

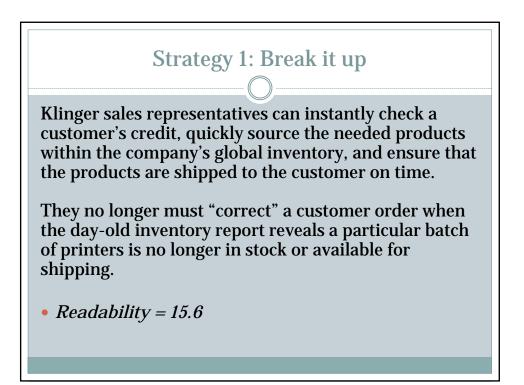
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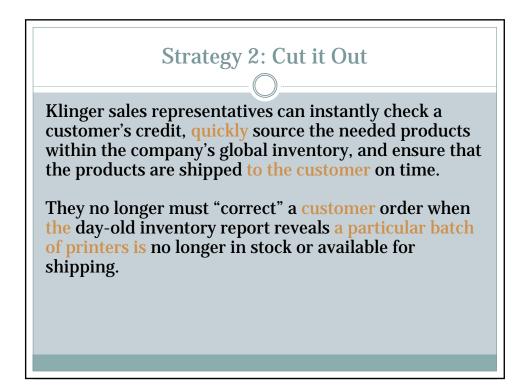
Bigglesworth & Co. maintains the world's largest and industry-leading network of nearly 200 offices in more than 30 countries and territories, generating a dynamic mix of an unmatched global footprint with valuable insight and local expertise to meet the needs of its hundreds of clients per year, across all industry sectors, small- and medium-sized enterprises, local, multinational and global companies.

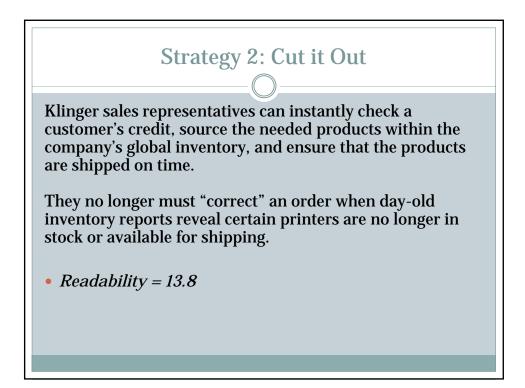


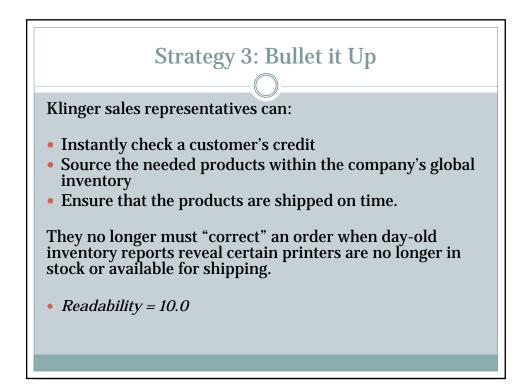
Klinger sales representatives can instantly check a customer's credit, quickly source the needed products within the company's global inventory, and ensure that the products are shipped to the customer on time, without having to "correct" a customer order when the day-old inventory report reveals a particular batch of printers is no longer in stock or available for shipping.

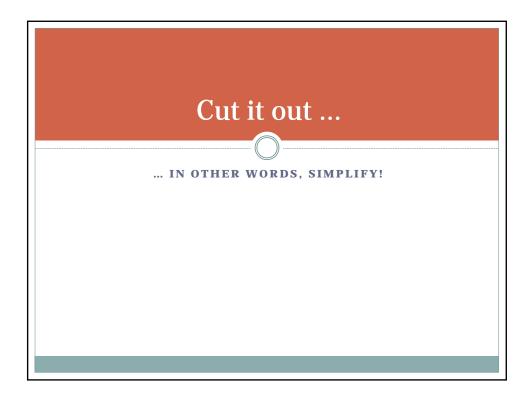
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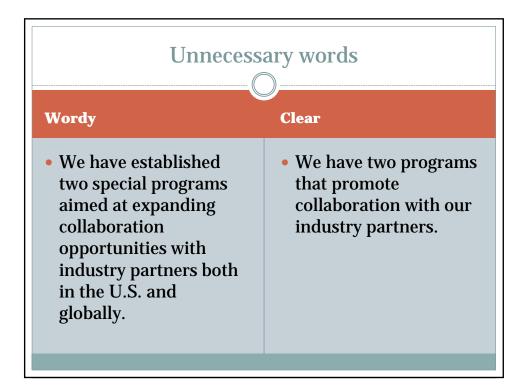


