VISEO

POSITIVE DIGITAL MAKERS

MOVE TO MICROSOFT FABRIC UNIFIED INTELLIGENCE : OFFER TO MIGRATE YOUR ANALYTICAL ASSETS

WE ARE DIGITAL MAKERS

VISEO uses technology as a powerful lever for transformation and innovation to make its customers more efficient

AN INDEPENDENT AND SOLID COMPANY

360 M€
Fiscal 2025 revenue

3000
2025 Staff

AT THE HEART OF DIGITAL STRATEGIES

DIGITAL TRANSFORMATION
Reinvent your customer experience, your distribution, your offer or your business model
to meet new customer expectations.

DIGITAL OPTIMIZATION
Improve your business more resilient, more efficient and
capable of winning the digital competition.

A GLOBAL COMPANY

GLOBAL EXPERTISE IN APPLICATION SERVICES

MODERN CLOUD ERP SYSTEM
Implement new generations of ERP solutions and enterprise platforms

CLOUD SERVICES MODERN APPLICATION DEVELOPMENT
Initiating and developing digital innovation

COMMERCIAL APPLICATIONS
Support the digitalization of your finance department and other business departments

DATA INTELLIGENCE & AI
Implement "Intelligent Enterprise" strategies and data-driven

PARTNERSHIPS WITH LEADING PUBLISHERS IN THE DIGITAL TRANSFORMATION OF COMPANIES

SAP Gold Partner · Salesforce Partner Since 2000 · Microsoft · cegid · Azure · Anaplan

END TO END SUPPORT

IMAGINE
Advisory
Ideation
Architecture
Synvance

BUILD
Design
Development
Implementation Integration

EXECUTE
Deployment
Change management
Maintenance and monitoring

WE ARE POSITIVE AZURE MAKERS

Supporting our customers in the modernization of their Data and AI platforms, the modernization of their applications and their business processes.

Headcount FR : **220 MS** consultants
Location : **France / Maroc**

- **Strong technical expertise** with rare resources
- **Data** : **43** Certifs (FR)
- **Enterprise Apps**: **48** Certifs (FR)

Advanced Specialist Microsoft

- **SAP on Microsoft Azure**
- **Analytics on Microsoft Azure**
- **Migrate Enterprise Apps**
- **Build & Modernize AI Apps**

POSITIVE DIGITAL MAKER

Experience AI & Cloud *acceleration*

Microsoft Partner | Partenaire de l'année 2019 Intelligent Cloud France

2018 Microsoft Partner of the year | FRANCE | Intelligence Artificielle

Partner Program AI Inner Circle 2018 Microsoft

Azure

VISEO: TRACK RECORD ON MICROSOFT FABRIC PROJECTS (2024/2025)

KEY ACHIEVEMENTS

- **Operational since 2023:** MS Fabric platforms deployed and fully functional.
- **14 Certified Experts:** Teams trained on DP600 & DP700 to ensure high-level technical support.
- **Dual Support Model:** Combined expertise from France and our Nearshore Excellence Center (Casa).
- **Sales Focus:** Dedicated team addressing specific needs with tailored migration solutions.

CLIENT REFERENCE	PROD CAPACITY	TARGET CAPACITY	TARGET ACR (K€)
COVIVIO	F8	-	20
LEMAIRE	F8	-	20
L'OCCITANE	3 * F64	-	300
PIERRE FABRE	3 * F64	-	400
NEWREST	F64	-	60
ADISTA / INHÉRENT	F32	F64	60
LYNXEO	F64	-	60
GECINA	P1	F64	60

GET STARTED ON THE RIGHT FOOT WITH MICROSOFT FABRIC / POWER BI WITH VISEO

Our 3-step approach

REVERSE ENGINEERING LEADERSHIP

Market-leading expertise across **all legacy technologies** (SAP, Qlik, Tableau, Microstrategy) to secure your migration logic.

ADVANCED PARTNER

Certified Microsoft **"Advanced Specialist"** status, guaranteeing top-tier technical proficiency on Fabric.

PROVEN METHODOLOGY

A **standardized framework** refined through dozens of successful enterprise migrations.

END-TO-END SUPPORT

From strategy to change management, with **tailored packages** adapted to your scale.

CENTER OF EXCELLENCE

Nearshore scalability to deliver high-quality output while optimizing project TCO.

Microsoft Partner
Microsoft
Advanced Specialization
Analytics on Microsoft Azure

Microsoft Partner
Microsoft
2023
France Awards Winner
Azure Data AI

Fabric Featured Partner
Microsoft

GET OFF TO A GOOD START WITH MICROSOFT FABRIC / POWER BI WITH VISEO

YOUR EXISTING SOLUTION

Migrate to Power BI from **any existing solution** in place (Qlik, SAP, Tableau, IBM...).

