

Implementing an Online Dashboard to Support Executive Decisions

The over-burdened analytics team was unable to keep up with the increasing demand for data analytics reports from key stakeholders. We overhauled the reporting process and introduced online, easy to understand dashboards that gave leadership what they needed.

CLIENT CHALLENGE

The client's data analytics teams were unable to keep up with executive demands for timely, accurate information. The key was to get the partner's product on the client's price list

- Decision-making process required a lot of guesses without the reports to support decisions
- Narrow bandwidth on the in-house analytics staff resulted in reports being dropped or not created at all
- Needed specific analytics across certain product portfolios to identify market opportunities in new regions.



HOW WE SOLVED IT

Our consultants implemented a program control model and introduced new reporting solutions.

- Reviewed and applied enhancement requests with the Controllers and Directors
- Designed and implemented a US performance dashboard
- Managed the cadence of reporting
- Communicated reporting updates to all sales stakeholders
- Reviewed and applied enhancement requests from sales leaders

BUSINESS IMPACT

Leadership had the information, when they needed it, in easily understandable reports to make decisions from.



Helped save several hundred hours from the reporting and automation process



Freed up the Manager, Data Analytics and his team to focus on supporting the business strategy



Re-implemented key reports which were dropped due to lack of bandwidth