Solution: Dashboard Creation
Services Provided: Business Intelligence (BI) & Analytics

Engagement Overview

The client required reporting on a set of Key Performance Indicators (KPIs) to track worldwide partner sales and targets achieved. The KPIs were to be reported as part of a larger dashboard within the organization. The report needed to be flexible enough to accommodate changes in the metrics from year to year and be able to accommodate the addition/removal of products as applicable.

Challenges

No system was in place to track the number of partners within a sales threshold level (partners who sold a minimum number of Cloud seats to their customers).

Bloom Solution

The Bloom team created a self-service BI report to be refreshed monthly and accessible to senior management at corporate and field levels. The team worked with multiple data sources to implement the activation of the partner metric report.

Services

BI Services Support

- Coordinated with data providers to consume, process, and publish data aligned with corporate monthly schedules.
- Provided support for field escalations submitted to help alias.
- Integrated partner attainment targets per geography.
- Partner cloud KPI metric results were published to an internal scorecard.
- Business leaders in the subsidiaries could track their achievement against targets.

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