

CASE STUDY

A Learning & Development Tracking & Evaluation Platform for Sales Agents



Executive Summary

The client, a leading global insurance provider, needed a solution to track and create an environment for continuous learning and development experiences to unlock the potential of their employees for an enriching career that enables superior performance.



Client Profile

The client has helped generations of customers around the world protect their property, finances, family, and future. It offers insurance, annuities, and employee benefit programs, and serves around 100 million customers worldwide in over 60 countries.



Business Challenge

The client needed a solution to maximize the effective utilization of its learning and development content and boost the overall productivity of the sales agents.



Solution

Innominds built a modern data analytics platform leveraging Snowflake data warehouse and Tableau visualization tool to provide the client the necessary insights.

- Innominds collaborated with the client to understand the geographical market factors of sales agents, and extract and publish the desired sources of data for learning and development, and sales across all markets to a centralized data staging.
- Solution was built with an event driven approach integrating with Snowpipe to load the data into the Snowflake warehouse. Once the data is staged, subsequent workflows are triggered to process, cleanse, and transform to adopt to a standardized format.
- Snowflake provides the capability to store data encoded according to geographical markets.
- Forecasting of sales and intervention of learning and development are provisioned through interactive visualizations via Tableau dashboards allowing stakeholders to mine across different attribute hierarchies.

Benefits

- A scalable, cost-efficient, and robust architecture to store the critical data and generate actionable insights.
- The actionable insights helped the business heads identify opportunities for growth and optimization strategies.

Key Services



Platform Design



Platform Development



Platform Enhancement



Platform Maintenance

Tools and Technologies

- CRM, HR, and L&D Platforms Source Extracts
- Snowflake Data Warehouse
- Snowpipe Data Ingestion
- Tableau Visualization Tool

About Innominds

Innominds is a Silicon Valley-based Product Engineering Services and Solutions company headquartered in San Jose, CA. Innominds offers co-creation services to enterprises for building solutions utilizing digital technologies focused on Devices, Apps, and Analytics. It provides expertise in the field of Cognitive Analytics, Connected Devices & Cloud Apps and assists enterprises in their digital transformation initiatives.

Looking for a comprehensive snowflake data cloud solutions?
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