

Beyond Watson: Applying Watson and Analytics to your Business Needs

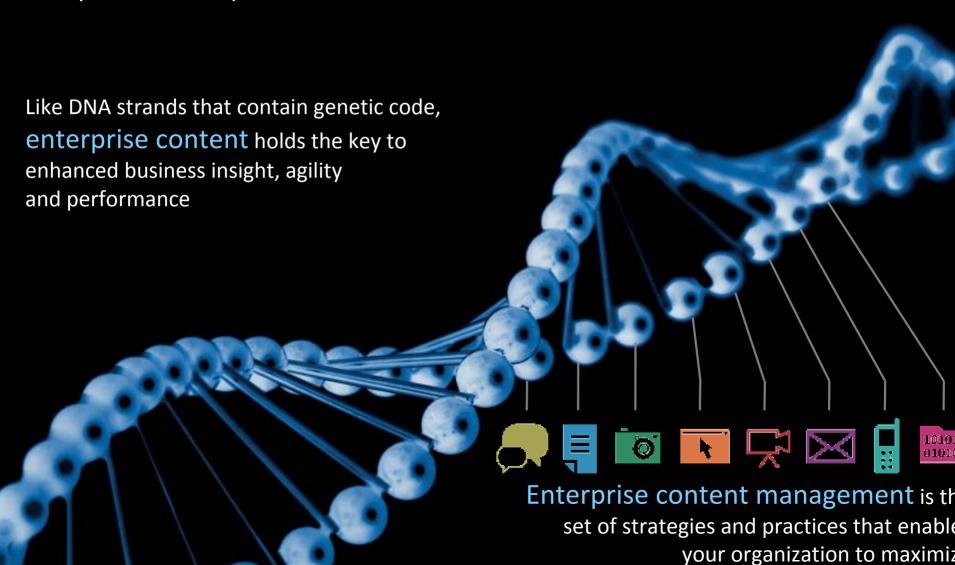
hyra Rauch, IBM Content Analytics



value from conte

Interprise content: your organization's DNA

ow will you unlock its potential?



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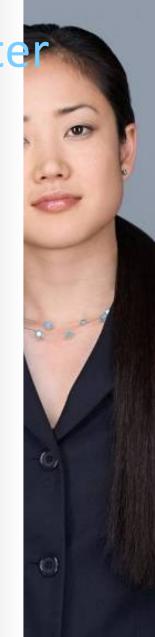
o achieve competitive edge

Organizations need to be smarter, faster

- 77% of CEOs say they do not have real-time information to make key business decisions
- 1 in 3 business leaders frequently make business decisions based on information they don't have, or don't trust
- 1 in 2 business leaders say they don't have access to the information they need to do their jobs



Companies that invest in business insight outperform their peers, showing 33% higher revenue growth, 12 times more profit growth, and 32% higher return on invested capital.



o enhance customer intimacy and employee collaboration

Business is becoming more social

- **69% of executives** report gaining measurable business benefits from social technologies
- **52% of organizations** plan to increase investment in social media and collaboration tools in 2010



"Social media has shifted control of the corporate message away from the organization and towards consumers and other stakeholders, and running away and hiding is no longer the safe option."



Burson-Marsteller

"The Global Social Media Check-up."



nterprise content management is evolving ...

rom Systems of Record to Systems of Engagement

Consideration Systems of Record—Enterprise Content Management		Systems of Engagement—Social Business Systems	
Focus	Transactions	Interactions	
Governance	Command & Control	Collaboration	
Core Elements	Facts, Dates, Commitments	Insights, Ideas, Nuances	
Value	Single Source of the Truth	Open Forum for Discovery & Dialog	
Performance Standard	Accuracy & Completeness	Immediacy and Accessibility	
Content	Authored	Communal	
Primary Record Type	Documents (Text, Graphics)	"Conversations" (Text-based, Images, Audio, Video)	
Searchability	Easy	Hard	
Usability	User gets trained on system and has access to follow-on support	User "knows" system from consumer experience	
Accessibility	Regulated & Contained	Ad Hoc & Open	
Retention	Permanent	Transient	
Policy Focus	Security (Protect Assets)	Privacy (Protect Users)	

"Conversations in a wide variety
of forms and on
a dizzying array
of devices are
now the
challenge ...

the pressure by the business to implement is accelerating"





ocial business drives an unprecedented need for nsight from natural language conversations

500 billion impressions

annually made about products and services **

770 million people

worldwide visited a social networking site *

















44x information growth by 2020 ***

Public Social Media



Conversations about quality, experience, price, value, service ...

- Forums and Newsgroups
- Wikis, Blogs and Microblogs
- Social Networks
- Social Media News Aggregators



Corporate Social Business

Conversations about strategy, projects, issues, risks, outcomes ...





In addition to conversations about quality, experience, price, value, service ...

