Reduce time to generate sales quotes from weeks to minutes

How a worldwide leader in IT and networking uses Google Cloud Platform and Data Analytics to analyze large install bases for renewals to drive productivity improvements.

Overview

The world's largest networking company looked to Google Cloud and Pluto7 to help revolutionize their manual processes for analyzing large install bases. With the right blend of the Google Cloud **Platform and Pluto7's expert solutions**, this IT and networking leader **experienced a dramatic improvement to their existing process.**

CHALLENGES

Manual processes for analyzing data collected from Large Install Bases slowing validation results.

Slow turnaround limiting Sales team's ability to deliver renewal quotes for customers.

Manual processes introducing errors into analysis, causing issues for customers.

STRATEGY

Complement existing infrastructure with cloud-based data platform.

Use Google BigQuery to quickly analyse large datasets about customers Install Bases.

Develop a platform that can scale quickly for analysis and set the stage for future use of advanced Analytics.

RESULTS

Reduce time to results from 3-4 weeks to less than 50 minutes for each Install Base.

Enable sales team to proactively send renewal quotes to customers.

Eliminate manual errors that cause customer dissatisfaction through automation.

Products used: Google Cloud Platform   Google Cloud Dataprep/ Dataflow   App Engine

Google BigQuery   Google Cloud Storage

"We were extremely happy with the services we received from Pluto7. Their expertise in helping document our processes has given us the ability to identify our transformational opportunities."

Don Nicholson, Service Provider, Sales Operation Team

Renewal quotes in minutes, not weeks

Leveraging the power of Google Cloud Platform, we helped this IT and networking leader transform their data analytics and validation from a weeks-long process to something much, much shorter. We showed how the large install base analytics could be analyzed by providing verification on the validity of install base items and throwing out exceptions that did not meet the criteria.

The resulting simplicity and speed of obtaining the install base validation meant that the client was able to deliver rapid, accurate information which in turn leads to rapid and accurate renewals quotes.

Working with Pluto7, this client is experimenting with Google machine learning technology to leverage more data and analytics. Ultimately, the objective is to achieve breakthrough innovation and business transformation within weeks instead of years.

Why Google?

This client chose Google Cloud Platform because it…

- Offers a flexible, scalable, ready-made infrastructure in the cloud.
- Provides a cost-effective platform that's easy for Sales team members to use.
- Delivers speed, security, reliability and flexible pricing.