ThoughtSpot

ThoughtSpot: Unlocking Data Insights to Accelerate DoD Mission and Business Operations

The success of any military mission or business operation increasingly depends on the ability to fuse and analyze vast amounts of data to accelerate and improve decision making. With greater access to data — and the insights that data makes possible — Defense Department employees can more quickly and easily improve readiness and planning, sustain supply chains, and meet their business and mission objectives.

Defense Department organizations understand this but realizing value from their vast stores of data is easier said than done. For many, it requires manually sifting through numerous reports, dashboards, and spreadsheets — a slow time-consuming process that often results in outdated information. If a data analytics platform is available, analysis is typically performed by a small team of data specialists, a process that can take days or weeks to complete. If the resulting data insights raise additional questions, it can take additional days or weeks to get them answered. By that time, the questions — and answers — may be irrelevant.

In today's fast-changing world, this approach isn't good enough.

What if Defense Department organizations had a decision-support platform that delivered data insights on the spot and empowered any user to directly query the data using traditional search methods? What if that platform was intelligent enough to answer relevant questions you hadn't thought to ask or identify anomalies you didn't know to look for?

This is what ThoughtSpot delivers. ThoughtSpot is an AI-enabled decision-support platform that unlocks the value of data as a strategic asset to advance your mission or business operation by getting the right data insights to the right person at the right time. It enables any functional team — whether in supply chain, maintenance and logistics, personnel and manpower, financial management, procurement, or other field — to arm themselves with real-time insights to make better, faster decisions at the point of need.

ThoughtSpot: A New Approach to Data Analytics

A key problem in data analytics today is that data scientists and data analysts spend too much time assembling and preparing data for analysis and too little time actually analyzing data and acting on that analysis.

ThoughtSpot was created to solve this challenge by employing search, artificial intelligence, and machine learning capabilities to perform the heavy lifting of data analytics so that anyone can derive the critical data insights they need, when they need them, to do their job.

The company was founded in 2012 by data analytics and AI experts from Google, Yahoo, Amazon, and Oracle.

ThoughtSpot combines the world's first relational search engine with an AI-driven insights engine called SpotIQ. Named a leader in Gartner's Magic Quadrant, ThoughtSpot supports enterprise customers in all major industries.

Natural language processing and search-based analytics empowers ThoughtSpot users to ask complex questions of their data at scale. With no training, and by using a simple interface, anyone can quickly convert large-scale data into critical insights for improved mission effectiveness and greater efficiency.

ThoughtSpot also helps organizations access and derive value from their dark data, which is data they do not know they have. Dark data is often a problem for DoD organizations because it goes unused and can complicate data governance. ThoughtSpot solves both problems by enabling organizations to access dark data through a single, centrally governed platform.

In short, where previous processes were complex, static and slow, ThoughtSpot is simple, smart and fast.

Simple

What is the most frequently used interface? The search bar. ThoughtSpot presents a Google-like search bar whereby anyone — at any level of an organization's hierarchy — can search to analyze billions of rows of data from any source. In addition, the software lets users drill down into the data or take it up a level. In this way, users interact with the data as if they were having a conversation. This simplicity means anyone can analyze data immediately and make data-driven plans and decisions across the entire organization.

Smart

ThoughtSpot uses AI and machine learning to inform users of relevant insights they did not think to ask about. The search bar prompts users, making suggestions and guiding them to the right answer. The SpotIQ engine augments a user's search by providing automated insights on the fly and identifying outliers and anomalies in the data. The platform automatically analyzes data and recommends questions the user may not have thought to ask, guiding users to discover new, relevant insights.
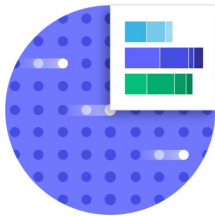
Fast

ThoughtSpot is fast on two levels. First, it can analyze billions of rows of data across multiple sources in less than a second. Second, end users can take the insights they gain from an initial query and follow those up with additional queries to gain additional insights. In this way, ThoughtSpot operates more like a running conversation than a traditional data analytics exercise.

