



## Revenue Mobilization Through Business Intelligence Gaining Insight On Revenues, Trends & Fiscal Potential



### Introduction

BI is an advanced technical capacity that is used in modern, state-of-the-art organisation-wide software solutions, to review and interpret data stemming from mission-critical systems (such as SIGTAS) in the most efficient manner. When applied to revenue administration, BI leads to powerful situation and trend analysis, effective decision support, and swift returns on investment through the identification of fiscal potential.

### Why BI?

BI platform is capable to support revenue administrations in the strategic analysis of their revenues, trends and fiscal potential. This platform is currently in use by many Revenue departments, in the Caribbean. It is connected to the same SIGTAS system solution and is generating benefits for our clients regularly.

#### Major Benefits are -

- Create Dashboard
- Forecast, trend and create what-if scenario
- Innovative Decision making capabilities
- Start Managing Knowledge/ Trend analysis
- Structured Repository of Historical Data
- It contains Business Specified Data to Answer Business Questions

## Stakeholders

- StKitts and Nevis IRD Department, VAT Department, Tax Reform Unit, Ministry of Finance, St Kitts & Nevis.
- Belize IRD Department.

## Why QlikView?

- End to End BI solution
- QlikView product is capable of ETL process.
- It is not mandatory to have Datawarehouse in place.
- It can directly connect to multiple databases.
- Extremely fast (In-memory solution)
- Adhoc analysis
- Multi dimensional analysis
- QlikView Rollout time is in months (not years).
- Limited end user training is require to use this tool.

## Nprinting Tool

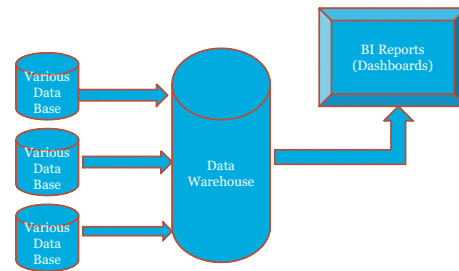
- Nprinting Tool - Low cost
- Used for QlikView Report distribution and scheduling
- Send QlikView reports to your recipients via email in pdf format
- Automate and schedule jobs to send QV reports via email (For Example: daily basis)
- We can achieve QV Report distribution and scheduling with QlikView Publisher. But QV Publisher is very expensive in comparison of Nprinting tool.

## Maximize ROI

- Data transforms into actionable information
- Transform transactional data into meaning full reports and metrics
- Quick identification of trends and deviation across business functions
- Empowering Business Users with proactive decision making capabilities/Corrective actions
- Data Drill down to root cause of problem

## General BI Architecture

- ETL (Extract, Transform, Load)
- BI Reporting



## Customer Case Study

Lelogix implemented QlikView in Inland Revenue Department, Government of St Kitts and Nevis, West Indies.

## Challenges

- Require Performance Reports and Trend analysis
- Needed to consolidate, analysis and visualize tax data across St Kitts and Nevis
- Wanted to improve Reporting time

## Solution

Deployed QlikView to analyze;

- Multiple Dashboard for instant reporting
- Daily Reports for Business- Revenue collection reports
- Budget Vs Actual
- Year on Year Revenue trend

## Results

- BI environment for the first time
- Budgeted Vs Actual data comparisons
- Year Vs Year (Aggregate and variance)
- Side by side data comparisons across years
- Streamlined strategic decision making
- Significant reduction in management time spent on reporting and analysis
- Multiple dashboards for instant reporting to management control

## Operational Data system (ODS) vs BI - Primary Use

### ODS

- Day today decision
- Tactical reporting
- Current operational results

### BI

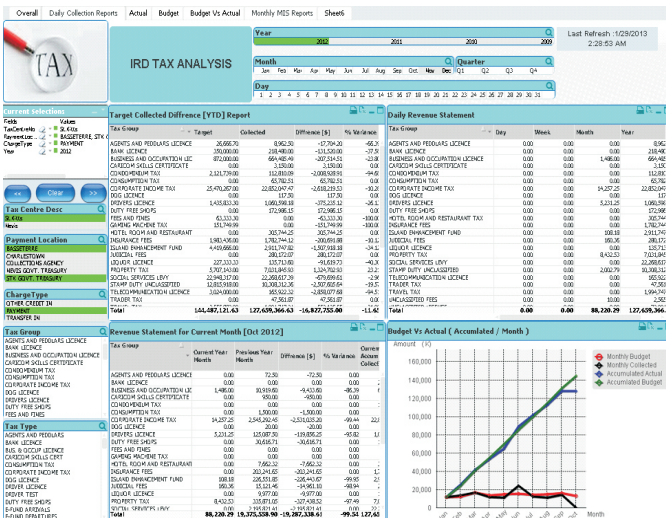
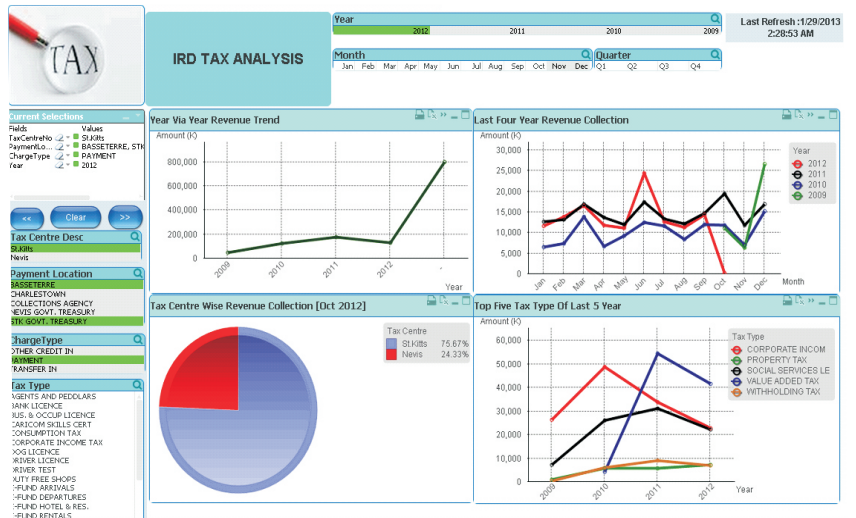
- Trend detection
- Strategic reporting
- Long term decision

# BI Sample Reports

## Tax Revenue Analysis Based on Sample Data

## Total Tax analysis

- Total Revenue
- Revenue per quarter / year
- Annual Tax Comparison month wise
- Over all year wise revenue collection trend
- Revenue by Geography



## Tax Type Analysis

- Top 10 Tax Type trend analysis
- Total Revenue per Tax type
- Top Monthly Tax Type Revenue Trend
- Year on Year Revenue

## Tax Payers Analysis

- Revenue collection trend by Tax Type
- Revenue wise no of tax type
- Revenue per tax payer/type

