Gray Matter
Empowering Intuition

GrayMatter Services

BIG DATA | BUSINESS INTELLIGENCE | ANALYTICS | ARTIFICIAL INTELLIGENCE |

IOT DATA INTEGRATION | DATA SCIENCE SPECIALIST

Agenda

1. Company Credentials
2. Services Portfolio
3. Select Case Study
4. Select Clientele

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About GrayMatter

Company

- HQ in Bangalore, India
- Global offices
  - US (Dallas)
  - UK (London)
  - Budapest
  - Malaysia (KL)
- ~150+ Associates @ work
- Mix of enterprise grade products & service offerings

Achievements

- 100+ Projects implementations worldwide
- Winner of NASSCOM Emerge Top 50 Companies in India
- Awarded Most Innovative Analytics Company - Asia Leadership Awards
- Consistently achieved CSAT score over 4.5/5

Differentiators

- ISO 27001 Certified
- Great Mix of Technology and domain experience (Airport/ Retail)
- Lower TCO and visible ROI within 6 months
- Robust partnership across technology- Oracle, SAP, Microsoft Google etc.
- Right sized partner- flexible, nimble, engaged partnership

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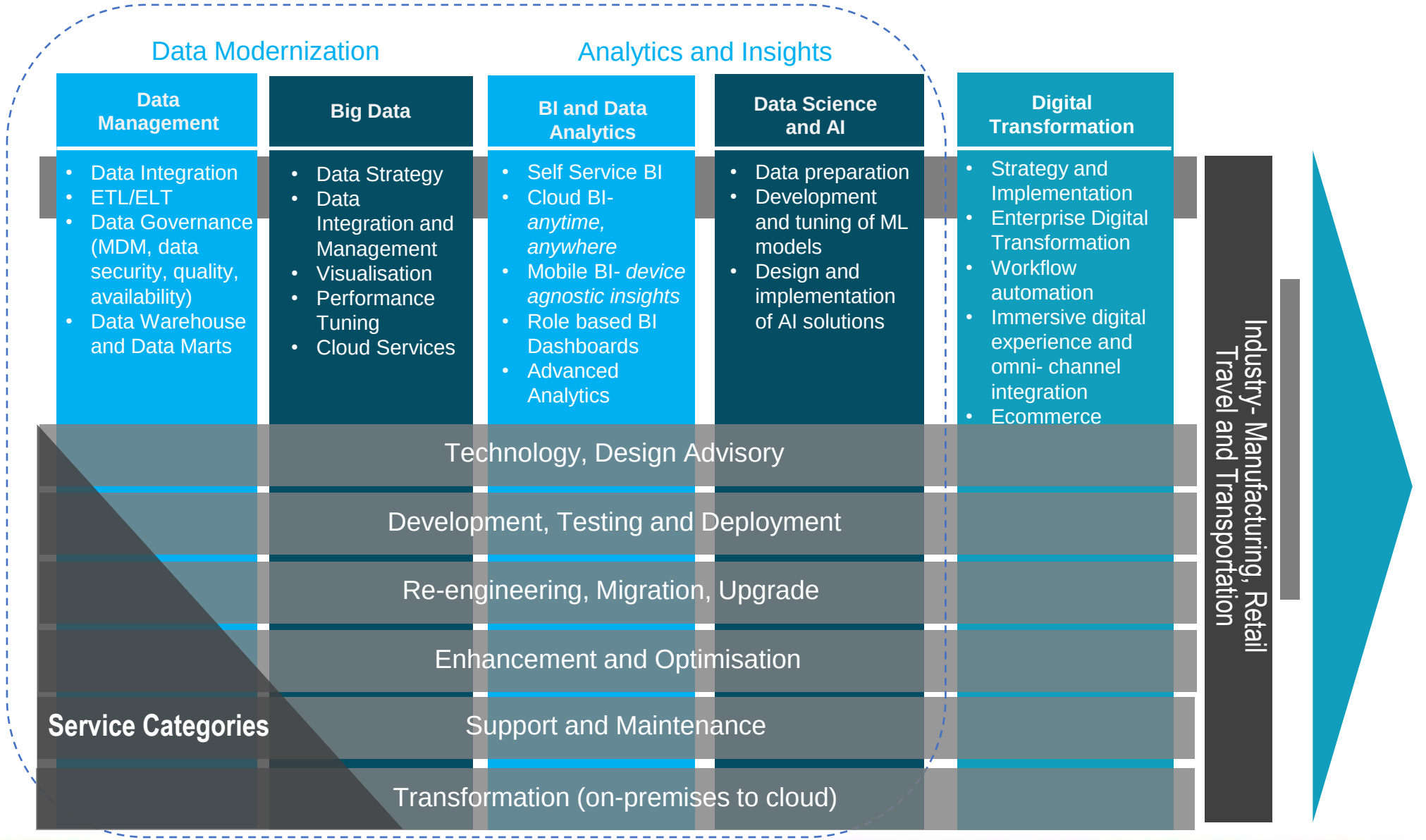
Services Portfolio

Services Portfolio



Simple, structured, scalable, technology-agnostic solutions that empower intuition by combining our extensive experience and expertise to solve complex data challenges for superior outcomes

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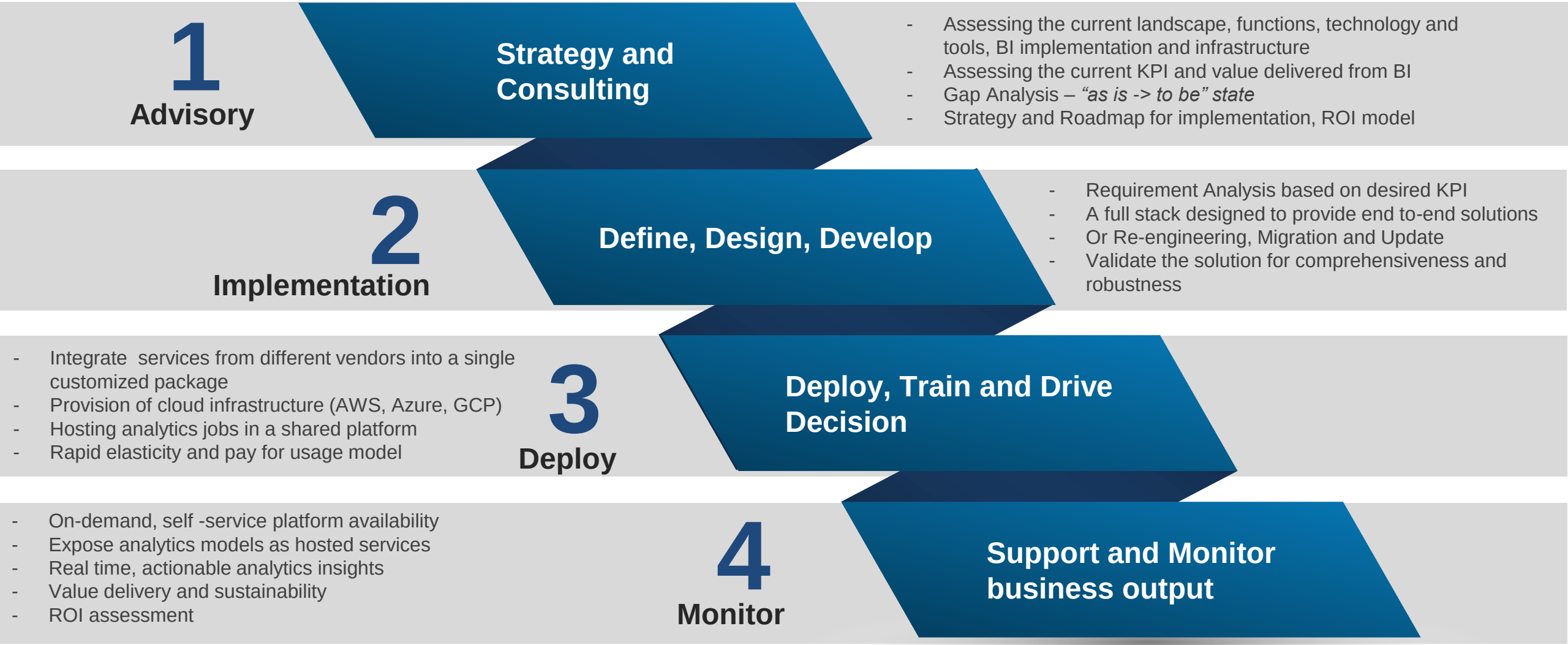
Service Delivery Framework



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Technology Stack

Other Technologies

celonis · UiPath · Automation Anywhere · Node.js · React · Java · TensorFlow · Python

Cloud Technology

Microsoft Azure · aws · Google Cloud · TATA COMMUNICATIONS

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Select Case Study

Europe’s Largest Roofing Solution Provider

2019

Initiation

Global reporting in Vista DWH into SAP Business Objects

Country Common Structure Project Automation from 20+ ERP to Vista DWH to a single repository

Financial Performance dashboards.

Approx. 300 SAP BO Users

2020

Foundation

Move to C-Level dashboarding in SAP Analytics Cloud (SAC) reporting from SAP BO

CEO, CSCO and PLW dashboards

Manufacturing OEE, Sales 2020

Increase in demand for dashboard from various functions

Approx 500 BO Users and 100 SAC users.