Defense Department Use Cases

Whatever their functional area, empowering everyone across the DoD with fast access to the right data means improved mission effectiveness. ThoughtSpot provides this as an Enterprise service, delivering fast, easy access to data while also ensuring enterprise-level governance with the ability to set privileges and limit access as needed. The most frequent use cases include:
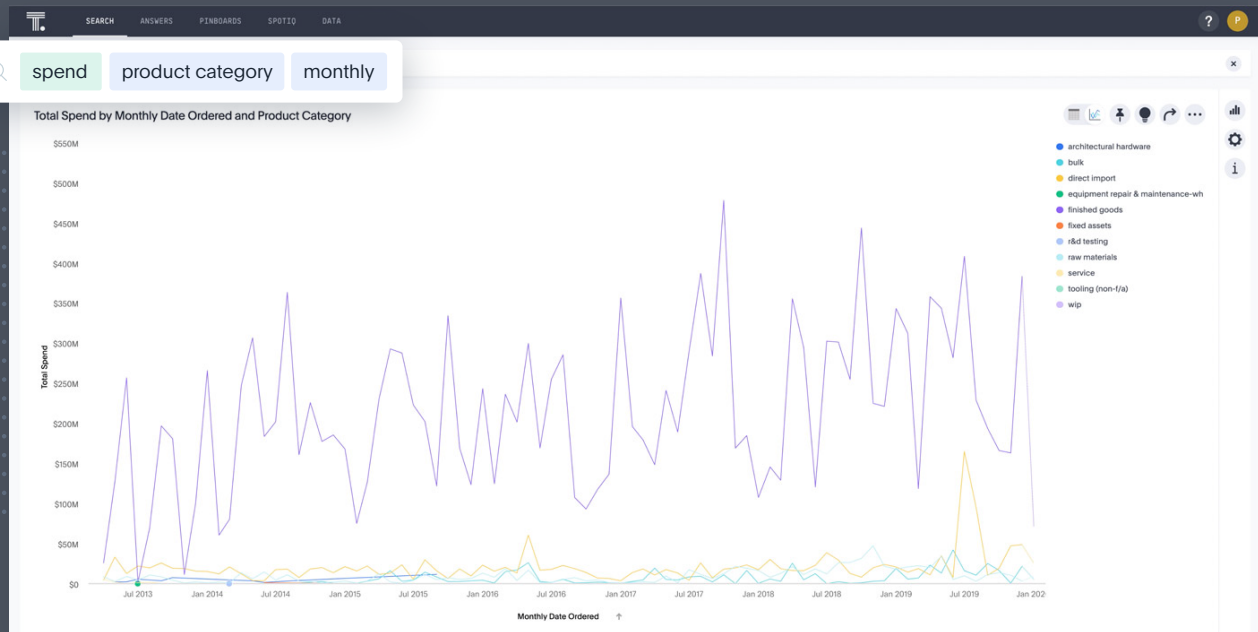
Supply Chain Management

DoD procurement and supply managers need to know what is happening in their supply chains, see where critical choke points in the defense industrial base may exist, and identify areas of supply risk so they can be mitigated.

ThoughtSpot delivers data insights that can help procurement staff and supply managers make quick decisions to ensure the right materials and components are delivered on schedule in the right quantities to support critical missions and business operations.

ThoughtSpot enables supply chain managers to:

- Easily identify alternative or additional suppliers to maintain efficient operations

- Assess the financial impact of supply chain disruptions to the defense industrial base

- Identify risks to mission-critical operations, critical programs and assets

- Manage rapid changes in supply and demand while also protecting and expanding critical assets

- Find information on sources of components and raw materials to manage risk

- Identify opportunities to reduce costs through spending, pricing, and sourcing analyses
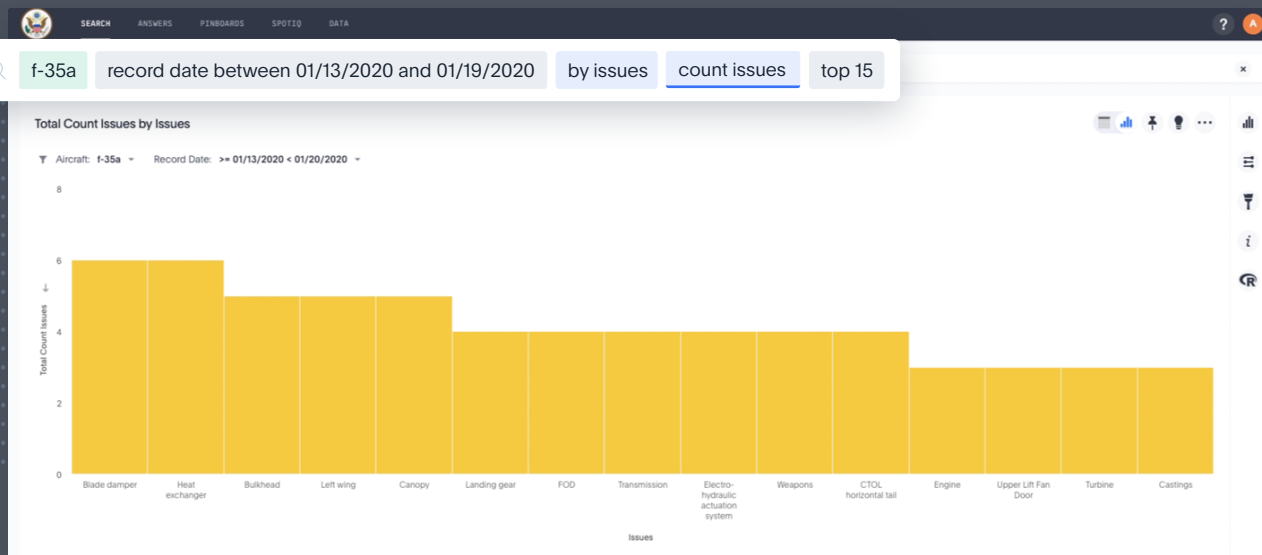
Maintenance and Logistics

