	Win Rate	Deals Won	Deals Lost	Sales Cycle	#Opportunities Open	Open Opportunity A.
Account000007	Customer	11/01/2018	\$ 16,165K	1	100%	1	0	303	0	
Account000019	Customer	15/01/2018	\$ 4,106K	1	37%	1	0	205	2	\$ 80K
Account000010	Customer	11/01/2018	\$ 2,882K	1	23%	1	0	131	2	\$ 0K
Account000009	Customer	12/01/2018	\$ 300K	1	33%	1	0	111	3	\$ 0K
Account000001	Customer	10/01/2018	\$ 228K	2	4%	2	0	363	2	\$ 11K
Account000003	Customer	12/01/2018	\$ 175K	1	37%	1	0	128	0	\$ 0K
Account000005	Customer	12/01/2018	\$ 146K	1	33%	1	0	20	1	\$ 0K
Account000018	Customer	12/01/2018	\$ 128K	1	33%	1	0	361	2	\$ 0K
Account000021	Customer	11/01/2018	\$ 100K	1	100%	1	0	44	0	\$ 0K
Account000004	Customer	27/10/2017	\$ 68K	1	30%	1	0	52	1	

Why Choose Us



Technical Expertise



Creative Experience



Agile & Global Delivery



Commitment to Quality



Strategic Depth

About Us

Grazitti Interactive, an Alteryx preferred & Tableau Alliance partner, specializes in ETL, data warehouse, data visualization, and machine learning for healthcare, online communities, customer success, finance, and marketing.

We have also developed 50+ connectors to help businesses integrate Alteryx with a range of platforms.

Get in Touch

Connect with us: