First, I am extremely happy to announce that Dr. Olivera Marjanovic will be joining me as Co-Editor-in-Chief of IJBIR. Olivera is a Senior Lecturer on the Faculty of Economics and Business at the University of Sydney, specializing in Process Management and Business Intelligence. Olivera has been a reviewer for IJBIR since its inception and her work has been published in the journal. She is currently engaged in a number of applied research projects in the area of business intelligence, human-centered management of knowledge intensive business processes and business process management. Olivera is a very enthusiastic and dynamic individual and I am thrilled to have her as my partner.

This issue consists of five papers.

In the first paper, Jukic, Nestorov, Velasco, and Eddington examine qualified association rules mining that have the goal of improving action results. This paper describes a method for straightforward discovery of qualified association rules and demonstrates the use of qualified association rules mining on an actual corporate data set. The experiments described in this paper illustrate how qualified association rules supplement standard association rules data mining methods and provide additional information that can be used to better target corporate actions.

In the second paper, Dymarsky examines BI projects that face tough competition from other projects in IT portfolios promising more tangible financial returns. Two major hurdles identified in portfolio assessments are vague requirements and weak benefits calculations. The paper asserts that these problems can be addressed by examining and learning from a number of case studies that derive tangible return-on-investment on BI solutions when they are scoped and designed with a focus on specific, measurable, achievable, results-oriented, time bound SMART business goals. The paper also argues that BI champions can develop a toolkit of tips, tricks, and “lessons learned” for successful requirements gathering, design, implementation, and measures for BI initiatives.

In the third paper, Hill, Ariyachandra, and Frolick note that demand for business intelligence solutions continues to grow in the industry at record rates to combat competitive pressures and to attain business agility. However, organizations continue to struggle on how to implement successful business intelligence solutions. This paper highlights ten major principles that organizations follow to ensure the failure of their BI solution and then describes ways to avoid this failure. The authors assert that if a company is clear on what it intends to achieve with a project, allocates sufficient thought to design, ETL processes, and resource and technology investments, and benchmarks its progress, providing regular communication to all key stakeholders, it will have a much greater chance at achieving success in their data warehouse implementations.

The fourth paper by Glancy and Yadav propose a design theory for developing business intelligence systems that integrates and synthesizes existing research. It extends existing research by proposing functionality that does
Richard T. Herschel is Chair of the Decision & System Sciences Department in the Ervian K. Haub School of Business at Saint Joseph’s University in Philadelphia. His research has appeared in the International Journal of Knowledge Management, Knowledge Management Review, CXO European Edition, the Journal of Knowledge Management, Decision Support Systems, Information Strategy: the Executive’s Journal, Small Group Research, the Journal of End User Computing, the Journal of Data Warehousing, the Journal of Information and Management Sciences, and Technology Studies. Dr. Herschel received his Ph.D. from Indiana University in Management Information Systems. Prior to academia, he worked as a systems analyst at Johnson & Johnson, Columbia Pictures, Schering-Plough Corporation, and Maryland National Bank. He is the Editor-in Chief of the International Journal of Business Intelligence Research and he is the Educational Channel Expert for the Business Intelligence Network.

Olivera Marjanovic specialises in business process innovation. Her research seeks to link business processes and IT in business, government and non-profit organisations and to assist them in effectively managing IT-enabled organisational process innovations. Olivera works particularly in the design and improvement of technically enabled, knowledge intensive, business processes. Olivera is co-founder and co-leader of the Business Process Management Research Group (BPMRG), University of Sydney. In 2007, she founded the inaugural BPM Minitrack in the International HICSS Conference and is currently the Australia-Pacific editor for Teradata University Network - the leading world-wide community of industry practitioners, thought leaders, academics and their students in the area of Business Intelligence (BI). In this role, Olivera is actively engaged in research and teaching related activities designed to enhance collaboration among industry and academic partners and hence improve BI-related teaching and research as well as create new opportunities for future BI practitioners.