- Wikis, RSS and Forums
- Email and Collaborative Content
- Call Center Notes and Recordings
- Customer and Employee Surveys
- Reports, Minutes and Research



ruly understanding natural languages the next great computing challenge

- Over 80% of information today is unstructured and based on natural language
- The impact of Systems of Engagement both inside and outside the firewall is dramatic ... such masses of information not easily understandable by humans
- Legacy approaches have all failed;
 "searching" not the right approach
- A new approach is needed, leveraging content analysis and natural language processing





he Next Grand Challenge





Real language is real hard

Chess

- A finite, mathematically well-defined search space
- Limited number of moves and states
- Grounded in explicit, unambiguous mathematical rules

Human Language

- Ambiguous, contextual and implicit
- Contains slang, riddles, idioms, abbreviations, acronyms and more
- Grounded only in human cognition
- Seemingly infinite number of ways to express the same concepts and meaning









The hard part: understanding natural anguage with confidence and accuracy

Where was Einstein born?

Unstructured

One day, from among his city views of Ulm, Otto chose a watercolor to send to Albert Einstein as a remembrance of Einstein's birthplace. **Structured**

Person	Born In
A. Einstein	Ulm

Welch ran this?

If leadership is an art then surely Jack Welch has proved himself a master painter during his tenure at GE.

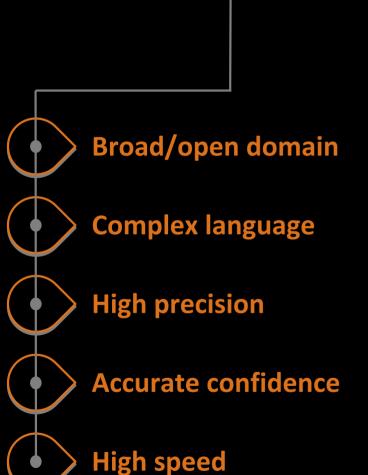
Person	Organization	
J. Welch	GE	





ne Jeopardy! Challenge

key dimensions to drive the technology



\$200

If you're standing, it's the direction you should look to check out the wainscoting

\$800

In cell division, mitosis splits the nucleus & cytokinesis splits this liquid cushioning the nucleus

\$1000

Of the 4 countries in the world that the U.S. does not have diplomatic relations with, the one that's farthest north

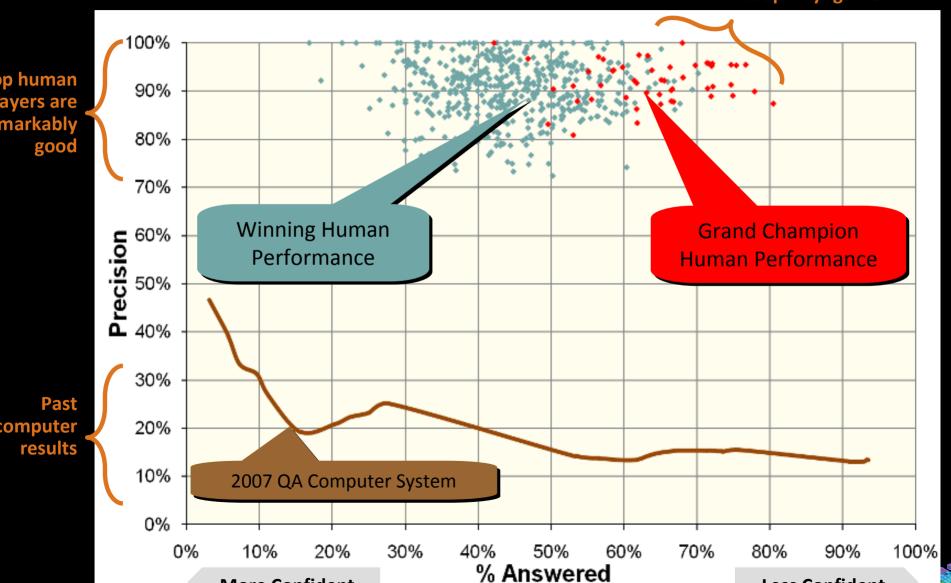




ne Jeopardy! winner's cloud

Best human performance

Each dot represents an actual human Jeopardy! game



he Big Idea: Evidence-Based Reasoning over Natural Language Content

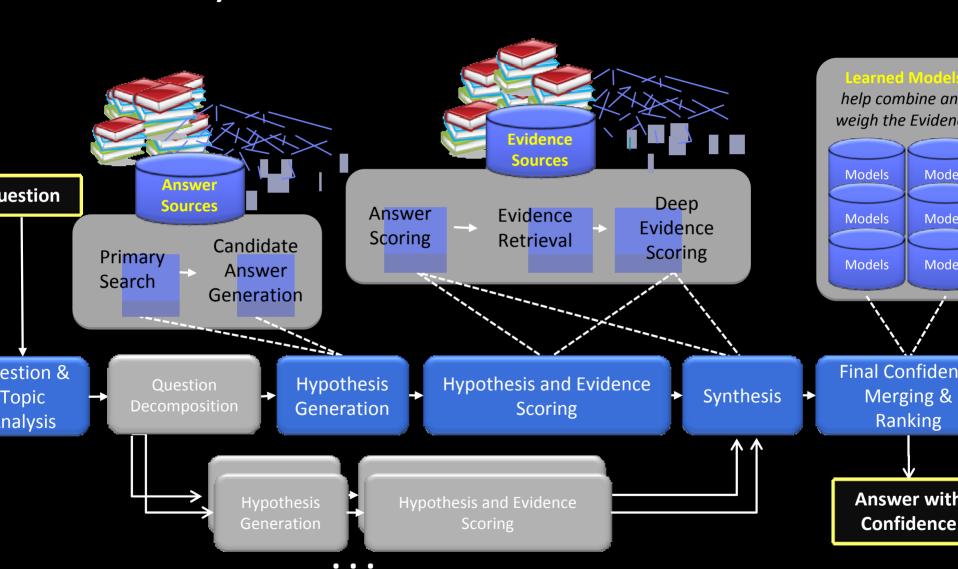
- Deep Analysis of clues / questions and stored knowledge (content
 - Search for many possible answers based on different interpretations of question
 - Possible answers depend on stored and available knowledge (content)
- Find, Analyze and Score Evidence from many different sources (not just one document)
 - For each possible answer using many advanced NLP and reasoning algorithms
- Combine Evidence and compute a confidence value for each possibility using statistical machine learning
 Emily Dickinson
 - Ranks possible answers based on confidence
 - If confidence is above the threshold then buzz in to answer





he technology behind IBM Watson

low it Really Works with Content







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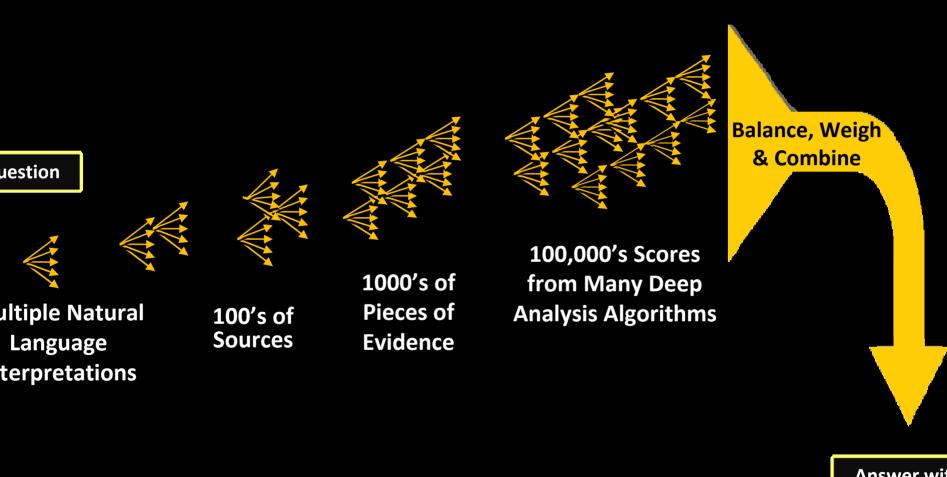
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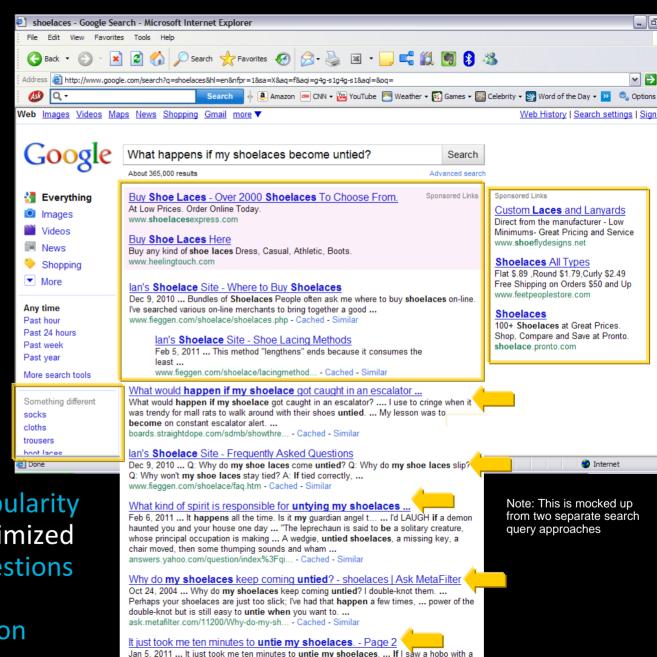
Answer with Confidence



sn't this just ike search?

Question:

What happens if ny shoelaces become untied?



sign that said I'VE GOT NO PROFANITY THUMBS, ... www.godlikeproductions.com/forum1/mes... - Cached - Similar

Search only results:

 Based on keyword popularity and search engine optimized

Lots of shopping suggestions

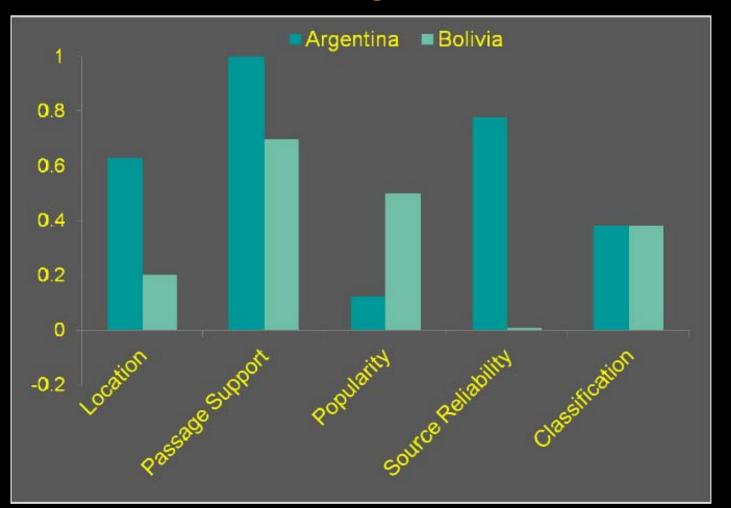
 Results prove it didn't understand the question

Can include profanity



vidence Profiles summarize evidence analysis cross many sources

Clue: Chile shares its longest land border with this country.



Bolivia is more popular due to a commonly discussed border dispute but Argentina has more reliable sources

Correct Answer Argentina





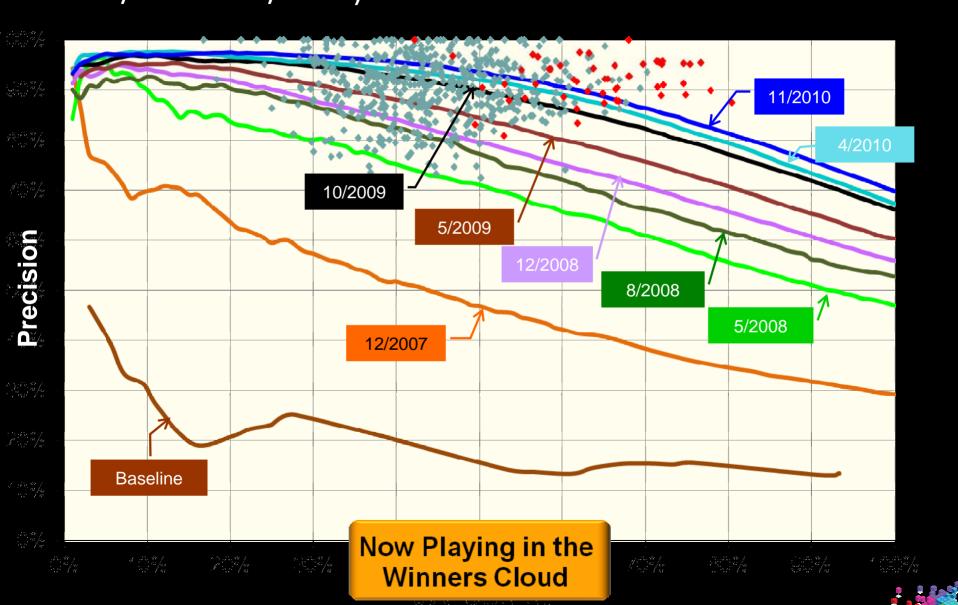
Jsing Statistical Machine Learning different classe of evidence earn different weights

or example, Watson uses statistical machine learning to discover hat Jeopardy! categories are weak indicators of the answer type

U.S. Cities	Country Clubs	Authors
St. Petersburg is home to Florida's annual tournament in this game popular on shipdecks (Shuffleboard)	From India, the shashpar was a multi-bladed version of this spiked club (a mace)	Archibald MacLeish based his verse play "J.B." on this book of the Bible (Job)
Rochester, New York grew because of its location on this (the Erie Canal)	A French riot policeman may wield this, simply the French word for "stick" (a baton)	In 1928 Elie Wiesel was born in Sighet, a Transylvanian village in this country (Romania)



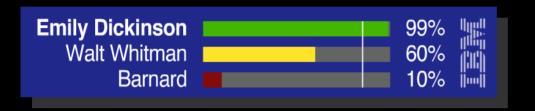
DeepQA: Incremental progress in precision and confidence Period: 6/2007 - 11/2010)





Precision, confidence and speed

Deep Analytics: We achieved champion-levels of precision and confidence over a huge variety of expression



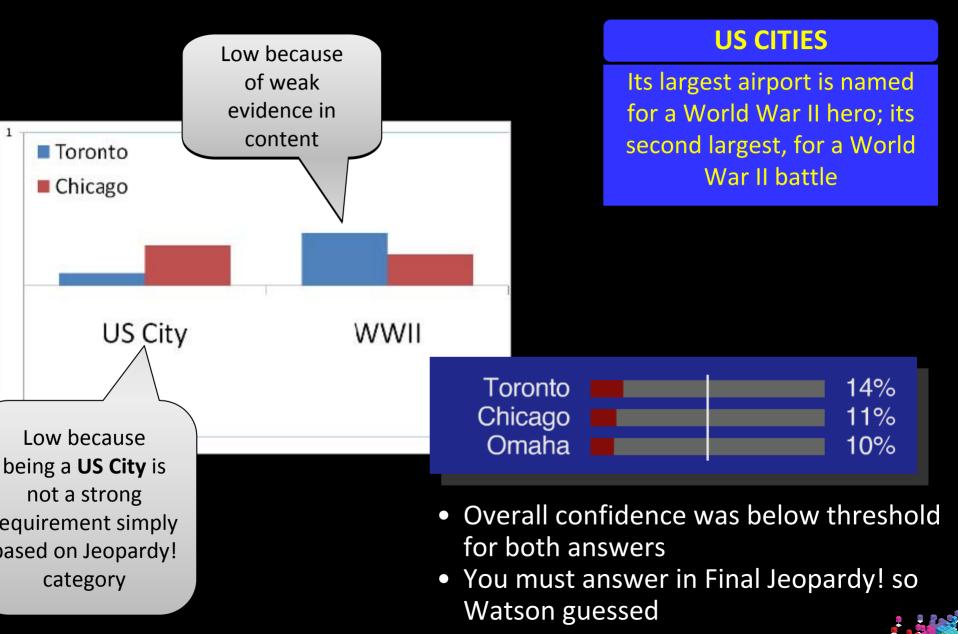
Speed: By optimizing Watson's computation for Jeopardy! on over 2,800 POWER7 processing cores we went from 2 hours per question on a single CPU to an average of just 3 seconds – fast enough to compete with the best.

