



Einstein Analytics, art of the possible

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#dreamOle18

Barcelona 2018

Forward-Looking Statement

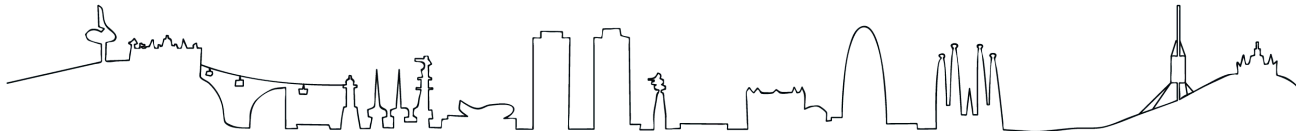
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Goals for this Session

Introduction

What is Einstein Analytics?

Components

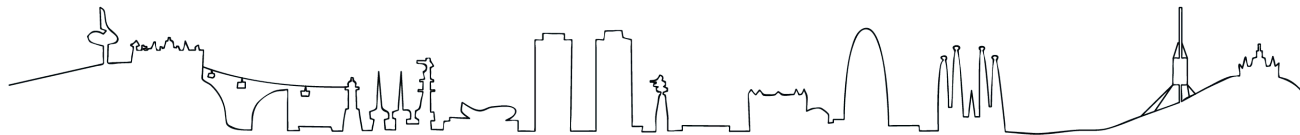
Key concepts for working with Einstein Analytics.

Dashboard

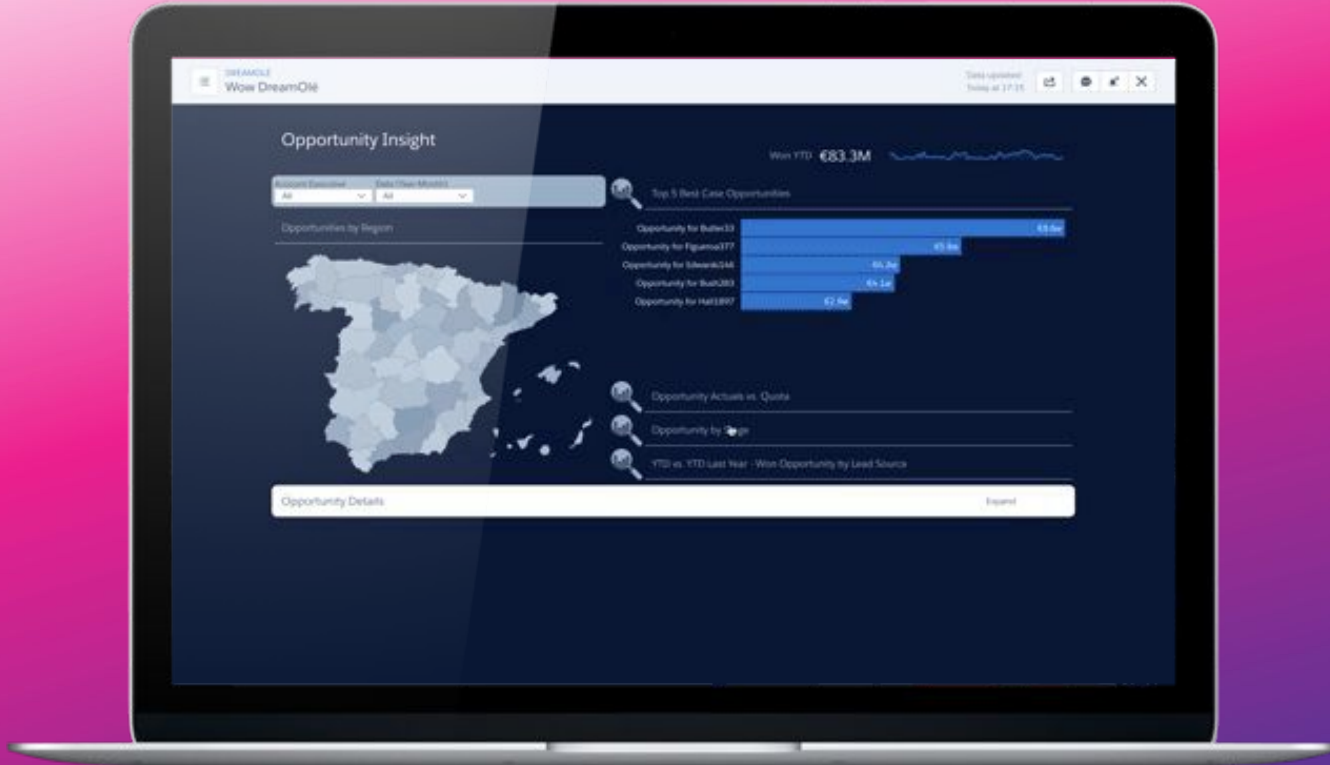
A dashboard with common use cases.