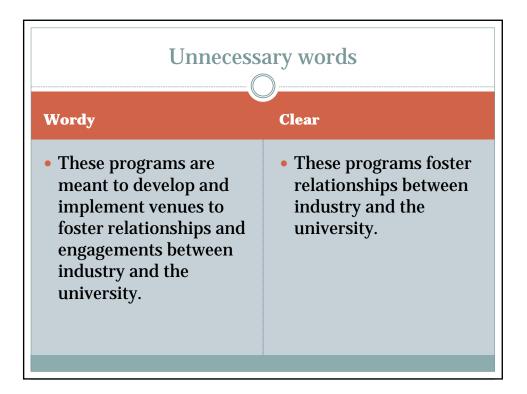


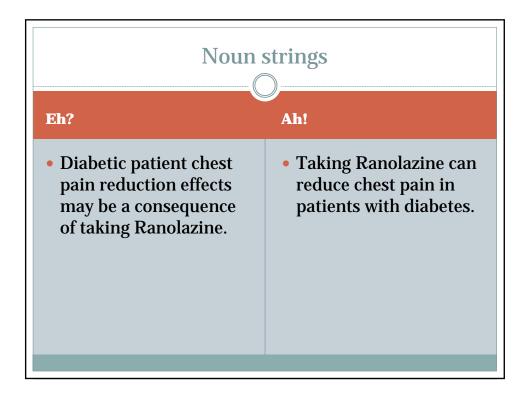


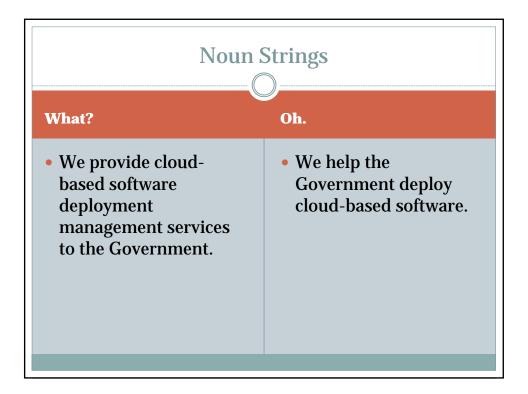


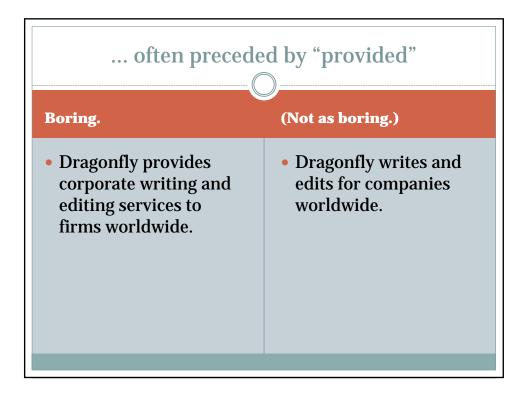






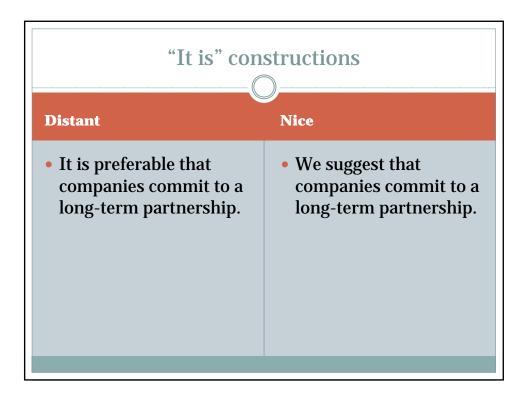


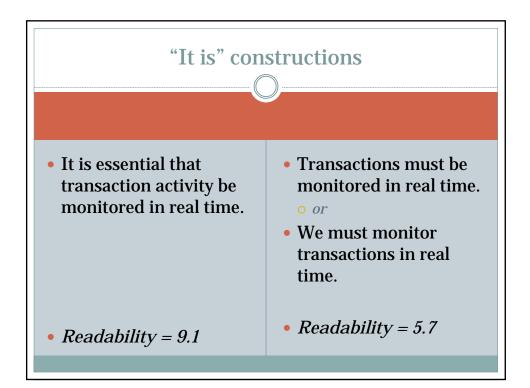




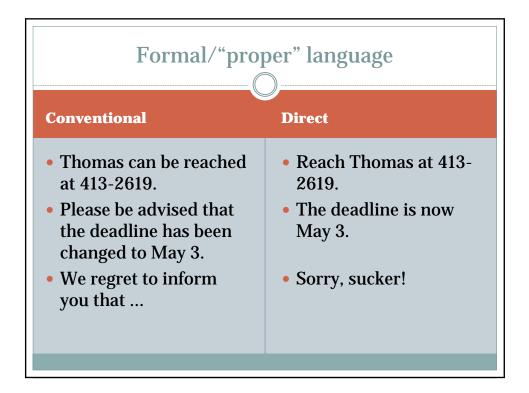


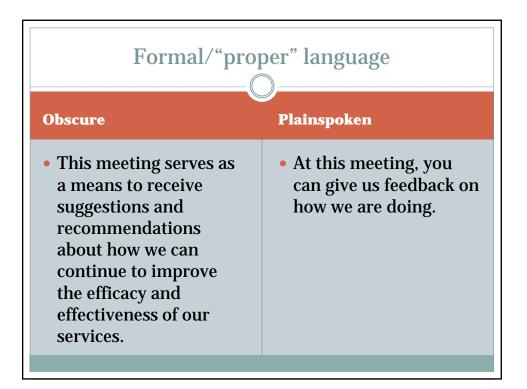


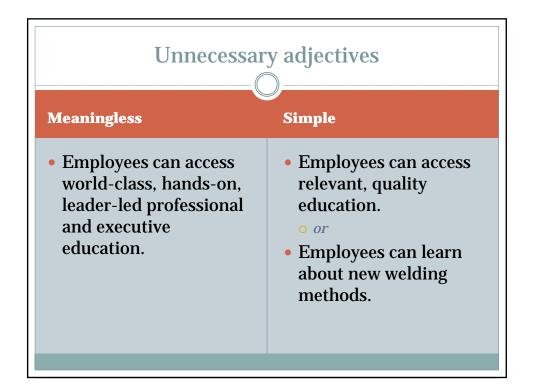


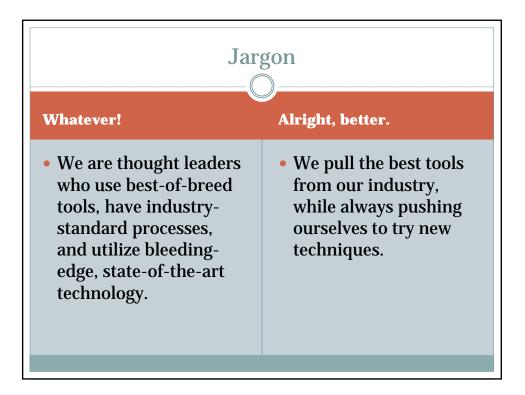


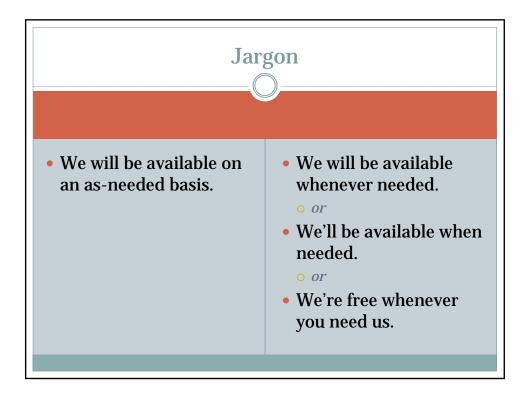