Results: in 55 real-time sparring games against former Tournament of Champion Players last year, Watson put on a very competitive performance in all games and winning 71% of the them!





oronto vs. Chicago





Potential Watson Business Applications

- **Healthcare / Life Sciences:** Diagnostic Assistance, Evidence-Based and Collaborative Medicine
- Tech Support: Self Service Help-Desk, Contact Centers
- Enterprise Knowledge Management and Business Intelligence
- Government: Improved Information Sharing and Education
- Legal: eDiscovery, Evidence Based Sentencing and Patent Research
- More to come ...

















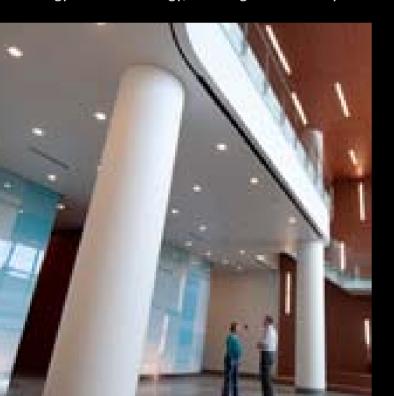


IC Healthcare and Washington University Partnership

mart is: unlocking biomedical informatics answers

We anticipate this solution to be a game changer in formedical research and patient care. I believe that IBM content Analytics will ultimately accelerate the pace of inical and translational research through more rapid and ccurate extraction of research relevant information from inical documents"

Rakesh Nagarajan, M.D., Ph.D., Associate Professor, Department Pathology and Immunology, Washington University.



Industry context: healthcare

Value driver: access to biomedical trends, insignation on content analytics

Business Challenge

Existing Biomedical Informatics (BMI) resources were disjointed and non-interoperable, available only to a small fraction of researchers, and frequently redundant. No capability to tap into the wealth of research information trapped in unstructured clinical notes, diagnostic reports, etc.

What's Smart?

Capitalizing on the untapped, unstructured information of clinical notes and reports by using IBM Content Analytics with IBM InfoSphere Warehouse.

Smarter Business Outcomes

Researchers now able to answer key questions previously unavailable. Examples include Does the patient smoke?, How often and for how long?, If smoke free, how long? What home medications is the patient taking? What is the patient sent home with? What was the diagnosis and what procedures performed on patient?

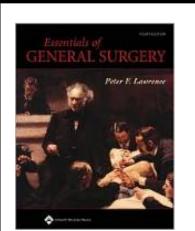


pplying Watson to the Real World

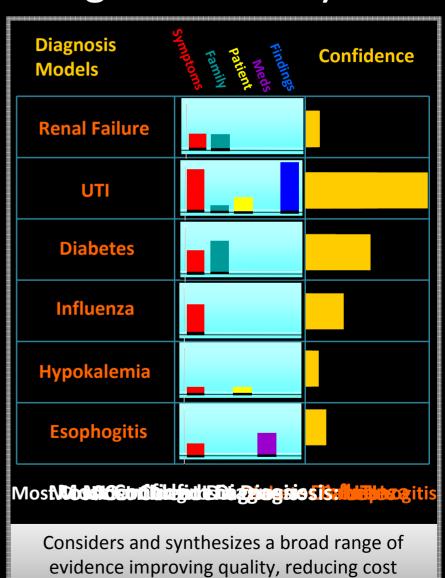
Continuous Evidence-Based Diagnostic Analysis

Answer Sources

- Symptoms
- Family History
- Patient History
- Medications
- Tests / Findings
- Notes / Hypotheses
- Huge Volumes of Texts, Journals,
 References, Databases. etc.