In an ever-changing environment, it is critical for everyone in the organization to get the information they need when they need it to support the mission, whether it is the status of equipment in the field, parts inventories and orders, or maintenance schedules. Consistent, reliable and up-to-date data by everyone who needs it enables more effective and smoother maintenance programs.

However, training thousands of military logisticians to use specialized data analytics programs is impractical. ThoughtSpot's self-service platform can deliver that information to all of them.

ThoughtSpot enables maintenance and logistics operations to:

- Better manage maintenance schedules
- Implement predictive maintenance approaches without needing teams of data scientists
- Avoid unnecessary disruptions
- Improve mission readiness
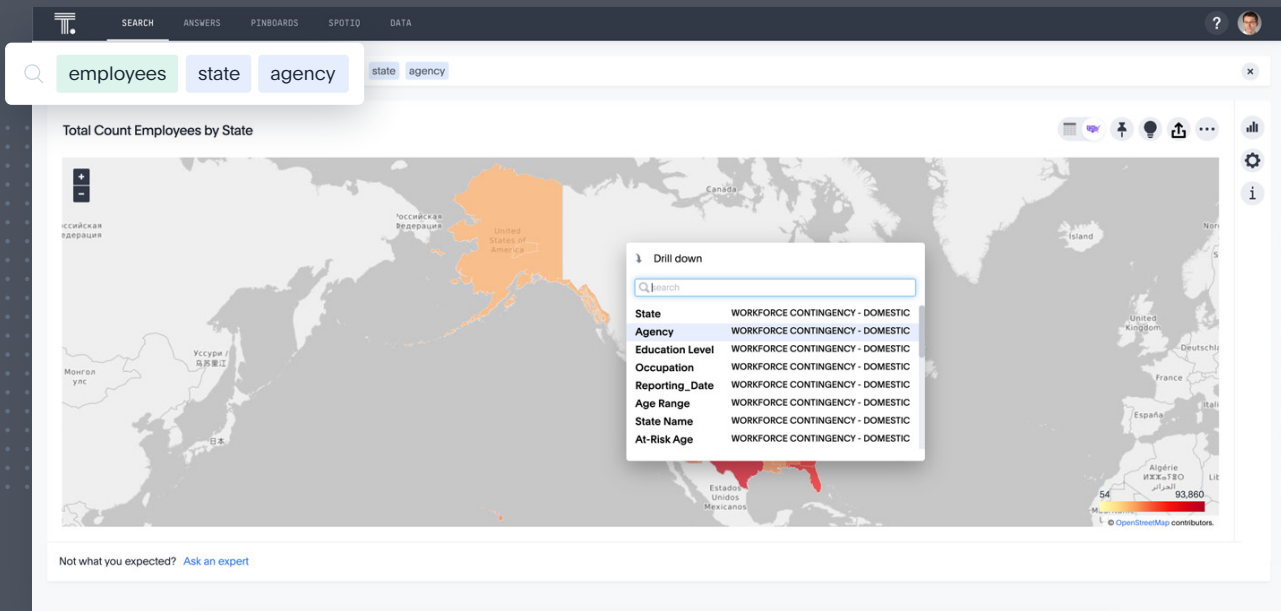
Human Resources

ThoughtSpot helps DoD organizations better recruit, retain, and deploy servicemen and women. Recruiters, for example, can track whether they are meeting quotas and see which marketing campaigns have the best conversion rates for various demographic profiles or geographic regions. Real-time access to such data helps improve conversion rates, thereby reducing costs.