Resources

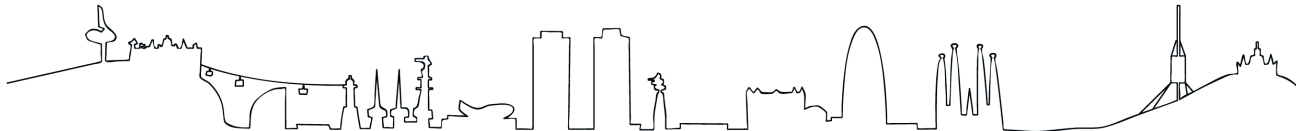
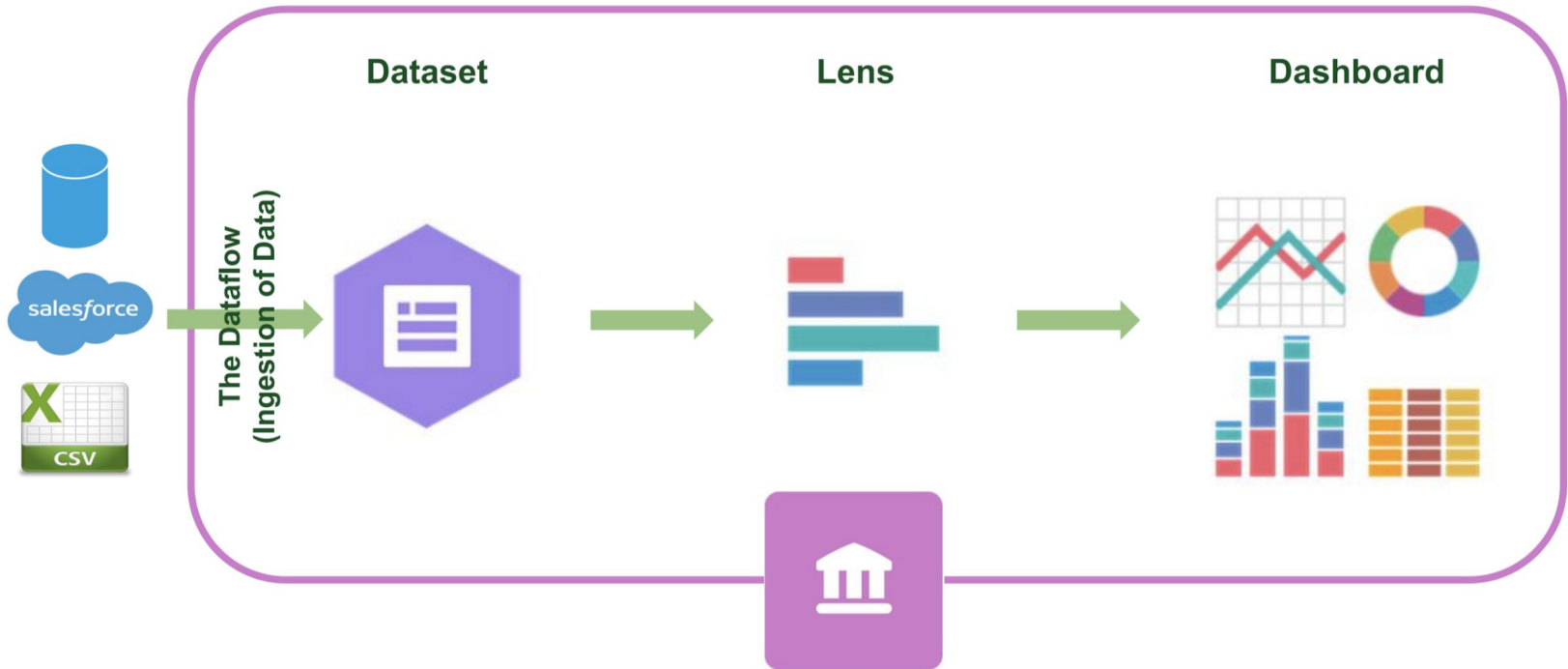
Useful guides to build a similar dashboard.



What is Einstein Analytics

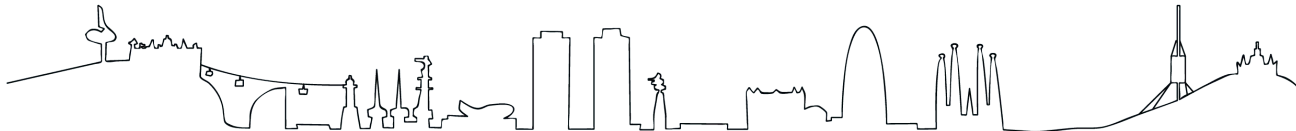
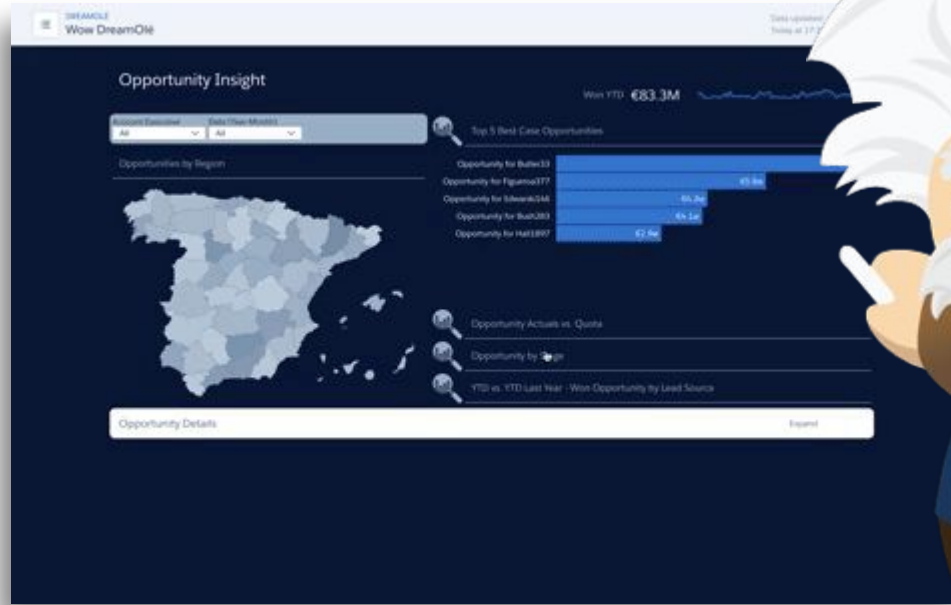


Concepts to Remember



Common Use Cases

- Embedded Dashboard
- Filters
- Actions
- Custom Map
- Dynamic Gauge
- Static Step
- Compare Table
- Pages
- Correct Sorting



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Opportunity Insight

Won YTD €83.3M

Account Executive: All | Date (Year-Month): All

Top 5 Best Case Opportunities

Opportunity for Butler33	€8.6M
Opportunity for Figueroa377	€5.8M
Opportunity for Edwards146	€4.2M
Opportunity for Bush283	€4.1M
Opportunity for Hall1897	€2.9M

Opportunities by Region

Recent Items (1)

Abbott372 Inc

- Type: Partner
- Phone:
- Website:
- Account Owner: Bruce Kennedy
- Account Site:
- Industry: Consulting

