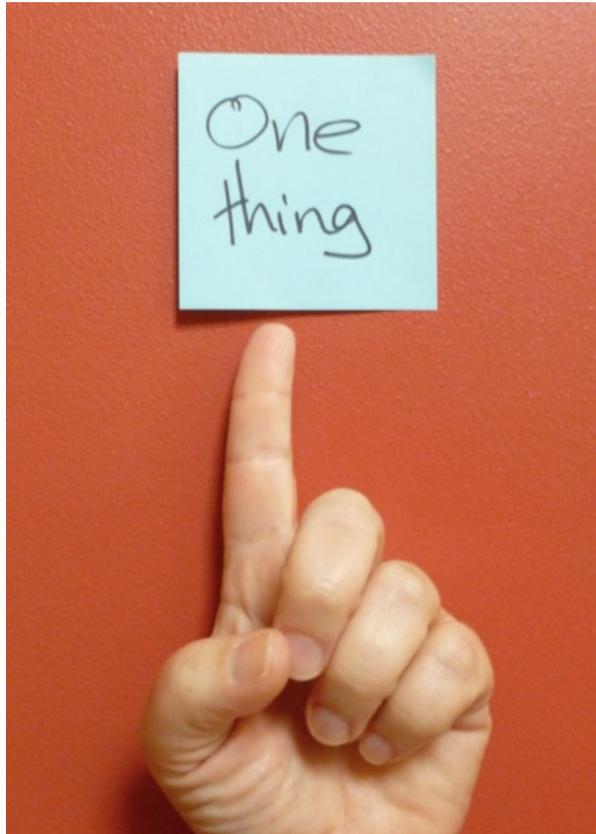**TIBER**

SOLUTIONS

ANALYTICS

Data Visualizations / Machine Learning / Data Engineering / Big Data / Data Management
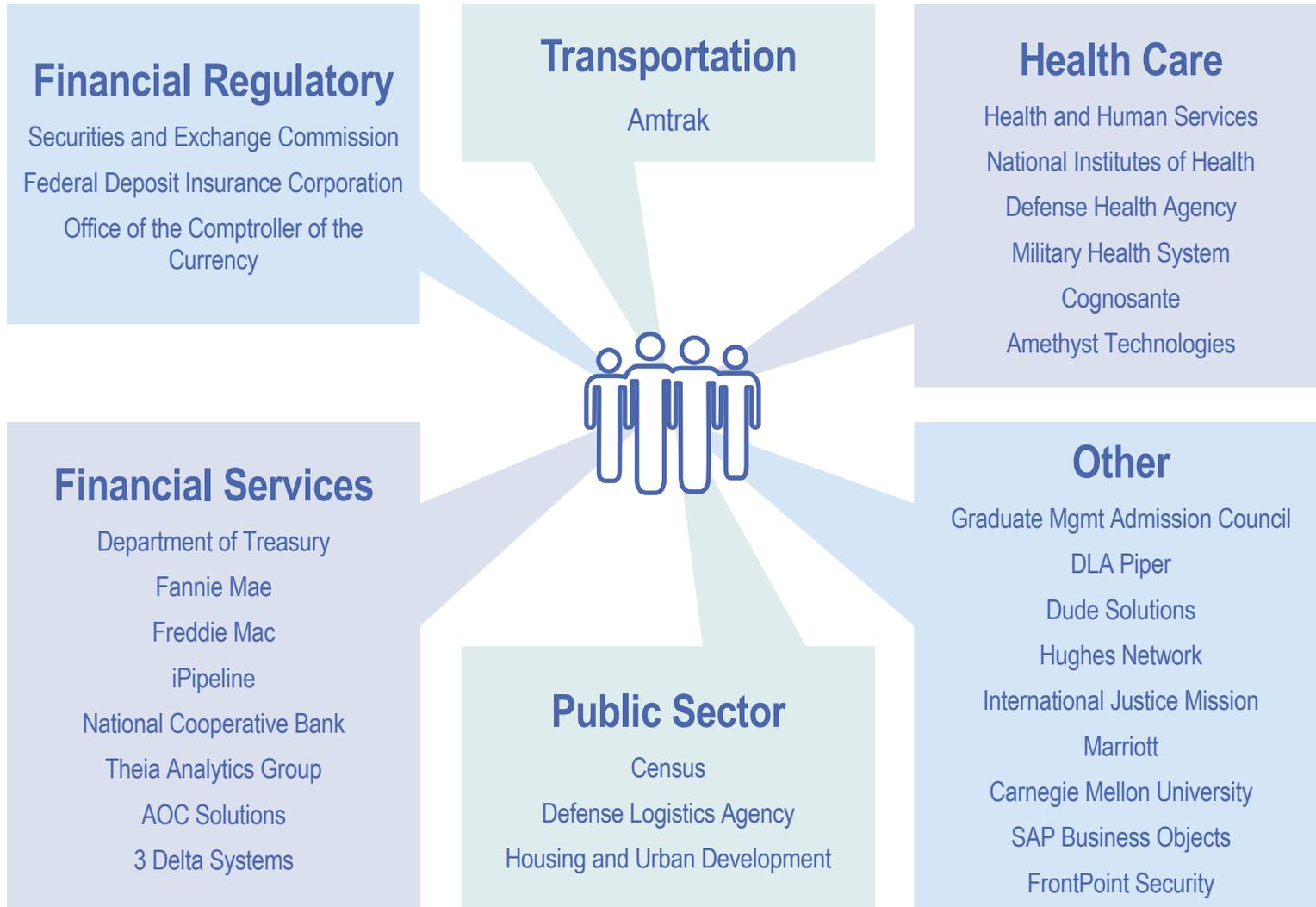
We Do One Thing - Analytics