"anesthesia should be avoided if possible"





Vatson and IBM ECM Today

Natural Language Processing (NLP) is the cornerstone to translate interactions between computers and human (natural) languages

Watson uses IBM Content Analytics to perform critical NLP functions

Unstructured Information Management Architecture (UIMA) is an open framework for processing text and building analytic solutions

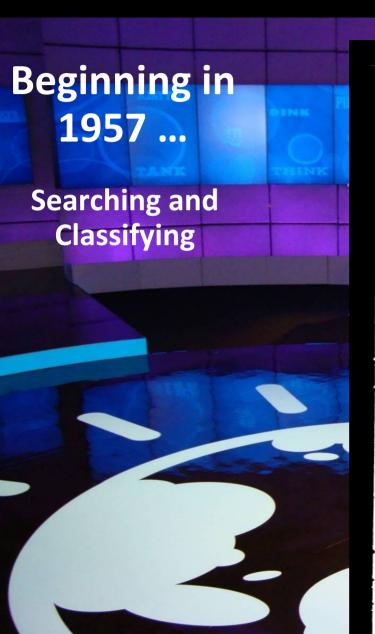
- Several IBM ECM products leverage UIMA text analytics processing:
 - IBM Content Analytics with enterprise search
 - IBM Classification Module
 - IBM eDiscovery Analyzer







<u>BM at 100: ECM Innovation for Over 50 Year</u>



H. P. Luhn

A Statistical Approach to Mechanized Encoding and Searching of Literary Information*

Abstract: Written communication of ideas is carried out on the basis of statistical probability in that a writer chooses that level of subject specificity and that combination of words which he feels will convey the most meaning. Since this process varies among individuals and since similar ideas are therefore relayed at different levels of specificity and by means of different words, the problem of literature searching by machines still presents major difficulties. A statistical approach to this problem will be outlined and the various steps of a system based on this approach will be described. Steps include the statistical analysis of a collection of documents in a field of interest, the establishment of a set of "notions" and the vocabulary by which they are expressed, the compilation of a thesaurus-type dictionary and index, the automatic encoding of documents by machine with the aid of such a dictionary, the encoding of topological notations (such as branched structures), the recording of the coded information, the establishment of a searching pattern for finding pertinent information, and the programming of appropriate machines to carry out a search.

1. Introduction

base

The essential purpose of literature searching is to find those documents within a collection which have a bearing on a given topic. Many of the systems and devices, such as classifications and subject-heading lists, that have been developed in the past to solve the problems encountered in this searching process are proving inadequate. The need for new solutions is at present being intensified by the rapid growth of literature and the demand for higher levels of searching efficiency.

Specialists in the literature searching field are optimistic about the future application of powerful electronic devices in obtaining more satisfactory results. A successful mechanical solution is unlikely, however, if such modern devices are to be viewed merely as agents for accelerating systems heretofore fitted to human capabilities. The ultimate benefits of mechanization will be realized only if the characteristics of machines are better understood and systems are developed which exploit these characteristics to the fullest. Rather than subtilize the artful classificatory schemes now in use, new systems be found in automation, there is a real danger that the demand for professional talent will become too great to fill. In view of the foreseeable strain, the most efficient use of talent will have to be made even by automatic systems. The operating requirements of these systems will, above all, have to be well adapted to the degree of education and experience of generally available personnel.

Language difficulties, too, will have to be met. The problems stemming from the mere volumes of literature to be searched are being continually aggravated by the increasing accession of foreign-language documents that rate consideration on an equal level with domestic material. To be of real value, future automatic systems will have to provide a workable means of overcoming the language barrier.

Complexity levels of information systems

The general terms in which the problem of literature searching has been treated might indicate the possibility of a general, or universal, solution, it would be unreal-

IBM JOURNAL • OCTOBER 1957

*Presented at American Chemical Society meeting in Miami, April 8, 1952.

appropriately different techniques to their mechanization. The following list of six information systems in order of



Jnlock valuable insight from content

/hat our clients are doing with Content Analytics

Understand what customers want before they ask.



Detect fraudulent claims before they are paid.



Dynamically deploy resources to the areas of greatest threat.



Save lives by quickly identifying critical safety defects.







BM Content Analytics adds value to ...

Healthcare Analytics

- Analyzing: E-Medical records, hospital reports
- For: Clinical analysis; treatment protocol optimization
- Benefits: Better management of chronic diseases; optimized drug formularies; improved patient outcomes

Crime Analytics

- Analyzing: Case files, police records, 911 calls...
- For: Rapid crime solving & crime trend analysis
- **Benefits:** Safer communities & optimized force deployment

Automotive Quality Insight

- Analyzing: Tech notes, call logs, online media
- For: Warranty Analysis, Quality Assurance
- **Benefits:** Reduce warranty costs, improve customer satisfaction, marketing campaigns



Customer Care

- Analyzing: Call center logs, emails, online m
- For: Buyer Behavior, Churn prediction
- Benefits: Improve Customer satisfaction and retention, marketing campaigns, find new revenue opportunities



Insurance Fraud

- **Analyzing:** Insurance claims
- For: Detecting Fraudulent activity & pattern
- Benefits: Reduced losses, faster detection, more efficient claims processes



Social Media for Marketing

- Analyzing: Call center notes, SharePoint, multiple content repositories
- For: churn prediction, product/brand quality
- Benefits: Improve consumer satisfaction, marketing campaigns, find new revenue opportunities or product/brand quality issue



Financial institution

mart is: creating rapid insights from content

he demo impressed the customer so much that t stomer was ready to buy ICA in a few days."