Opportunity Actuals vs. Quota

Opportunity by Stage

YTD vs. YTD Last Year - Won Opportunity by Lead Source

Opportunity Details Expand

Key Deals - Recent Opportunities

- [Opportunity for Bush283](#)
- [Allen182 Inc](#) - 22/04/2018 - €4,067,300.00
- [Opportunity for Johnson1707](#)

Today's Events

Opportunity Insight

Won YTD

€83.3M



Account Executive: All | Date (Year-Month): All



Top 5 Best Case Opportunities

Opportunities by Region



Opportunity Actuals vs. Quota



Opportunity by Stage

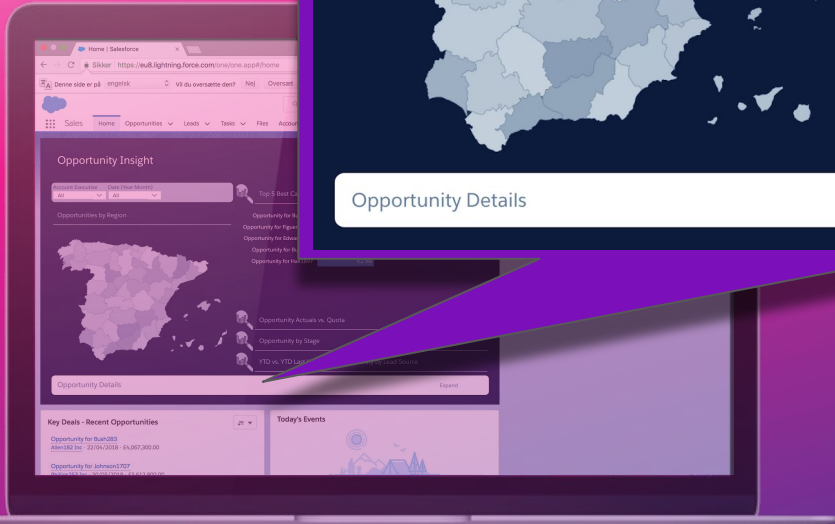


YTD vs. YTD Last Year - Won Opportunity by Lead Source

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Opportunity Details

Expand



Opportunity Insight

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Top 5 Best Case Opportunities