#2 EXPERT PLATFORM SETUP

Custom **design and implementation** of your Fabric platform based on industry best practices.

#1 ANALYSIS & STRATEGY

Multi-platform expertise to analyze reports, **semantic models**, and define effective governance.

#3 MIGRATION & CHANGE

Tailored delivery from ***expert assistance*** to complete ***turnkey solutions***.

OUR APPROACH TO MIGRATION

This section aims to describe the method that VISEO recommends to carry out the Power BI migration project.

It is essential to emphasize that while we want to use our migration acceleration tools, we cannot rule out the need to occasionally perform manual checks on the content to be migrated in order to capture functional management rules or other elements.

ANALYTICS MIGRATION ASSETS ON MICROSOFT FABRIC

Keys to reading our offer

DESCRIPTION OF THE OFFER

Supporting our clients in the design and implementation of Power BI while ensuring a 360° service around the migration of existing portfolios.

1. ANALYSIS

Inventory of semantic models and reports (SAP, Qlik, Tableau...).

2. ARCHITECTURE

Defining optimal governance model and adoption capacity.

3. REALIZATION

Implementation of semantic models according to best practices.

CLIENT BENEFITS

- Expert "Advanced Spe" vision.
- Clear target architecture roadmap.

MAIN TARGETS

- CEO, CIO, CDO, Head of Data.
- ***Projects >100k€ (~50 dashboards).***

VISEO VALUE

- Cross-technology expertise.
- End-to-end definition.

DELIVERY

- Led by senior architects.
- Optimized Service Centers.

SOLUTIONS

MS Fabric

INDUSTRY

Retail, Mfg, Services

TARGETS

CIO, CDO, CTO, BI Business

PRICING

From 100 k€ / 3-12m

ZONES

France / Global

MIGRATION METHODOLOGY : ROADMAP

A STRUCTURED APPROACH FOR A SEAMLESS TRANSITION

1. ASSESSMENT – MIGRATION PLAN

Prepare a **migration plan** through a structured approach based on a detailed analysis of published content and its usage.

This enables rigorous planning to **anticipate challenges** (technical, human, regulatory), reduce risks and costs, and ensure a successful transition to the Power BI platform by involving key users.

2. REVERSE ENGINEERING

While the migration plan focuses on inventory and usage, **reverse engineering** dives into the technical details of existing reports and universes.

The outcome of this phase is the creation of a detailed data dictionary.

It completes the plan by adding an essential technical dimension, resulting in a **comprehensive migration dossier**.

3. BUILD THE TARGET

Developers rely on the **data dictionary** to create Power BI semantic models and reports, ensuring they meet business needs and logic.

In parallel, the dossier guides the **environment configuration** and deployment strategies, in accordance with the requirements established during the assessment phase.

"This methodical approach ensures the Power BI solution is built on solid foundations and aligned with the expectations defined in the comprehensive migration dossier."

MIGRATION METHODOLOGY

MIGRATION PLAN

MicroStrategy · SAP Analytics Cloud · tableau · Qlik · ORACLE DISCOVERER · SAP Business Objects

"Our approach, detailed in these slides, aims for a secure and optimized transition:"

- **Security & Cost Control**
  Minimize risks and optimize migration expenses.
- **Rigorous Planning & Execution**
  From initial backup to final validation.
- **Platform Optimization**
  Adapt the new environment to future business needs.
- **Full Lifecycle Management**
  Environment analysis, license inventory, user management, and archiving.

✓ OUR MIGRATION APPROACH : ASSESSMENT STEP-BY-STEP

1. SAVE

Backup current environments (SAP BO, Tableau) to prevent loss or misconfiguration during migration.

2. ENVIRONMENT

Collect and centralize metadata (objects, documents, users, instances) to define scope and plan timelines.

3. INVENTORY

Analyze session peaks and licenses to size the new environment correctly and optimize costs.

4. SHARING POLICIES

Review scheduling (frequency, formats, destinations) to ensure continuity in the new platform.

5. CONNECTIONS

Document all data sources used to understand the information flow and lineage.

6. SECURITY

Extract and analyze existing security models (roles, inheritance) for replication in Fabric.

7. USERS

Identify active users and essential reports to prioritize their needs and manage change effectively.

8. OBSOLESCENCE

Isolate inactive accounts and unused reports (40-60% of content) to reduce migration risks.

9. ARCHIVING

Securely store report instances, audit info, and configurations for operational and compliance reasons.

