



Opera Solutions: **Total Data, Total Insights, Total Results**

Opera Solutions turns “data chaos” into rapid value.

We serve blue-chip clients in a wide range of sectors, including Financial Services, FMCG, Manufacturing, Distribution and Retail. Established in 2004, we have undergone rapid growth, and today have over 250 consultants in offices in North America, Europe, and Asia.

Our success has been built on a core insight: data, tamed, structured, and insightfully examined, hold enormous value. We capture this value through next-generation analytics, strategic advisory services, and end-to-end execution that, combined, deliver significant bottom line improvement and rapid time to money.

Our practice focuses on four profit levers:

Marketing Services: helping clients improve acquisition, cross-selling, and loyalty-building efforts by leveraging analytics that improve companies’ ability to predict, segment, and allocate spend across channels

Supply Chain Optimization: increasing cash flow and reducing costs via a focus on procurement optimization, logistics rationalization, and outsourcing execution

Credit and Risk Services: ensuring that clients with large lending portfolios optimally manage risks, improve collections performance, and grow profitability across the entire credit/collections cycle

Re-Engineering: releasing cash and improving organizational efficiency via rapid organizational re-engineering and capital efficiency

We have designed industry-leading capabilities and analytics specifically focused on creating value from our clients’ customer, purchasing, transaction, and market data. These include Opera’s captive data cleaning and structuring facilities, industry-leading “Insight Cube” technology for rapid dissection and analysis of huge datasets, and next-generation predictive and segmentation modeling capabilities that are among the world’s best. For instance, in a 3-year global analytics competition sponsored by US online movie rental company Netflix, a consortium of Opera and two other top-ranked teams (“The Ensemble”) came in #1 on the Leaderboard, edging out a Bell Labs/Yahoo team by one basis point. The competition (41,000 registered teams, 186 countries) attracted the best and brightest in statistics, machine learning, and mathematics.

While our advanced analytics and technology allow us to find latent value in huge data reserves, it is ultimately our people who ensure these opportunities convert into improved profits. We are committed to an end-to-end, full execution approach (and, in fact, will readily tie a portion of our compensation to the profits we generate). Our people are skilled in change management, process re-engineering, negotiation, and the integration of sophisticated analytics into a real-world operating environment. They are pragmatic and worldly as well as strategic, and they keep moving forward until tangible value is captured.

For more details on our approach and capabilities, please visit our website at www.operasolutions.com

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