Opportunity Actuals vs. Quota

Opportunities by Region



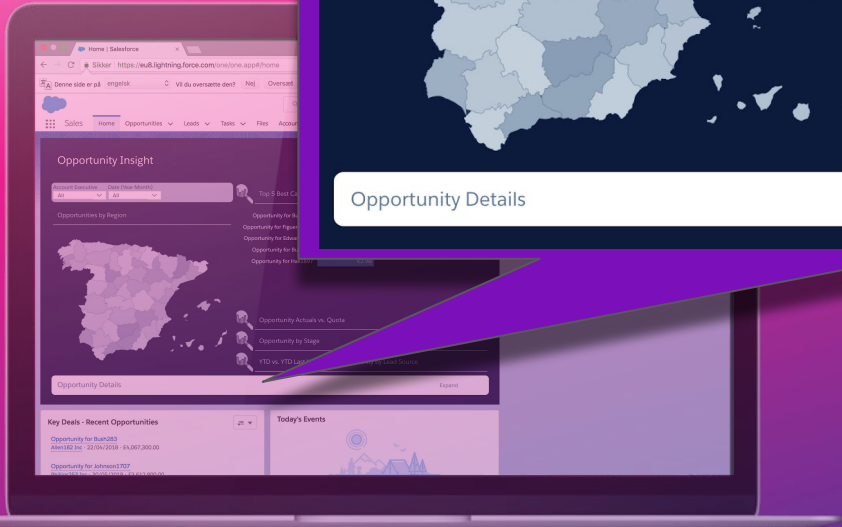
Opportunity by Stage



YTD vs. YTD Last Year - Won Opportunity by Lead Source

Opportunity Details

Expand



Opportunity Insight

Won YTD €83.3M



Account Executive: All | Date (Year-Month): All



Top 5 Best Case Opportunities



Opportunity Actuals vs. Quota

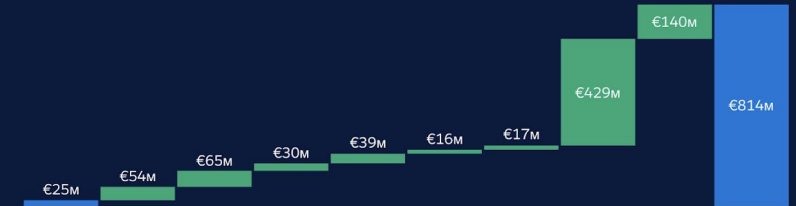


Opportunity by Stage

Opportunities by Region

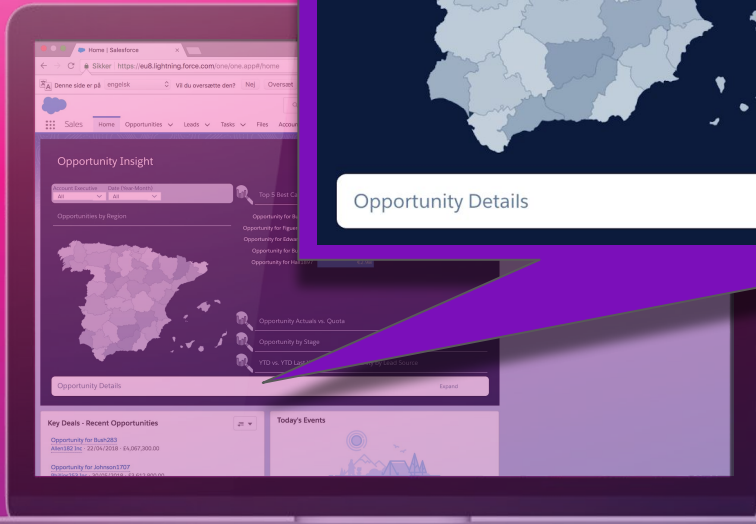


Stage	Forecast Category
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YTD vs. YTD Last Year - Won Opportunity by Lead Source