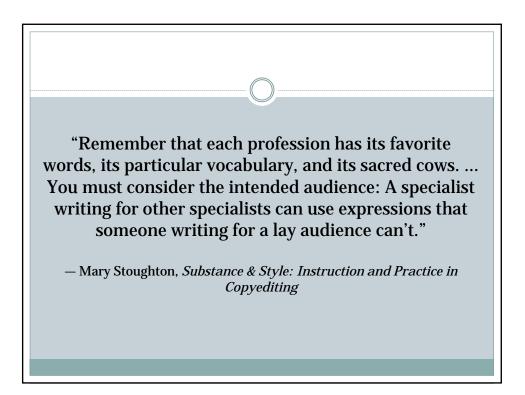


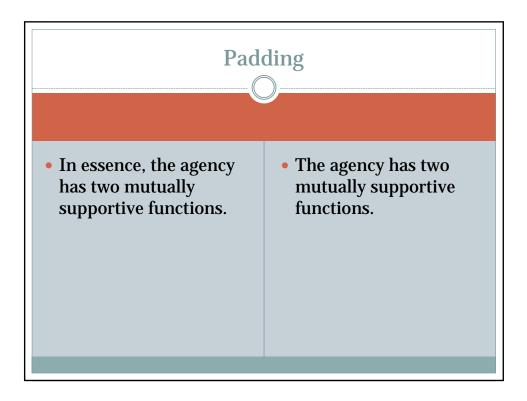


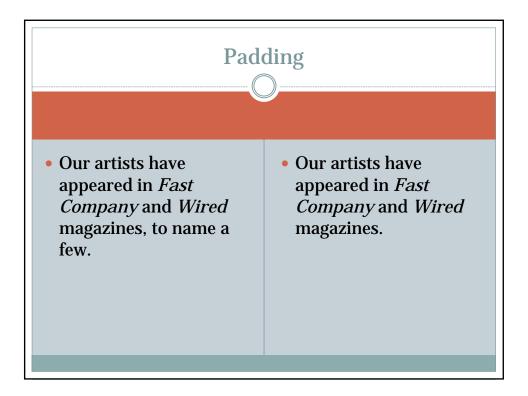


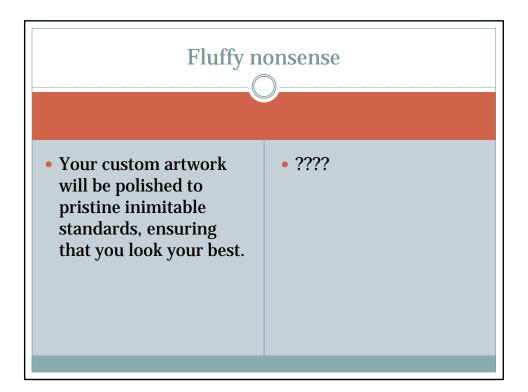


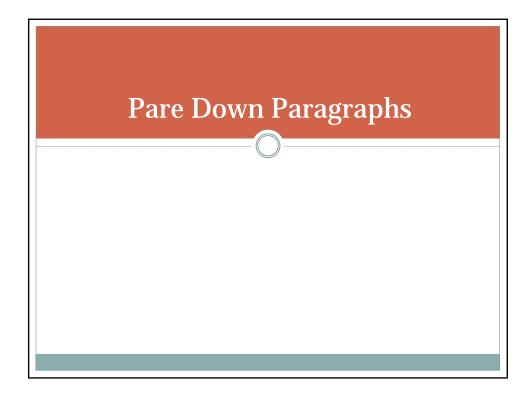


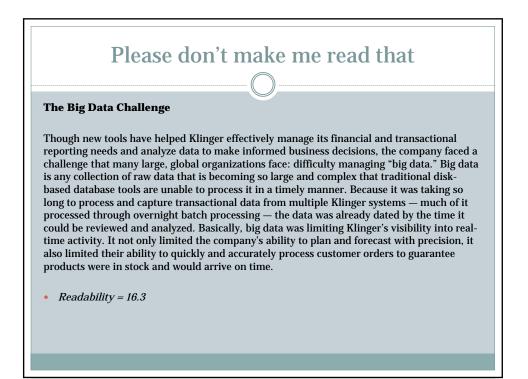












## Strategy 1: Break it Up

## The Big Data Challenge

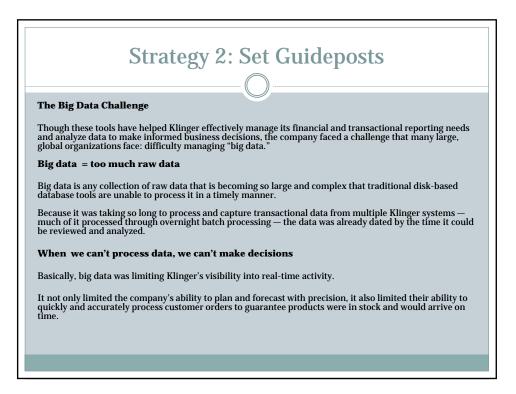
Though new tools have helped Klinger effectively manage its financial and transactional reporting needs and analyze data to