

# DEMYSTIFYING DATA: STRATEGIES FOR ENTERPRISE TEAMS

UNDERSTAND, SYNTHESIZE AND EXECUTE



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**Innovative Solution Partners**  
[isolutionpartners.com](https://isolutionpartners.com)

# UNDERSTAND SYNETHIZE EXECUTE



Businesses rely on quality data and insightful analysis of that data to make effective business decisions. Add in **cloud computing** and the game is elevated for businesses seeking to harness their data. Urgency is important: Inefficiencies in orchestrating cloud migrations result in costs and delays. But urgency cannot eclipse having a firm grasp on the data. Success requires balancing **urgency** with **dedicating resources** and **creating a road map** for migration.

This three-part process helps enterprise teams to understand the metrics most important to success and to develop a game plan to meet enterprise-wide goals.

It comes down to three steps:

## Understand Synthesize Execute

# UNDERSTAND

For illustrative purposes, we are going to do this exercise using a fictitious company, ABC Enterprises. This company like many others, experienced fluctuations in workforce and supply chain interruptions in the past two years. Inventory management has been a challenge, with partial or late shipments delaying or preventing deliveries to customers.

Here are some questions ABC needs to ask to help illuminate the relationship between the organization and its data:

**Accuracy of the data:** How accurate is the data? Is there one single source of truth for ABC Enterprises so the leadership team can make informed decisions on that data?

**Management of the data:** How is data handled now, and is it readily available? Is it on-prem or in the cloud? Every department may be different in its handling of data, but an understanding of how each area of ABC Enterprises manages its data is key to developing a road map for the future.

**Use of the data:** What current platforms and tools are being used to analyze the data now? In the past? What is on the road map for the next year, five years, 10 years?

**Culture:** What is the current culture of the enterprise when it comes to data? Is there stakeholder buy-in for changes that could improve data accuracy, management and processes?

Supply chain disruptions and inventory management issues are creating issues for ABC Enterprises, ranging from effects on workforce to impact on customers. **Understanding all levels of data usage and how the organization approaches that data** is key to solving these issues.



# SYNTHESIZE

Every department in ABC Enterprises is impacted, ultimately, by the fluctuations in costs, supply chain disruptions and resulting inventory management issues. How each department is affected – and what metrics are affecting those departments – is key to developing systems that absorb and manage the volatility.

Here are the different departments and how they are being affected:

**Operations:** Order fulfillment, customer retention, customer satisfaction, supply chain costs, idle workforce costs – all of these metrics are key to the Operations Department. How have each of these metrics fared in the past two years vs. previously? What has resulted in the most negative impact? Is there any area that has been positively impacted?

**Sales:** When deliveries are erratic, the sales team cannot adequately serve the customers. Looking at the product availability and resulting sales impact when products are not available will help assess how best to predict or react to expected and unexpected fluctuations in product deliveries.

**Finance:** ABC Enterprises must take stock of revenue, cash flow, production costs and shipping costs, as well as the cost of workforce idled by supply issues.

**Human Resources:** Supply chain disruptions have required the need for temporary layoffs at ABC Enterprises, as well as the addition of contract workers to adapt to fluctuations in work. Projects have been delayed, requiring a realignment of resources. The impact on the workforce – and the need to manage continued flux – requires an understanding of how each of these changes has and is impacting the company.

Every department in ABC Enterprises has different metrics and approaches to data. Nevertheless, **a cohesive approach across the organization** is necessary. It's essential for leadership to recognize each department's pain points and strengths. In that way, solutions will ensure success across all areas of the enterprise.



# EXECUTE

The analysis that takes place in the Understanding and Synthesizing phases sets the foundation for future success. Now ABC Enterprises can develop a plan. Precise execution is essential for success.

**Accuracy of the data:** Based on how confident ABC is in the accuracy of its data, next steps might be engaging team members or a partner to improve the quality, cleanse the data or make recommendations on adding data sources not currently in hand.

**Management of the data:** If data is currently on-prem or there is a hybrid approach, consideration of cloud migration may be in order. Consideration should also be given to unifying the data from all departments into one unified data warehouse.

**Use of the data:** Capability to do what-if analysis on the data is likely to be crucial to managing the supply chain and inventory fluctuations. Predictive tools enable insights for future scenarios, allowing for better budgeting and forecasting.

**Culture:** The importance of buy-in from stakeholders cannot be emphasized enough in ensuring the execution's success, but even that is not enough when an enterprise undertakes change.

Not every enterprise has the expertise in-house to take a long view while also deep diving into the data. **An experienced partner** can often lend the expertise in data analysis, identification of approaches and tools that will illuminate a path to improved results.



# INNOVATIVE SOLUTION PARTNERS:

## YOUR PARTNER IN TRANSFORMING DATA INTO INSIGHTS

With more than 40 years' combined expertise, Innovative Solution Partners specializes in helping its SAP partners to understand, synthesize and execute on their data. Here is how we do this:

### Understand

Our team works with you to fully evaluate how data is being stored, accessed, and consumed. We help you tackle these challenges by being your trusted partner throughout your data and technology journey. Moving to the cloud is now of the utmost importance to organizations. Our method of assessing where and how data is currently managed is key to migrating effectively.

### Synthesize

Today's IT landscape often requires balancing existing solutions like SAP BusinessObjects and SAP Business Warehouse with cloud-based solutions like SAP Analytics Cloud and SAP Data Warehouse Cloud. Innovative Solution Partners aids in finding the right mix of solutions based on the needs across the organization, through every department. This ultimately results in increased efficiency, better focus, and clearer decision-making.

### Execute

Every enterprise finds itself at a different place in their data and technology journey. As your guide, we work with you and your team to find the best cloud-based analytics solution that brings together the latest technology with what works best for your business operations. Customization is key to our approach.

Interested in a 30-minute consultation?

- Email us at [info@isolutionpartners.com](mailto:info@isolutionpartners.com)
- Call Mariyah Saifuddin at 248-325-8152
- **CLICK HERE** to schedule a consultation call