Opportunity Details Expand



Opportunity Insight

Won YTD €83.3M



Account Executive: All | Date (Year-Month): All

Opportunities by Region



Top 5 Best Case Opportunities



Opportunity Actuals vs. Quota



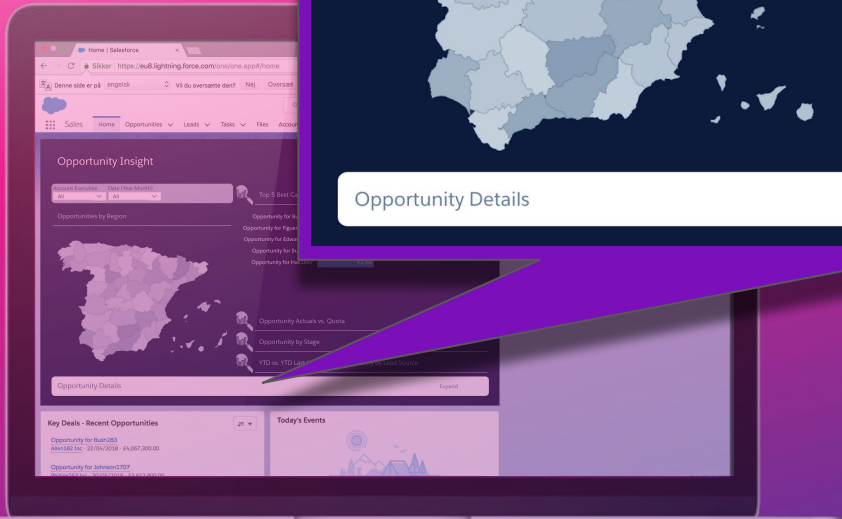
Opportunity by Stage



YTD vs. YTD Last Year - Won Opportunity by Lead Source



Opportunity Details Expand



Opportunity Insight

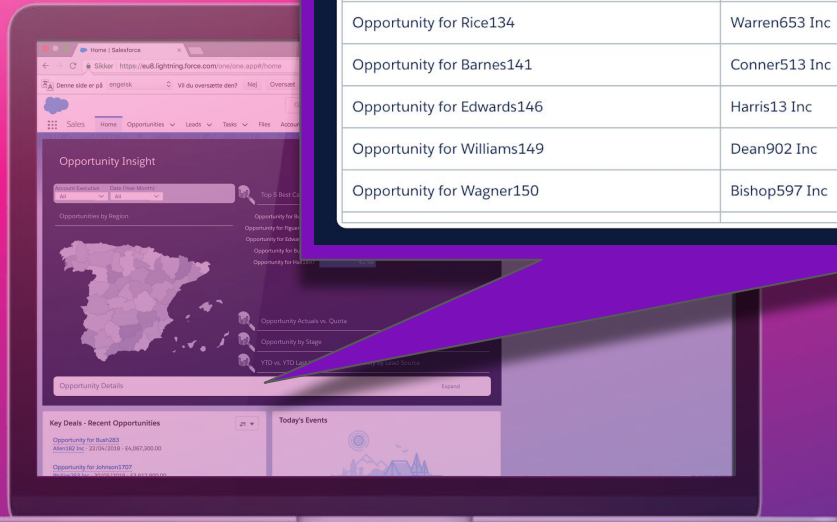
Won YTD €83.3M

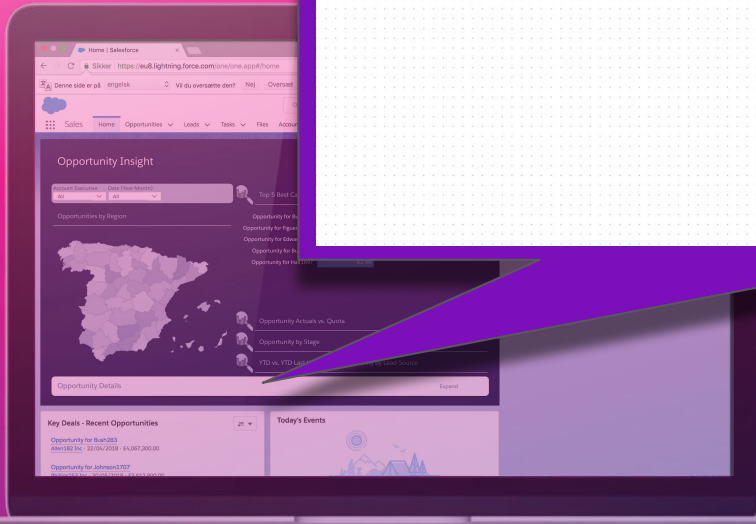
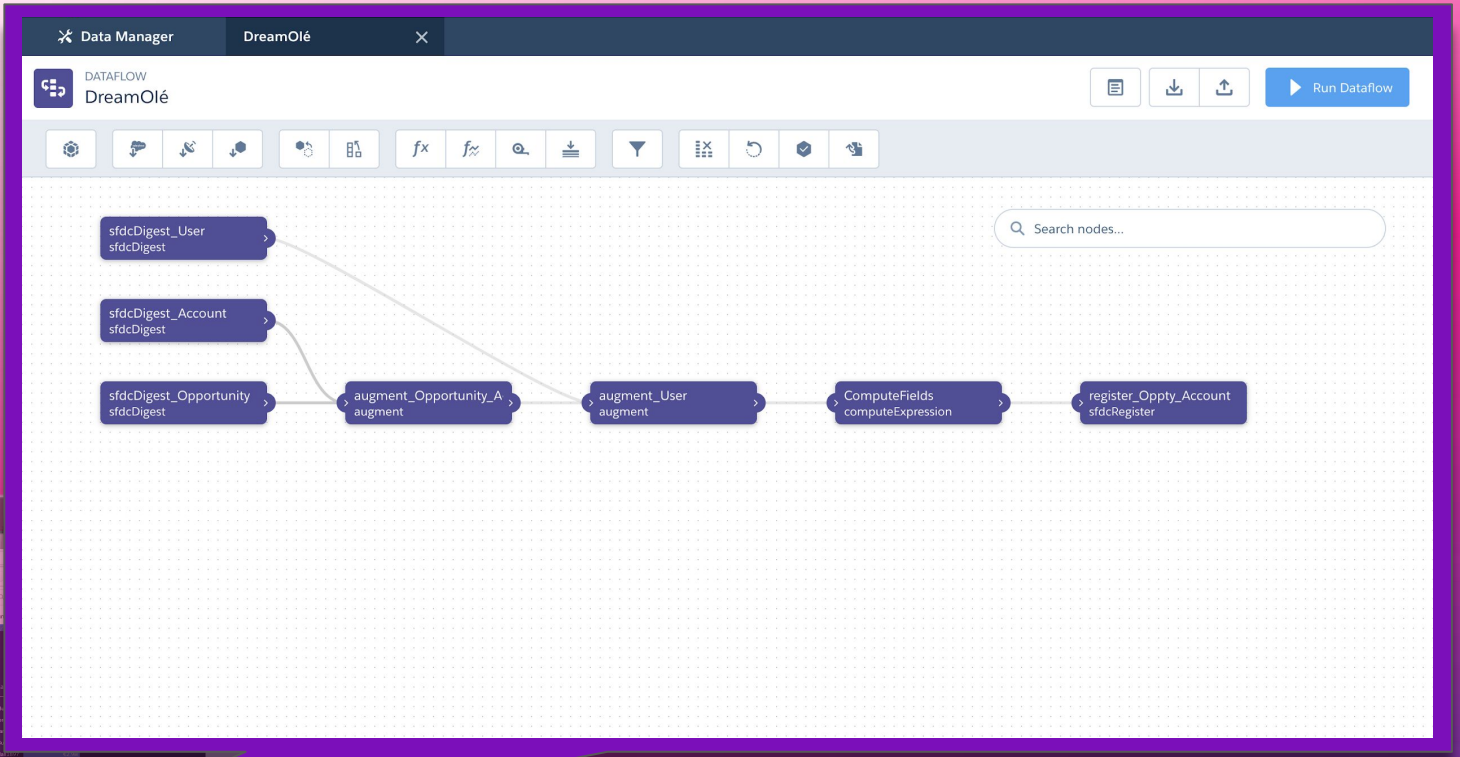