make informed business decisions, the company faced a challenge that many large, global organizations face: difficulty managing "big data."

Big data is any collection of raw data that is becoming so large and complex that traditional disk-based database tools are unable to process it in a timely manner.

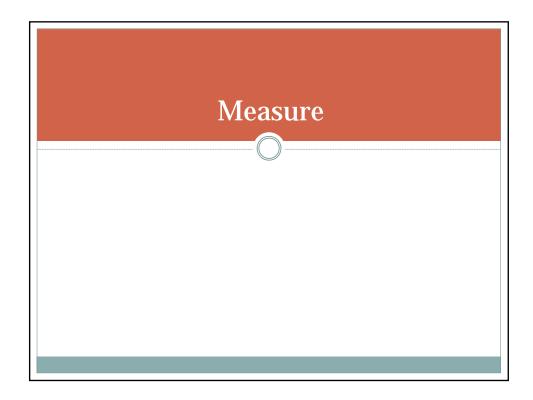
Because it was taking so long to process and capture transactional data from multiple Klinger systems — much of it processed through overnight batch processing — the data was already dated by the time it could be reviewed and analyzed.

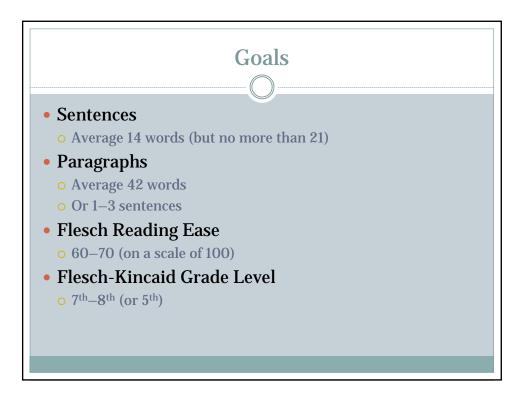
Basically, big data was limiting Klinger's visibility into real-time activity.

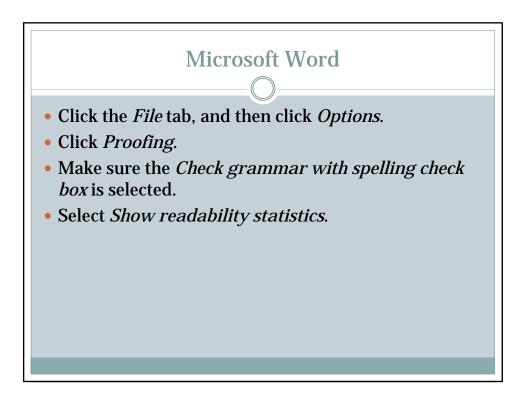
It not only limited the company's ability to plan and forecast with precision, it also limited their ability to quickly and accurately process customer orders to guarantee products were in stock and would arrive on time.