ThoughtSpot also helps DoD organizations track personnel training, performance, and career progressions and identify areas that need more recruitment or increased retention. Human resources can also use demographic data to maintain and improve diversity and meet other goals. In preparation for deployments, ThoughtSpot helps ensure unit readiness by identifying personnel with needed skills, training, and language certifications for specific missions or, conversely, identifying specific skills gaps that could impact a unit's readiness for a mission.

ThoughtSpot enables personnel and recruiting staff to:

- Optimize recruiting campaigns to be more effective for targeted groups

- Identify critical skills gaps at specific units

- Ensure deployment readiness

- Meet diversity goals

- Smartly target resources for training, education, and coaching
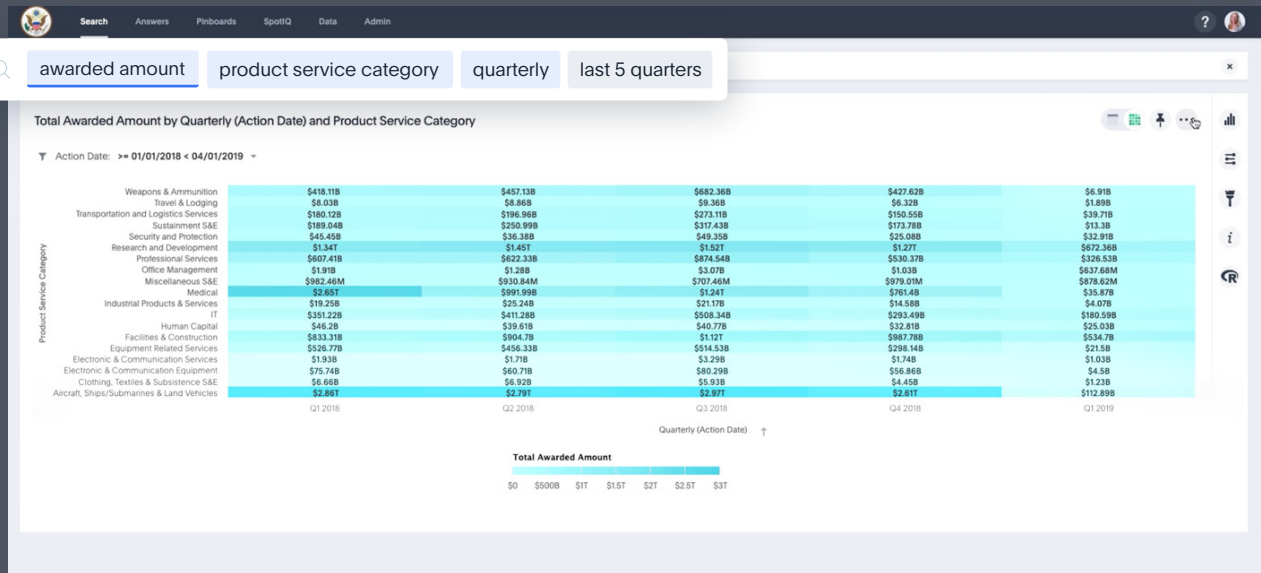
Financial Management

ThoughtSpot empowers financial managers at all levels to be more informed and data-driven so they can be more proactive in managing their agencies financial and budget resources. With data insights that ThoughtSpot delivers at the point of need, financial managers can more easily and accurately track and project spending levels, reallocate money as requirements and priorities change, optimize strategic sourcing initiatives, and identify opportunities for cost savings.

ThoughtSpot enables financial managers to:

- Track budgets and financial metrics
- Improve acquisition management and contract negotiations
- Rapidly identify spending outliers
- Better monitor program funds and spending

Contact **unclesam@thoughtspot.com** for a live demo and access to a 30-day evaluation.

About ThoughtSpot

ThoughtSpot, the leader in search and AI-driven analytics, helps the largest organizations in the world succeed in the digital era by putting the power of a thousand analysts in every functional and mission user's hand. With ThoughtSpot's next generation analytics platform, non-technical people can use a simple Google-like search interface to easily analyze billions of rows of data and leverage AI and machine learning to get trusted, relevant insights to questions they didn't even know to ask - all with a single click. By making insights a part of every conversation and every decision, ThoughtSpot is reimagining the role of data in creating a more fact-driven world.

Learn more at thoughtspot.com/government

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