Opportunity Details

Close

Name	Account Name	Stage	Close Date	Amount
Opportunity for Conner5	Phillips552 Inc	02. Qualification	2018-06-01	€32400
Opportunity for Wood9	Thomas148 Inc	10. Closed Lost	2017-06-18	€397280
Opportunity for McDonald13	Parks99 Inc	09. Closed Won	2017-02-12	€240747
Opportunity for Jefferson17	Cortez324 Inc	09. Closed Won	2017-10-20	€21640
Opportunity for McLaughlin130	Owens441 Inc	08. Negotiation/Review	2018-04-18	€1249000
Opportunity for Chandler133	Gibson62 Inc	06. Perception Analysis	2018-03-18	€754640
Opportunity for Rice134	Warren653 Inc	09. Closed Won	2016-12-30	€243450
Opportunity for Barnes141	Conner513 Inc	02. Qualification	2018-03-30	€363400
Opportunity for Edwards146	Harris13 Inc	06. Perception Analysis	2018-04-05	€4212140
Opportunity for Williams149	Dean902 Inc	03. Needs Analysis	2018-03-17	€2305550
Opportunity for Wagner150	Bishop597 Inc	10. Closed Lost	2017-11-18	€2660660





Einstein Analytics, Art of the Possible

- Embedded Dashboard
- Filters
- Actions
- Custom Map
- Dynamic Gauge
- Static Step
- Compare Table
- Pages
- Correct Sorting

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Get Started with Einstein Analytics



Learning Map

Collection of resources to get up to speed



Help & Training

Documentation and accelerators



Learning Adventure App

Interactive examples and best practices



Trailhead

Learn to use Einstein Analytics

www.salesforceblogger.com
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Trailblazer Community

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