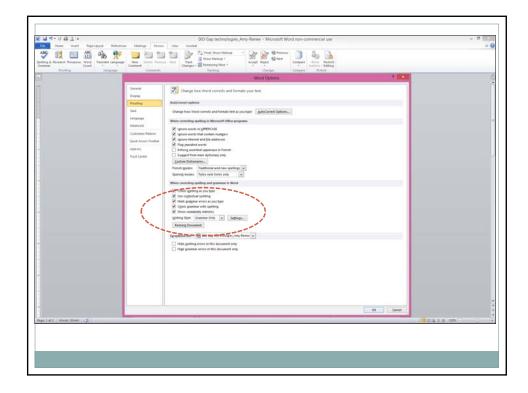


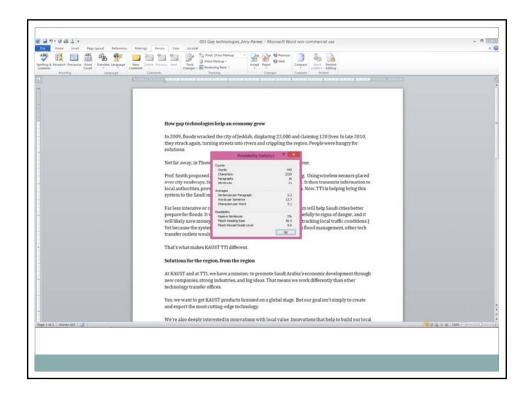
Strategy 3: One Sentence = One Para
The Big Data Challenge
Though these tools have helped Klinger effectively manage its financial and transactional reporting needs and analyze data to make informed business decisions, the company faced a challenge that many large, global organizations face: difficulty managing "big data."
What is Big Data?
Big data is any collection of raw data that is becoming so large and complex that traditional disk-based database tools are unable to process it in a timely manner.
Because it was taking so long to process and capture transactional data from multiple Klinger systems — much of it processed through overnight batch processing — the data was already dated by the time it could be reviewed and analyzed.
When can't process it, we can't make decisions
Basically, big data was limiting Klinger's visibility into real-time activity.
It not only limited the company's ability to plan and forecast with precision, it also limited their ability to quickly and accurately process customer orders to guarantee products were in stock and would arrive on time.

