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SCIKI 

ALL-IN-ONE DATA PLATFORM

Making Smarter & Confident Decision using Data

Case Study – Case of a Banking (B2B) Client

About Our Client

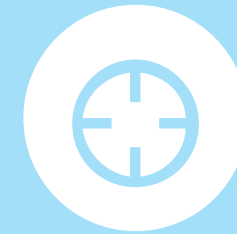
Our Client is a Banker's bank based out of US. They help other community financial institutions compete effectively in the marketplace and the industry by providing technology options in addition to banking products and advisory services.

Problem Statement

The client was looking to automate their existing manual & erroneous processes such as data preparation, transformation and processing by adopting an intelligent, new-age data platform which could free up their existing resources and help them achieve scale by on-boarding new customers to their product portfolio

Typical Questions

1. *In my current setup , it takes 3- 4 month and need additional hiring of 4-5 analysts and 1-2 team lead to onboard a new Client, how can I reduce this cost?*
2. *I have my own technology product line, however, lack a scalable data fabric which can act as a foundation for existing and new product rollouts.*
3. *How Sciqiq can help me achieving FTE re-engineering target of 5 SMEs?*



Our Key Deliverables

- ✓ Rollout Sciqiq as a Data Fabric and leverage its ETL Capabilities to create data pipeline for both Regulatory and Performance Reporting
- ✓ Onboard 200+ business clients onto Sciqiq platform
- ✓ Configure Self-serve module where data pipeline can be defined by business teams and data analysts
- ✓ Configure Data Quality Framework to identify, track and report DQ issues
- ✓ Provide Excel like Data Wrangling operations



Key Business Benefits

- ❑ The time to onboard a new client is reduced from 3-4 months to less than a month
- ❑ 8 FTEs were re-engineered in Phase 1 of the project
- ❑ The time to launch new product is reduced by 30%
- ❑ Achieved maturity rating of 4 out of 5 on the data fabrication process

Case Study – Case of a Logistic Client (B2B and B2C)

About Our Client

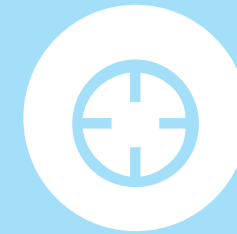
Our Client is a leader in the freight and logistics business across the globe. They handle multiple business lines including Equipment leasing, Container and Freight services across multiple entities world wide.

Problem Statement

The client was undergoing a digital transformation journey where they wanted to create a data strategy and built a data platform which could help them create a single view of data across geographies, lines of businesses and legal entities; thereby enable them to make better and faster decisions by consuming insights from the platform.

Typical Questions

1. *I am head of transformation office and need to to generate Sales Dashboard for CMD office which combines Sales, Operations and Finance View across all the geographies, product lines and legal entities.*
2. *What are my approved sources of Information for Customer 360?*
3. *I want to understand my customer Profitability?*



Our Key Deliverables

- ✓ Rollout Sciqiq as a Strategic Data Platform and leverage its ETL Capabilities to create data pipeline
- ✓ Created golden source for Finance, Operations and Finance
- ✓ Configured real time data ingestion and data migration framework
- ✓ Configured Data Quality Framework to identify, track and report DQ issues
- ✓ Configured Self-serve module where data pipeline can be defined by business teams and data analysts
- ✓ Configured self-serve reporting modules so that client teams can create their reports and dashboard without any technology team help
- ✓ Configured Data as a Service module for downstream systems



Key Business Benefits

- ❑ For the first time, the Chairman and the management of the group companies can view their Sales, Operations and Finance KPIs and were able to take timely actions
- ❑ Better Customer and Partner engagement by publishing data as an API through Sciqiq
- ❑ With Sciqiq, we were able to reduce the DATA-TO-ACTION timeframe from Months and Years to Days
- ❑ We avoided nearly USD 8,000 per month Investment in multiple tools that give point solutions for ETL, Reporting, scheduling etc. plus SI and Integration cost of managing this complex data landscape

Case Study – Case of a Retail/Ecommerce (B2C) Client

About Our Client

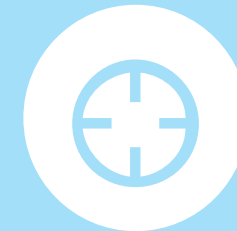
Our Client is a leading direct selling company dealing in world class wellness products. It has both offline and online channels; mix of both network-based business and ecommerce marketplace model.

Problem Statement

The client was looking to build a single version of truth across organisational data silos so as to help business teams serve their distributors effectively and efficiently in order to achieve right level of impact both at the top-line and bottom-line level.

Typical Questions

1. *How can we increase engagement for our distributors and recommend right product or push the best offers?*
2. *What is my product mix, top selling product category? What is our operational/per unit profitability?*
3. *How can I measure the performance for distributor, networks, customer & operations?*
4. *What is our price elasticity for demand, how can I retain my customers; measure and improve bottom line?*



Our Key Deliverables

- ✓ We defined and Implemented Data Strategy to create Client's Data Platform on **Sciq**, which acts as a one-stop shop for all data needs across the enterprise.
- ✓ We migrated the data from operational databases and platforms to build a flexible and scalable data lake on AWS.
- ✓ Identified Data Quality Issues and suggested recommended actions
- ✓ After deploying the data platform, we delivered business value by creating reports and dashboard to provide end to end view and key insights over Orders, Sales, Inventory, Distributors and Promotions.
- ✓ Built and deliver prediction and Recommendations models, Anomaly Detection, Trend Analytics across business key dimensions



Key Business Benefits

- ❑ Single version of Truth for both network-based business and ecommerce marketplace data, which helps them to free up their bandwidth and stay focused on the higher end of the business Value Chain rather than putting their effort on data engineering
- ❑ We avoided nearly USD 5,000 per month Investment in multiple tools that give point solutions for ETL, Reporting, scheduling etc. plus SI and Integration cost of managing this complex data landscape
- ❑ Self serve Data Visualization Capabilities where insights can be generated and consumed on demand - which helped them in increasing sales and retaining customer base

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Thank You

We look forward to partnering with you !!