— *ЕСМ*



Industry context: banking and financial service Value driver: internet fraud prevention Solution onramp: content analytics

Business Challenge

A European financial Institution wanted to investigate fraudulent behavior by exploring internet sites for action that might pose a threat to its members.

What's Smart?

In less than one week, using IBM Content Analytics, the IBM sales team analyzed a selected set of websites, investigated their findings and reported their findings back to the customer.

Smarter Business Outcomes

The team rapidly showed the customer types of intrusion correlating bank terms with news about a known hacker using the out of the box extraction capabilities, prevention scenarios and frequently vulnerable operation systems.





Smart is: reducing customer churn

s a result, we can easily identify trends and patterns from stomer voices across our organization and provide better stomer service."



Industry context: telecommunications Value driver: improve customer service Solution onramp: content analytics

Business Challenge

Adopt a customer-oriented business strategy to offer highly satisfying products and services based on real voi of customers (VoC).

What's Smart?

They process call center notes and customer emails to detect likely candidates for customer churn. A rules-bas text analysis engine in IBM Content Analyzer detects the customer churn candidates. An alerting engine then automatically sends reports to a department that deals specifically with customer churn situations.

Smarter Business Outcomes

Improved rates for model and service upgrades to loyal customers. Started new Premium Club points program based on VoC. Set initial parameters of mobile phones based on VoC.





Car Rental Company and Mindshare Technologies, Inc.

mart is: identifying customer satisfaction trends

We wanted to leverage this insight at b strategic level and the local level to d operational improvements"



Industry context: travel services, car rental Value driver: access to customer survey data Solution onramp: content analytics

Business Challenge

A car rental company needed to better understand customer feedback to adapt its business accordingly. Most of its valuable information was trapped inside free form customer feedback surveys. This company's location managers read each customer comment submitted via email or phone and then manually categorized it, provinto be very labor-intensive and inconsistent

What's Smart?

Transforming customer information into actionable intelligence. Using IBM Content Analytics, the company created a "Voice of the Customer" analytics system to automatically capture customer experiences in real-time

Smarter Business Outcomes

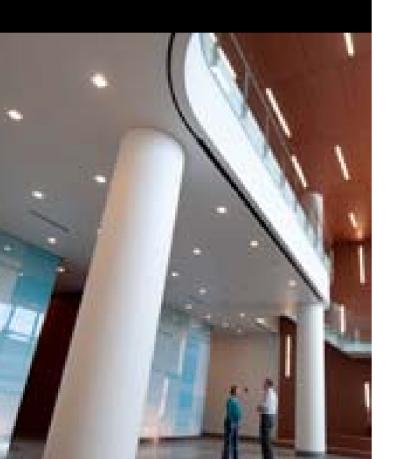
The company realized improved accuracy and speed of the customer feedback analysis process, almost doublin what had been achieved manually.



University

mart is: finding new business opportunities

"What makes the solution so powerful bility to go beyond conventional online methods by factoring context into its re



Industry context: higher education

Value driver: identify new opportunities

Solution onramp: content analytics

Business Challenge

A major university needed to efficiently mine and analyze vast quantities of data to better identify companies that could bring the university's research to the public. The solution needed to parse the content of thousands of unstructured information sources, perform data and texture analytics and produce a focused set of useful results.

What's Smart?

Identifying new commercialization opportunities. By obtaining insight into their extensive content sources, the university's research department was able to find more effective ways to license technologies created through research conducted at the university.

Smarter Business Outcomes

Using IBM Content Analytics, this university was able to reduce the time needed to find target companies from months to days.



S Army and IBM Pilot Program

smart is: intelligently classifying documents

Consistent, reliable and automated configuration content is critical."



Industry context: government
Value driver: speed, accuracy of classification
Solution onramp: content analytics

Business Challenge

With millions of email messages going through the Army systems every year, the department needed to improve the accuracy and speed of its content categorization in order to meet NARA's regulations for accurate and effective records retention.

What's Smart?

The department is seeking to transform its manual, inaccurate human categorization process with automate classification technology. In its pilot, the Army resolved inconsistencies in content categorization using IBM Classification Module's contextual classification; replacing its over-burdened, labor-intensive content categorization process.

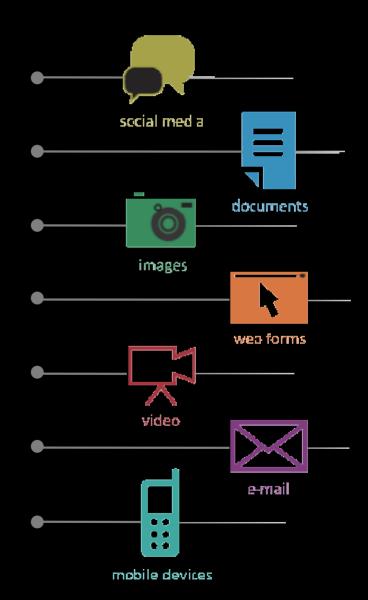
Smarter Business Outcomes

Improves visibility and access to accurately categorized email content. Provides more insight for records retention and legal discovery. Reduces storage required



Separate the signal from the noise

Leveraging content requires the ability to search, assess and analyze large volumes of text in order to understand and determine relevant insight quickly ... from multiple information sources inside and outside the firewall.



s this your content reality?