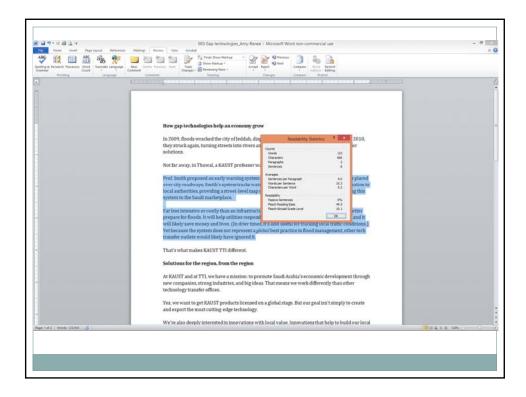


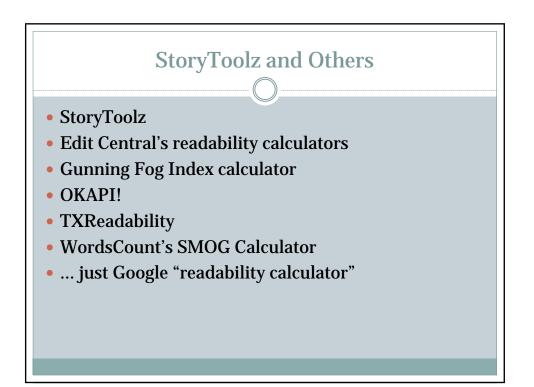






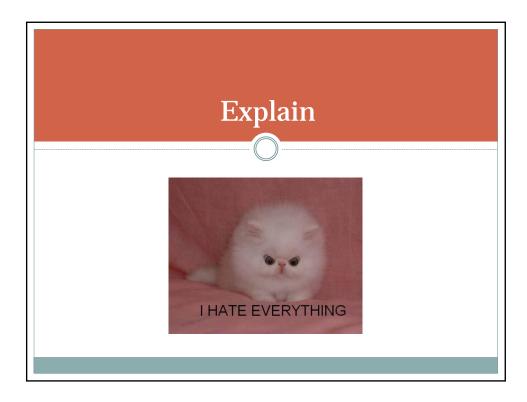


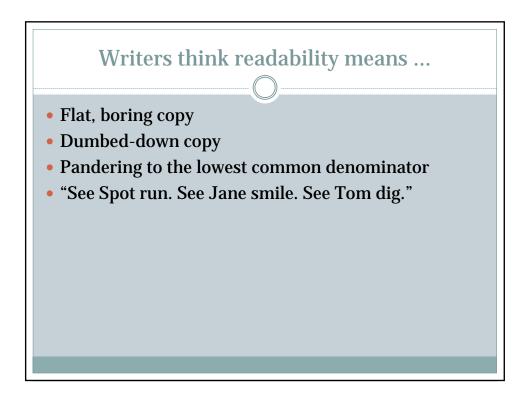


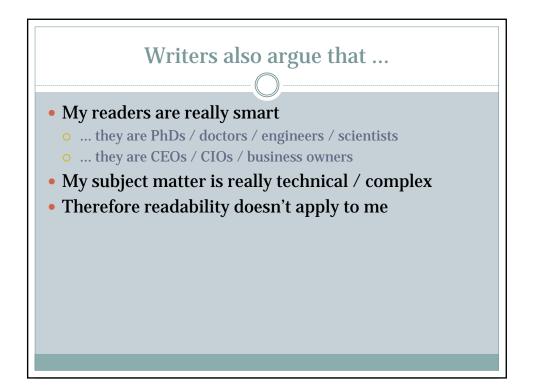


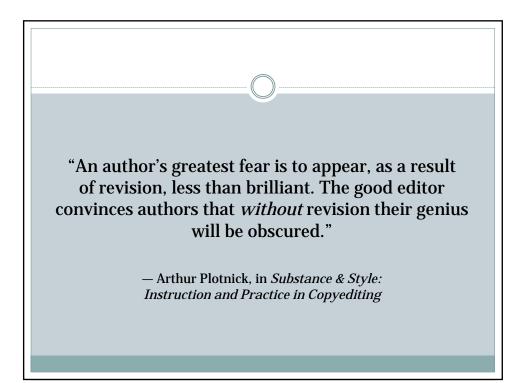
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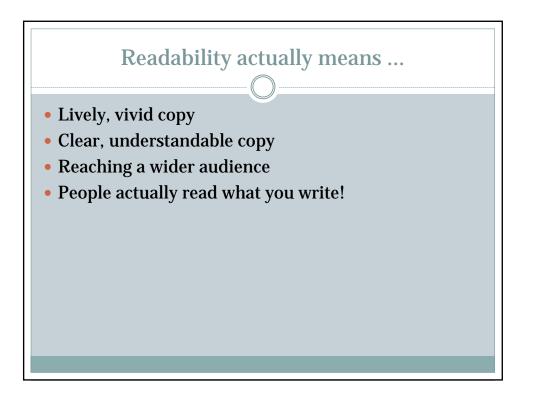
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		Average grade level	Grade 10.1 (mean of above)		
	2	Sentence Information			
		Number of characters	932		
		Number of words	184		
		Characters per word	5.07		
		Syllables per word	155		
		Number of sentences	13		
		Words per sentence	14.2		
		Number of short sentences	4 (37%, 9 words or less)		
		Number of long sentences	1 (B%, 24 words or more)		
		Number of paragraphs	5		
		Sentences per paragraph	2.6		
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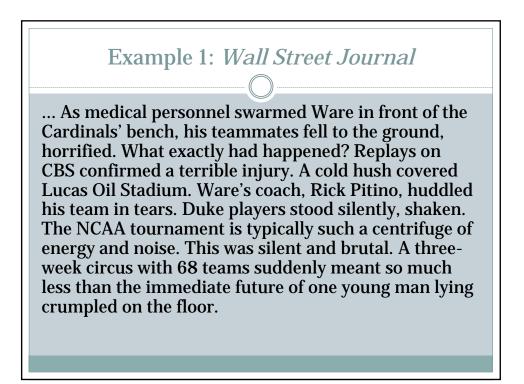