2021

Enabling

Enabled Self Service capability to a wider user base in SAC

Built a super user community to improve analytics capability

Conducted various training sessions to improve the SAC adoption

GCP to Azure Cloud Migration

Integrated 2One data sources into VISTA

Approx 1000+ SAC users and 20+ BO Users

2022

Evolving

SAC tenant migration

Enhanced Group Finance, PLW & Procurement Reporting

Focussed on VISTA SQL Optimization

Working on onboarding new markets in VISTA platform (Asia)

Delivered F&A reports, CRM reports, recreated Iprobis reports in SAC

Approx 1800+ SAC Users , 700+ active and 20 BO Users.

2023

Elevating

VISTA & 2One integration.

Single source of truth

Single Team/Integrated team for entire reporting needs

More engagement with key business stakeholders to drive analytics insights

Drive Self-service & User Adoption

Target 1K + monthly active SAC users

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Competitive Analysis with Brand Association Insights for a Global AlcoBev Major

2016-19

Customer Insight Platform (CIP)

- Analytics platform that integrates data from various sources (Brand Health survey, Media spend etc.)
- Measuring the brand health based on the survey respondents for effective decision making and marketing
- Used by Marketing teams across 44 countries of all 6 global zones

2019

Data Integration (SAP, Snowflake, SQL)

- Integration of Data across 14+ countries globally.
- Well defined MDM and Data Governance process

DQ Automation- Data validation process using Azure CICD pipelines integrated with Azure Databricks.

2020

Track and measure performance of various promotional activities across wide range of products in different geographic market segments

KPIs tracked & measured: new / retained / lost POCs, ROI, revenue, sales

2021

BODS Migration
Migrate Integration jobs from BODS to Talend DW Platform

Setup a BI for Analytics program by integrating the various data files for Analytics products

Social Media and Campaign Labs.

- Consumer Data
- Financial & Shipment
- PoS (Nielsen)

2022-23

Stella.AI

- Assortment Optimization
- Front end, Back-end development, testing

Answer Rocket

- Augmented analytics platform that makes data analysis easier.

BrewDat

- Centralized data warehouse platform of ABI

- Started in 2018 with 8 resources team, continue to develop team across various initiatives across departments and skillsets
- Average team size of 15 resources team across years

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Integrated and Unified BI for a Global UPS Major

2018

Integrated multiple (8) source system and built data warehouse solutions

- iTAC, MES Suites Oracle ERP, Sales Force, BFO & few in-house applications

BI technologies

- Informatica, Oracle DB, OBIEE

2019

Robust and scalable solution capable of handling high data volumes

- Processing 10 million records per hour
- 1500+ Business users
- 80-120 Concurrent users

Customized insights to serve multiple business units and departments like manufacturing, sales & warranty

2020- 2023

Dashboards, KPI's, Drill down, Drill up and Ad hoc analysis catering to needs across business areas and departments

- DPMO: Defects per million opportunities which has helped to get the failure information of the part numbers and their failure type details in a factory to predict the issues and sort out.
- Manufacturing Quality: This has helped to get the first pass yield of the product and helps to know which test the product is failing based on the batch total outcome.
- E2E Traceability: This has helped to get the entire shipping history and vendor details by entering as serial Number
- Migration from OBIEE to Tableau
- Supply Chain Analytics

- 5% reduction in warranty cost
- 15% reduction in manpower cost

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Service Performance and Analytics for World's Leading Manufacturer of Elevators

2019

Specialized Services Delivery (SSD)

Trace Service Team performance

- Number of repairs / maintenance handled by a mechanic / region
- Measured by yearly maintenance contract renewals

BI technologies

- Qlik/Power BI/Azure

2020-21

Specialized Services Delivery (SSD)

K2 Platform Business Process Automation Testing

- Business processes like Finance, Sales, HR, Purchase

Technologies

- K2, Qlik/Power BI/Azure

2022-23

- **Specialized Services Delivery (SSD)**
- **Rope & Repair**: A detail report on a maintenance / repair / event on elevator for Legal Team. Legal team submits this report as proof in the court of law, if required. 35 years of data across 1M+ units is available in the application
- **Route Optimisation**: AI based platform to optimize productivity of a service mechanic with a route plan
- **Application Support:** 24 x7 managed services support for worldwide
- **Unit Health Monitoring**: AI & ML platform to predict the health of an elevator
  - Avoid down time
  - Predict Maintenance
  - Lowers failure cost
- Service Sales BI- for other brand elevators
- New Equipment Sales analytics (Sales/Profit/Service turnaround time/Installation)

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Select Clientele

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