10. VALIDATION

Validate all findings and the transition roadmap with stakeholders for final approval.

MIGRATION METHODOLOGY

REVERSE ENGINEERING

ACCELERATING MODERNIZATION TO POWER BI

AI-DRIVEN EXTRACTION

ADVANCED REVERSE ENGINEERING

- **90% Auto-Generation**
  Build dictionaries automatically from existing deployed artifacts.
- **Cross-Platform**
  Supports SAP BO, Tableau, Qlik, MicroStrategy, Oracle, etc.
- **Zero-Risk Build**
  Full fidelity of business logic during the Power BI transition.

TABLEAU SERVER

TECH SOLUTION

Proprietary metadata scanners & REST APIs.

VALUE PROP

Full workbook & source mapping at scale.

SAP BO

TECH SOLUTION

SDK-based scanners & RESTful Web Services.

VALUE PROP

Automated semantic layer rules extraction.

QLIK SENSE / VIEW

TECH SOLUTION

QRS API automation & automated script parsing.

VALUE PROP

Recovery of complex load script business rules.

MICROSTRATEGY

TECH SOLUTION

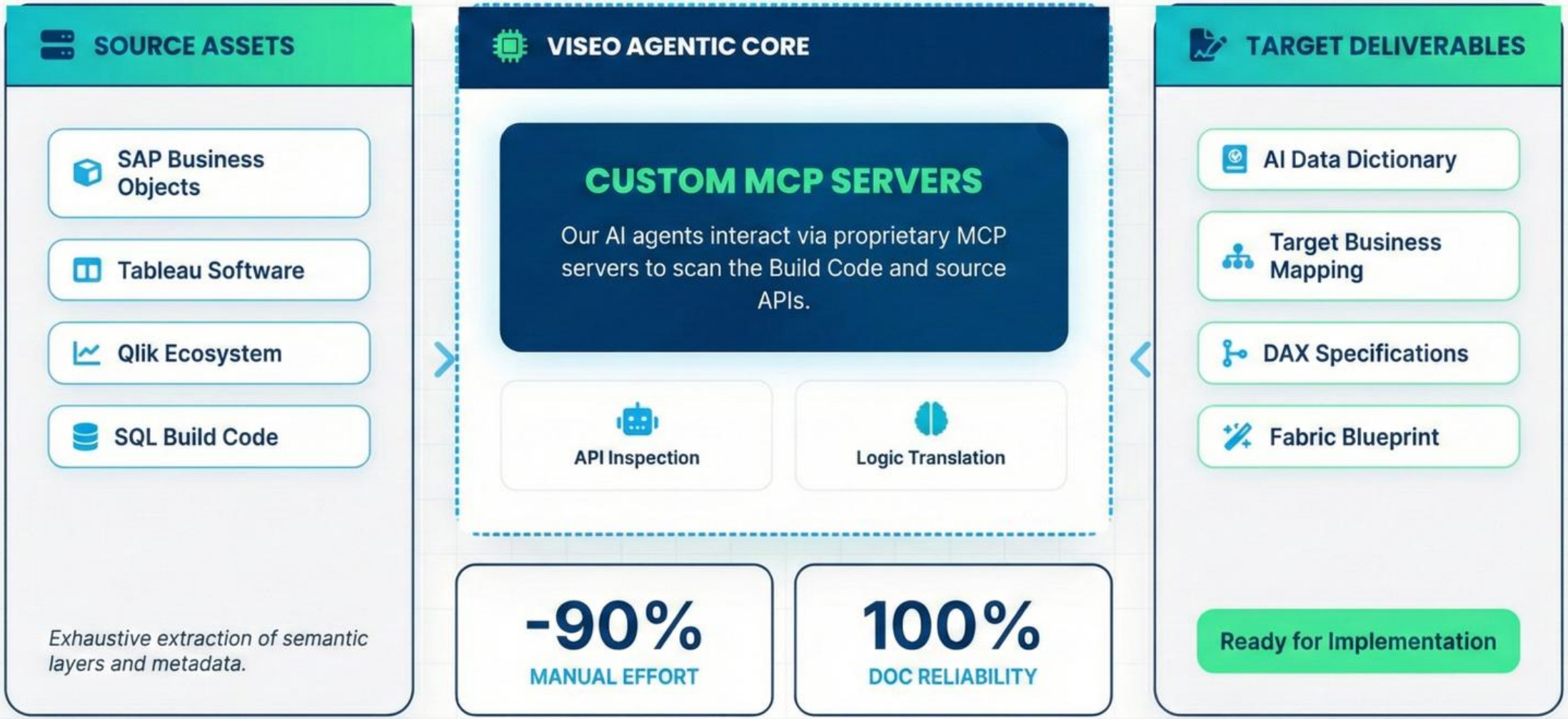
REST API & Command Manager automation.