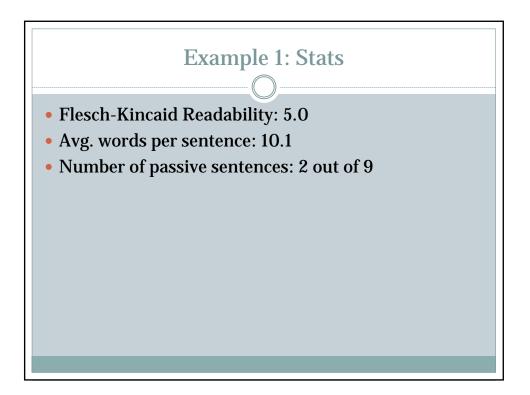


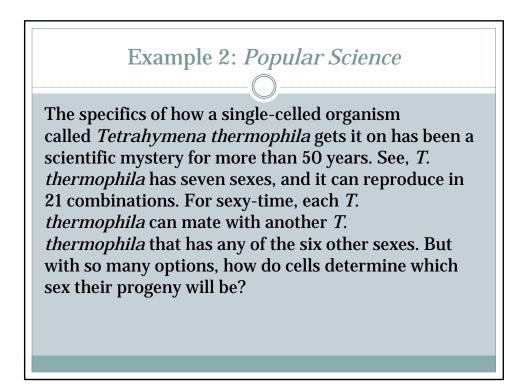


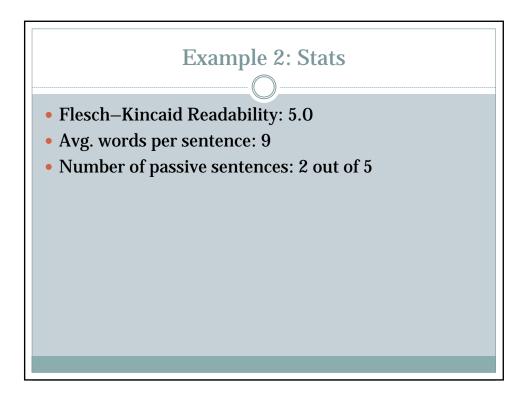


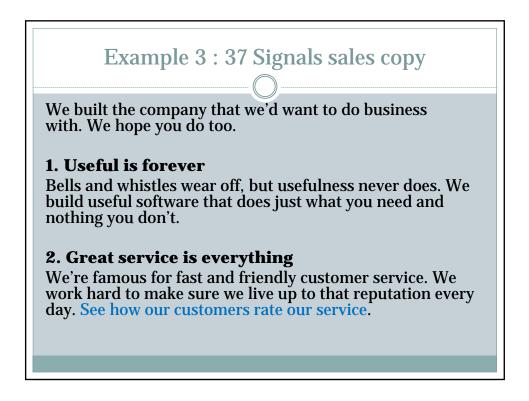


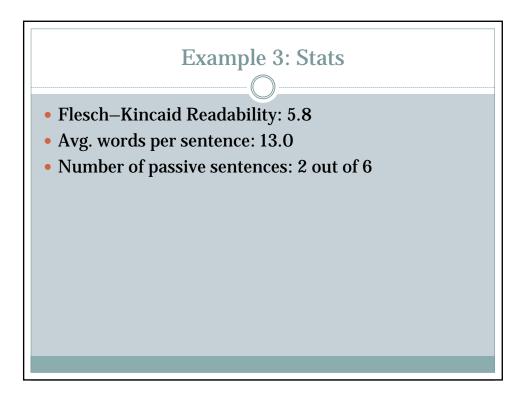


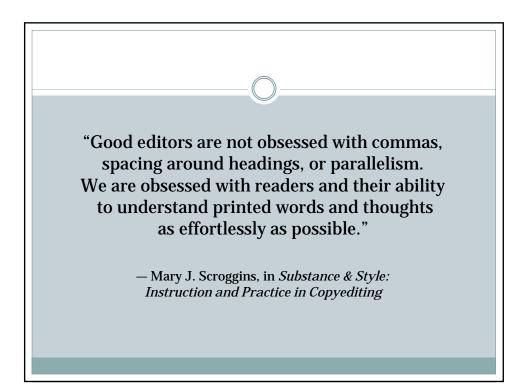














Sources	<ul> <li>Polishing Your Prose. Steven M. Cahn, <i>The</i> <i>Chronicle of Higher Education</i>, Feb. 18, 2013. http://chronicle.com/article/Polishing-Your- Prose-Word-by/137327/</li> </ul>
	<ul> <li>Anywhere the Eye Can See, it's Likely to See an Ad. Louise Story, <i>The New York Times</i>, Jan. 15, 2007. www.nytimes.com/2007/01/15/business/media/1 5everywhere.html?_r=0</li> </ul>
	<ul> <li>Becoming a "Stylish" Writer. Rachel Toor, <i>The</i> <i>Chronicle of Higher Education</i>, July 2, 2012. http://chronicle.com/article/Becoming-a-Stylish- Writer/132677/.</li> </ul>
	<ul> <li>StoryToolz home page. storytoolz.com/.</li> </ul>
	<ul> <li>Write for Readability. Ann Wylie, PRSA Seminar, Jan. 24, 2013.</li> </ul>
	• Substance & Style: Instruction and Practice in Copyediting. Mary Stoughton, EEI Press, 1996.