Tiber Solutions is a professional services company focused on delivering data visualizations, data analytics, AI/ML, data warehousing/data lakes, data engineering, and data management thought leadership and solutions to corporations and government agencies.

- Our focus has always been on analytics

- Founded in 2005

- We focus on being the BEST – not the biggest

- Success through small, expert, cross-functional teams

- Unique, people-first, learning culture

GREAT PLACES TO WORK WASHINGTONIAN 2017   GREAT PLACES TO WORK WASHINGTONIAN 2019

TIBER SOLUTIONS

Tiber Solutions – Customers and Outcomes

Financial Regulatory

Securities and Exchange Commission

Federal Deposit Insurance Corporation

Office of the Comptroller of the Currency

Transportation

Amtrak

Health Care

Health and Human Services

National Institutes of Health

Defense Health Agency

Military Health System

Cognosante

Amethyst Technologies

Financial Services

Department of Treasury

Fannie Mae

Freddie Mac

iPipeline

National Cooperative Bank

Theia Analytics Group

AOC Solutions

3 Delta Systems

Public Sector

Census

Defense Logistics Agency

Housing and Urban Development

Other

Graduate Mgmt Admission Council

DLA Piper

Dude Solutions

Hughes Network

International Justice Mission

Marriott

Carnegie Mellon University

SAP Business Objects

FrontPoint Security

Our solutions have helped customers:

- Understand the causes and effects of train delays across the country

- Detect securities insider trading rings

- Detect and prevent bank failures

- Detect Medicaid fraud

- Manage the life cycle of MBA candidates

- Develop protocols for malaria prevention in Africa

- Monetize transactional data by creating subscription-based analytic products

- And many others …

TIBER SOLUTIONS

Tiber Solutions – Capabilities

Services	Technologies
• Dashboard/Data Visualization Solutions • Artificial Intelligence/Machine Learning Solutions • Business Intelligence/Analytics Architecture and Solutions • Data Warehousing / Data Lake Solutions • Big Data Solutions • Dimensional Modeling/Star Schema Design • ETL Architecture / Data Integration / Data Engineering • Master Data Management / Data Governance • Project Life Cycle Planning and Leadership • Strategy, Education, and Coaching for IT and Business Leadership	• ***BI/Analytic/Machine Learning Tools:*** Tableau, Microsoft Power BI, R, Python, Amazon Sagemaker, Microsoft Cognitive Services, Azure ML, Databricks, DataRobot, Microsoft Data Lakes Analytics, HD Insights, SAP BusinessObjects, IBM Cognos, Microsoft SSAS/SSRS, MicroStrategy, RapidMiner, SAS, SPSS, and Oracle Hyperion • ***ETL/Data Engineering Tools:*** Informatica PowerCenter, Matillion, IBM DataStage, Microsoft Data Factory, SAP BusinessObjects Data Services, Microsoft SSIS, and Talend • ***Databases:*** Snowflake, Amazon Redshift, Azure SQL Data Warehouse, Azure Data Lake Storage, SQL Server, Oracle, DB2, Sybase, Sybase IQ, PostgreSQL, and Hadoop (HD Insights, Cloudera and Hortonworks) • ***Cloud:*** Amazon Web Services and Microsoft Azure

TIBER
SOLUTIONS

Tiber Solutions – Results

Customer	Problem	Solution
Amtrak	***Transforming a Company into a Data-Driven Organization*** In 2015, Amtrak's executives developed and began executing a 5-year strategic plan. The plan required executives and their reporting VPs, directors, and managers to be held accountable to role-specific, timely, and actionable metrics. At that time, Amtrak had invested very little in developing information assets. Amtrak required leadership in the areas of business intelligence, data warehousing, data engineering, and data analytics to help transform Amtrak into a information-driven organization.	• Delivered 30 integrated, analytic applications over a five year period. All projects were completed on time, on budget, with high user adoption, and with high praise from business executives. • Tiber worked in partnership with Amtrak's Chief Operating Officer, Chief Information Officer, Chief Mechanical Officer, Chief Engineering Officer, VP of Transportation, VP of Marketing, and VP of Safety to develop and deliver more than 50 dashboard, data visualization, reporting, and advanced predictive analytics applications to over 2000 business users. • Tiber incrementally developed Amtrak's Enterprise Data Warehouse sourcing and integrating data from over 25 source systems, containing over 150 database tables with over 300 ETL processes. • Developed all design patterns, best practices, and naming standards for the data warehouse, ETL, dashboard, MDM, and business intelligence components. • Led technology replacement, selection, and implementation efforts for analytic-related products (e.g., Amazon Redshift, Tableau, Informatica, and SAP BusinessObjects in AWS)
FDIC	***Learning from History by using Information*** FDIC wanted to use integrated, historical information to better understand and detect potential future bank failures, to manage their human capital, to assess IT and other risk vulnerabilities, and answer many other questions.	• Teamed with multiple FDIC business groups to develop FDIC's enterprise data warehouse solution consisting of over 500 ETL processes loading data from over 150 data sources. • Tiber worked in partnership with FDIC executives to develop and deliver more than 40 dashboard, data visualization, reporting, and advanced ML models. • Tiber resources led the development, execution, and maturing of all facets of BI architectures, ETL architectures, star schema data modeling, agile development methodology, processes, design patterns, best practices, testing strategies, and standards. • Tiber developed applications to a community of over 2000 business users, including the Chairman, Board of Directors, and CIO, with high user adoption and praise.