VALUE PROP

Dossier attributes & metrics lineage mapping.

WINBACK TO MICROSOFT FABRIC : AGENTIC ENGINE

Artificial Intelligence with Azure AI Foundry at the service of Reverse Engineering



MIGRATION METHODOLOGY : DELIVERY APPROACH

END-TO-END ROADMAP FOR MICROSOFT FABRIC & POWER BI TRANSFORMATION

01. PREPARATION & CONFIGURATION

- Tenant & Fabric capacity settings
- Workspace environment setup
- Data source & Gateway config
- License verification & audit

02. POWER BI SOLUTION BUILD

- Semantic model (DAX) creation
- Interactive report & UI development
- Data Model optimization (Partitioning)
- Scheduled refresh configuration
- Technical solution documentation

03. TEST & VALIDATION

- Unit & Integration testing
- User Acceptance Testing (UAT)
- Bug fixing & iteration management
- Performance profiling

04. PRODUCTION DEPLOYMENT

- Deployment planning & comms
- Pipeline promotion (Dev/Test/Prod)
- Service & post-deploy validation
- Access right management

05. SUPPORT & TRANSITION

- "Hypercare" post-production support
- Training & change management
- Knowledge transfer to client teams
- Legacy system decommissioning

DETAILED WORK UNITS FOR ACCURATE COST PREDICTION

- **WORK UNITS (UO) SHARING**

  Essential, even in pre-sales, to accurately estimate service costs.

- **COMPLEXITY GRANULARITY**

  Fine-tuned differentiation points boost budget estimation confidence, providing a realistic view of required efforts.

OUR ABACUSES
SEMANTIC MODEL ABACUSES

Complexity of the Dataset)	Description & Key Factors (including upstream engineering impact)	Power BI Developer Core Activities (including upstream coordination)	Indicative Estimate Range (man-days)
Medium	- 2-4 data sources, requiring coordination for moderate upstream preparation. - Power BI model with 7-15 tables, some more elaborate relationships. - Moderate number of DAX measurements, including standard calculations (Time Intelligence, comparisons). - RLS simple potentially. - Coordination for the creation/adaptation of views or streams of upstream data of medium complexity.	- Detailed analysis of specifications and sources. - Writing specifications for upstream data engineering. - Coordination workshops with data teams.- Power BI modeling (relationships, hierarchies). - Development of intermediate DAX measures. - Basic RLS implementation if needed. - Unit and integration testing. - Dataset documentation.	5 days/h
Complex	- More than 4 potentially heterogeneous data sources, requiring significant coordination for upstream engineering (transformations, aggregations, upstream data fusions). - Larger Power BI model (15-30 tables), complex relationships (sometimes multiple facts, c dimensions). - Significant number of complex DAX metri business logic, multiple filter contexts, DA optimization). - Dynamic or complex EPIRB. - Specification and validation of complex u flows (e.g. lightweight data marts, elabor procedures).	- In-depth analysis of business needs and complex sources.- Detailed design and specification of upstream data flows and their integration.	

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OUR ABACUSES
Reports

Level of Complexity	Key features	Load Estimate (Man-Days)	Details of Included Tasks (Examples)
Simple	- 1 to 3 pages - 3 to 5 standard visuals per page (simple graphs, tables, maps) - Simple interactions (basic filters, sorting) - Basic layout according to layout - Little to no bookmarks or complex navigation	1.5 days	- Create visuals from existing fields. - Application of the theme and basic colors. - Creating a few simple DAX metrics. - Setting up page/report filters. - Alignment of objects according to model. - Unit tests and minor fixes.
Medium	- 2 to 5 pages - 5-8 visuals per page, including a few simple custom visuals or combinations of visuals - Basic intelligence, simple variables) - Moderate interactions (drill-through, basic custom tooltips, segment synchronization) - Neat layout according to the model, attention to alignments and spacing. - Possible use of a few simple bookmarks for navigation or conditional viewing.	3 days	- Creation of a variety of visuals, potentially some visuals from the Marketplace. - Development of intermediate DAX measures. - Configuration of interactions between visuals (drill-down, drill-through). - Basic tooltip customization. - Precise layout. - Tests and adjustments following the first feedback.

