

## CASE STUDY: Partner Performance

**Solution:** Data Processing, Scorecard Metrics

**Services Provided:** Business Intelligence (BI) & Analytics

### Engagement Overview

The client needed to measure a realistic number of Partners selling both traditional on-premises Office as well as newer Cloud-based O365.

### Challenges

Different data sources would provide multiple counts for the same Partner business entities, therefore exaggerating the numbers.

No prior system in place to map business entities between platforms.

### Bloom Solution

The Bloom team provided a SSIS solution to leverage the business-entity mapping services of DNB (Dun & Bradstreet) and integrated the data solution as part of the O365 Reach metric as proof of solution. Additional deliverables included a dynamic "proof pivot", where any grain of detail could be explored via a self-service PowerBI Excel report.

### Services

#### BI Services Support

- Created SSIS solution to process data for relevant products.
- Provided self-service PowerBI report.
- Provided Help Desk style support for duration of one year.

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