Information retrieval and understanding is poor ...

- ☐ Can't find the right content when needed; decisions are being made based on the wrong information ... the search and hope model is broken.
- The keep everything forever model has failed; it's well beyond human capacity to address ... driving up costs and governance risks by storing unnecessary content.

Business decisions not leveraging text based information ...

■ Business Intelligence and Data Warehouse initiatives limited to data only; no visibility into 80 percent of needed information (content) for effective decisions. Current text analysis systems are too complex, require model building and take months to deploy; no ability to easily respond to changing conditions.





Smart is: leveraging analyzed content

Uncovering new insights

Business Challenge

How to derive insight from billions of arrest, complaint, summonses, homicide and shooting records to solve crimes faster.

What's Smart?

Implemented IBM Content Analytics to create a crime warehouse that combines structured and unstructured information.

Smarter Business Outcomes

Information reaches detectives in minutes, not days or weeks. Previously unknown relationships between suspects automatically uncovered.

Finding what you need

Business Challenge

Securely connecting 13,000 scientists and engineers to millions of documents to enable technical innovation.

What's Smart?

In four months implemented secure semantic text analytics and search solution for internal and external facing portals.

Smarter Business Outcomes

Scientists and engineers worldwide are now securely connected to the most relevant research assets, driving new innovations.





Soing from raw information to rapid insight

Incover business insight through unique visual-based approach

Aggregate and extract from multiple sources

... to form large **text**-based collections from multiple internal and external sources (and types), including ECM repositories, structured data, social media and more.

Organize, analyze and visualize

... enterprise **content** (and data) by identifying trends, patterns, correlations, anomalies and business context from collections.

Search and explore to derive insight

... from collections to confirm what is suspected or uncover something new without being forced to build models or deploy complex systems.







BM Content Analytics is a platform to derive apid insight

- Transform raw information into business insight quickly without building models or deploying complex systems.
- Derive insight in hours or days ... not weeks or months.
- Easy to use for all knowledge workers to search and explore content.
- Flexible and extensible for deeper insights.



Rapidly Derived Insight



Search and Explore



Analyze and Visualize



Aggregate and Extract



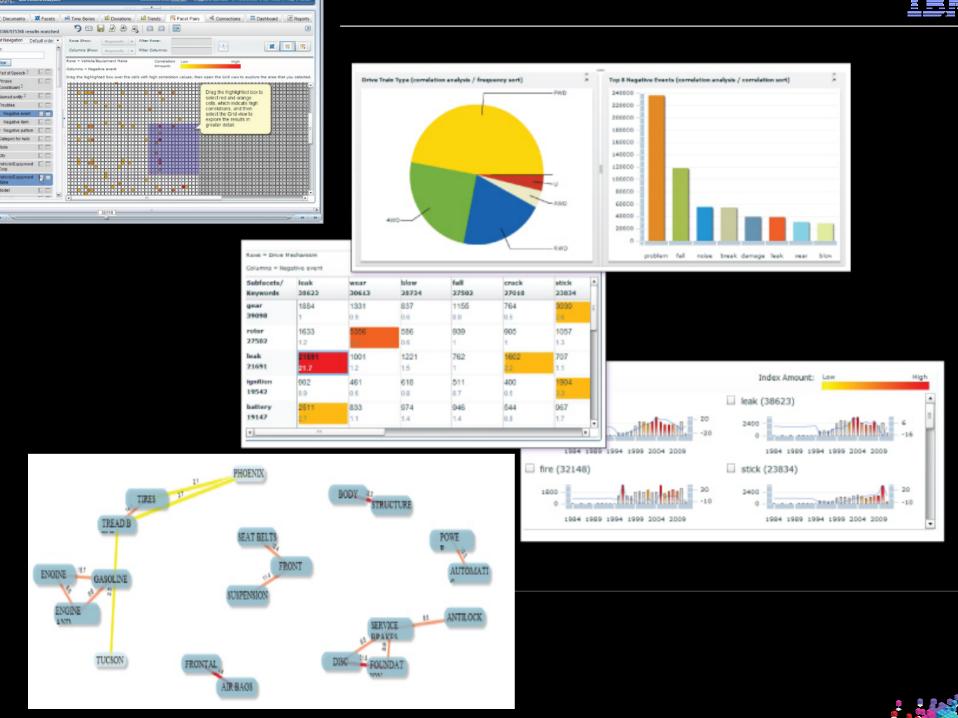
Enabling the power of rapid insight

IBM Content Analytics



- Find relevant enterprise content quickly and securely
- Assess enterprise content to decommission the unnecessary and govern the content that matte
- Customize rapid insight to industry and custome specific needs
 - IBM LanguageWare Tooling (included)
 - IBM Classification Module (optional)
 - —IBM Text Analytics Group (services)
- Enable deeper insights through integration to ot systems and solutions
 - IBM ECM and ACM solutions
 - IBM Cognos and SPSS Analytics Systems
 - IBM InfoSphere and Netezza Data Warehous Systems









Thank you