Tiber Solutions – Results

Customer	Problem	Solution
Graduate Management Admission Council	***Understanding MBA Candidates and Their Success*** GMAC administers the GMAT aptitude test for admission to business school. GMAC also sells multiple test-preparatory products for the GMAT test. GMAC wanted to create an enterprise data warehouse and analytic products to provide schools with quality prospect students, effectively market test prep products to test takers, and understand overall trends in the MBA world.	• Developed GMAC's enterprise data warehouse (star schema), ETL, dashboard, MDM, and reporting capabilities. • Led the Salesforce implementation for CRM and MDM functionality. • Led Power BI self-service effort (architecture, training, exec dashboards). • Partnered with CMO to develop dozens of dashboards and predictive models. • Tech stack – Azure, SQL Server Warehouse, Power BI, Python
iPipeline	***Monetizing Data*** iPipeline is the "gorilla" in the life insurance software industry. They are a 25-year-old SaaS model business whose customers include 150 life insurance carriers and +1500 distributors. Even though they had software products to automate and simplify the life insurance application and management process, they had no reporting or analytic products to offer their customers.	• Over the last 2 years, Tiber has worked with iPipeline and their customers to build out dozens of analytic dashboard applications, ML applications, and APIs leveraging the real-time Snowflake data lake (virtual star schema) also built by Tiber. • Developed all design patterns, best practices, and naming standards for data lake, ETL, dashboard, MDM, and ML components. • Led the cloud architecture and tech stack selection and configuration for a multi-tenet environment. • Tech stack includes AWS, Snowflake, Power BI, and Python
Hughes Network	***Determining the Best Way to Market to People*** Hughes is a satellite-based internet provider in North and South America that wanted to develop a marketing data warehouse to better understand their prospect customers, their existing customers, and the effectiveness of marketing campaigns.	• Developed Hughes' marketing data warehouse consisting of 10 subject areas, 10+ source systems, 100+ ETL processes, and 50+ tables. • Developed all design patterns, best practices, and naming standards for data warehouse, ETL, dashboard, MDM, and business intelligence components. • Partnered with SVP of Marketing and the Marketing team to develop a robust set of opportunity, funnel, and penetration dashboard applications and ML applications. • Tech stack – AWS, Amazon Redshift, Informatica, Tableau, and Python

TIBER SOLUTIONS

Tiber Solutions – Employee Profile

Employee Description	• Tiber employees are hands-on, expert-level practitioners who are deeply skilled in all facets of data analytics solutions, strategies, and methodologies. • Tiber employees provide data analytics strategy, coaching, and technical expertise to IT organizations from the CIOs to developers. • Tiber employees also cross over to the business side and partner with executives to co-invent optimal solutions that truly improve their business.
Intangible Employee Qualities	• Hard-working, Take On Responsibility • Dedicated, Loyal • Natural Leaders • Problem Solvers • Life-Long Learners • Honest, Humble • Strong Communication Skills

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Tiber Solutions – Business Model

Partners/Customers	• Tiber forms long-term, trusted partnerships with primarily small businesses but also system integrators. • Tiber becomes the trusted "data" and "analytics" thought leaders for our partners. • Our partner's success is our success and drives follow-on business. • Most partners have strong project managers and junior-to-mid level developers, but no technical thought leaders who can wisely win work, staff projects, define strategies, implement solutions, and deliver results. • Tiber assists at any point in the business development and implementation process. • Tiber does not want to be a federal prime contractor. Tiber has no VP of Sales, VP of Business Development, or administrative staff.
Employees	• Employees are Tiber's greatest asset and highest priority. • Empowered, challenged, and rewarded employees make customers successful and happy. • Tiber hires senior-level thought leaders. This minimizes perceived competition with partners who have strong project managers and junior-to-mid level developers, but need BI thought leaders to complement and lead their project teams.
Recruiting	• Recruiting is a constant activity. • Find a strong candidate first, then look for the opportunity to staff them. • Turn down work if the right resource is not available.

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