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MULTI-DIMENSIONAL MATRIX APPROACH : ASSET TARGETING

STREAM AND BATCH DECOMPOSITION LOGIC DEFINITION

Once the report inventory is finalized with usage metadata, we initiate the ***"Evaluation & Prioritization Criteria Definition"*** phase. Our objective is to establish a robust framework to assess each asset across 6 strategic axes.

01. BUSINESS CRITICALITY

(Vital, Major, Useful, Low) — Impact on operations, decision-making, and regulatory compliance if the asset is missing or inaccurate.

02. USAGE FREQUENCY

(Very High to Low) — Combination of access frequency and the strategic profile of users (Executives vs. Operational staff).

03. MIGRATION COMPLEXITY

(Low, Medium, High) — Effort required to recreate logic in Power BI (data sources, DAX complexity, and UI design).

04. STRATEGIC ALIGNMENT

(High to Low) — Contribution of the report to the current and future strategic objectives of the organization.

05. REDUNDANCY

(Unique, Partial, Total) — Evaluation of whether the information is already available or duplicated in other existing assets.

06. CURRENT STABILITY

(Stable, Under Redesign, Obsolete) — Technical health check of the source report to decide between 1:1 migration or redesign.

MASTER AGENT IA : POST-MIGRATION

Orchestration, Adoption & Governance of the Microsoft Fabric Platform

SUPPORT & ADOPTION

- RAG on the Migration Playbook
- Grounding Doc Microsoft

The user asks the Master Agent to understand the new semantic models, relying on the technical documentation produced during Reverse Engineering.

"How is the gross margin calculated in the new Fabric model?"

MASTER AGENT VISEO

The central intelligence that orchestrates interactions between users, data, and the Fabric infrastructure.

DATA AGENTS FABRIC
(Querying semantic models)

ADMIN MCP SERVER
(Pilot Capacity & Artifacts)

Unified Intelligence Interface

A single entry point for business (Insights) and IT (Governance).

PILOTAGE EXPLOITATION

- Monitoring of Capacities
- Workspaces Management
- Governance of Domains

Using a dedicated MCP Server to control the Fabric administration APIs (Users, Artifacts, Power BI Premium Capacity).

Compliance & Cost Control

MICROSOFT FABRIC IQ : SEMANTIC INTELLIGENCE

Modeling a unified semantic layer for multi-source AI

AI-READY MODELING

- Metadata Enrichment
- Synonyms & Descriptions
- Optimized Star Schemas

"We prepare semantic models to be interpretable by AI (Q&A, Copilot) by translating technical names into explicit business concepts."

Support for Semantic Link to correlate Python DataFrames with Power BI measures.

SEMANTIC INTELLIGENCE LAYER

FABRIC IQ

The semantic intelligence engine that allows AI to reason across all your OneLake data in real time.

CROSS-SOURCE INSIGHTS

Finance + Ops + CRM Correlation

NATURAL LANGUAGE

Conversational Querying

DIRECT LAKE PERFORMANCE

Instant access to volumetric data without duplication via the native Direct Lake mode.

AUGMENTED EXPERIENCE

- Insight Discovery
- Custom AI Skills
- Automated Reporting

"By combining your historical and real-time data, Fabric IQ enables trend analysis and smart alerts directly from Teams or Excel."

TIME-TO-INSIGHT ACCELERATION

OFFER “FAST-TRACK MODERNIZATION ON MICROSOFT FABRIC MODERNIZATION WITH GENAI”

MAIN STRATEGIC POINTS

OBJECTIVE

Kick-start your modernization journey to Microsoft Fabric with a **GenAI-powered Assessment**.

This offer delivers a complete, actionable modernization blueprint, enabling you to **move from legacy analytics platforms** (SAP BO, Qlik, Tableau, IBM...) to a unified Microsoft Fabric environment.

KEY DELIVERABLES

- **GenAI-Enhanced Assessment**
- **Reverse Engineering with GenAI Agents**
- **Target Fabric Architecture**
- **Modernization Roadmap**

TIMING & PRICING

25 Days

Acceleration program duration

- Eligible for **Microsoft Accelerate Program** with funding up to **USD 15,000**.
- Fabric Hackathon funding of **USD 10,000** (subject to Microsoft's approval).

** This is a starting price and may vary depending on the number of Analytics assets to be migrated.*

CONTACTS

NABIL BEN HASSINE
Cloud Data Solution Activity Director


+33 7 89 40 74 42


nabil.benhassine@viseo.com

Remy CHARRIN
Aliance Manager Microsoft


+33 6 75 82 89 88


Remy.Charrin@viseo.com

Yves COINTRELLE
Business Unit Data&IA Director


+33 6 16 42 95 97


Yves.cointrelle@viseo.com