

Planning Your Data Transformation?

3 Things Distributors Need to Consider

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Introduction

Many distribution companies are just beginning their data transformation journey. Even large distributors can find themselves overwhelmed and feeling like they may not have all the skills in-house to complete their transformation. Small- and mid-sized companies can feel particularly overwhelmed. As a result, many distributors rely heavily on external resources. This typically includes a systems integrator (SI), other consultants, and services teams from the vendors of products being implemented. The risk is that you rely too heavily on these external resources or let them take you down a path that is outdated.



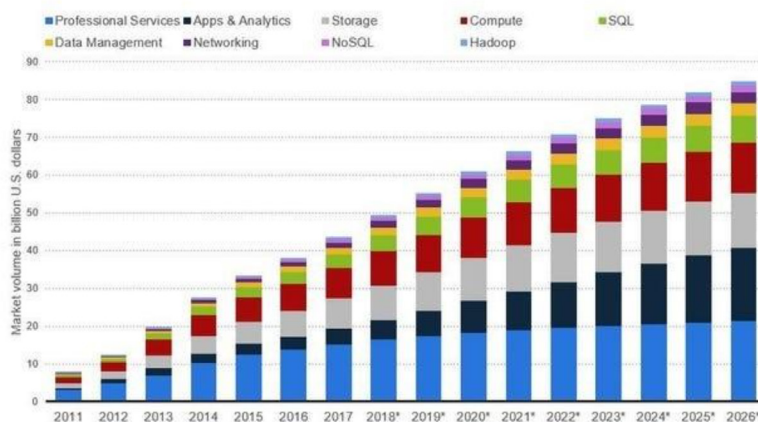
Don't Implement Yesterday's Solution

If a distribution company hires external consultants to implement what has been successful in the past, there is a real risk of ending up with a solution that is outdated from the start. After all, SIs and consulting firms struggle to hire and maintain top talent just like you do. They must focus on hiring the skills most in demand and then develop scalable, repeatable approaches to helping their clients complete a data transformation. That's all well and good, and no one would imply that anyone is making anything but their best effort to help you.

However, the simple reality is that by the time a firm builds up its base of people to scale a winning approach for the distribution industry, that approach may already be outdated. The firms must use the skills and experience in place, and those skills will be slow to change. In addition, every SI has deep relationships with a range of product and platform vendors. This, too, is a good thing as they can offer a range of options. However, as new tools and platforms emerge, it will take time for the SIs and consultants to fold them into their ecosystem. Hence, the need to be cautious about implementing an outdated solution.

Big Data Market Worldwide Segment Revenue Forecast 2011-2026

Big Data Market Forecast Worldwide from 2011 to 2026, by segment
(in billion U.S. dollars)



statista

Comparing worldwide demand, the services and software segment is projected to increase the fastest of all categories, increasing from \$14B in 2018 to \$46B in 2027 attaining a CAGR of 12.6%. Sources: Wikibon; SiliconANGLE; Statista estimates and reported by Statista.



Don't Go Custom When You Don't Have To

Even with documented approaches, consultants and SIs will still implement a fairly customized solution for each distribution client. While these customizations can tune solutions to best fit each company, it also drives up costs and adds risk. While a company is concerned about staying within its budgets, outside consultants gain with every addition to scope or roadblock that is hit. Unless contracts are set up to share risk effectively, the goals and interests of the distributor and the consultants may not align well.

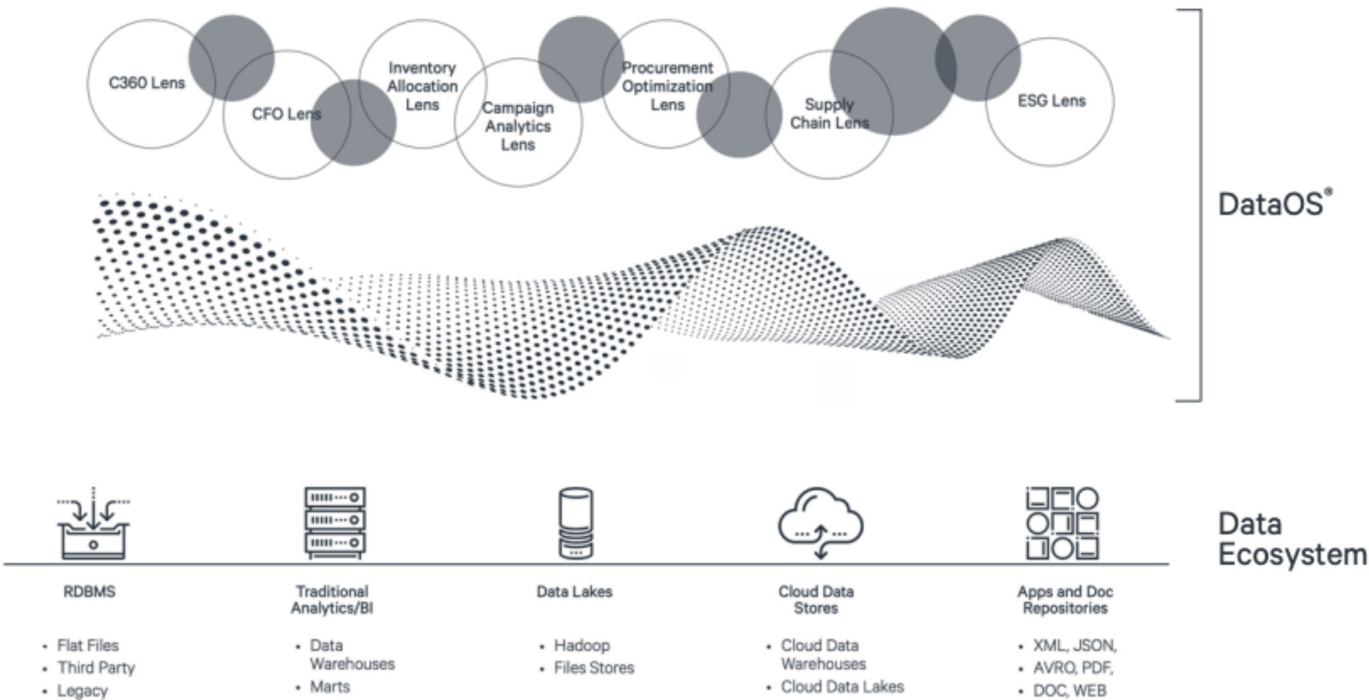
Additionally, the only people who will initially understand the implementation and be able to maintain and troubleshoot it are the consultants. This leads to an ongoing dependency on outside resources. Using consultants because you choose to is fine, but being stuck using consultants on an ongoing basis because you can't maintain what they've built for you is not. Minimizing customization can both save costs and lower risk.



Take Back Control with a Modern Approach

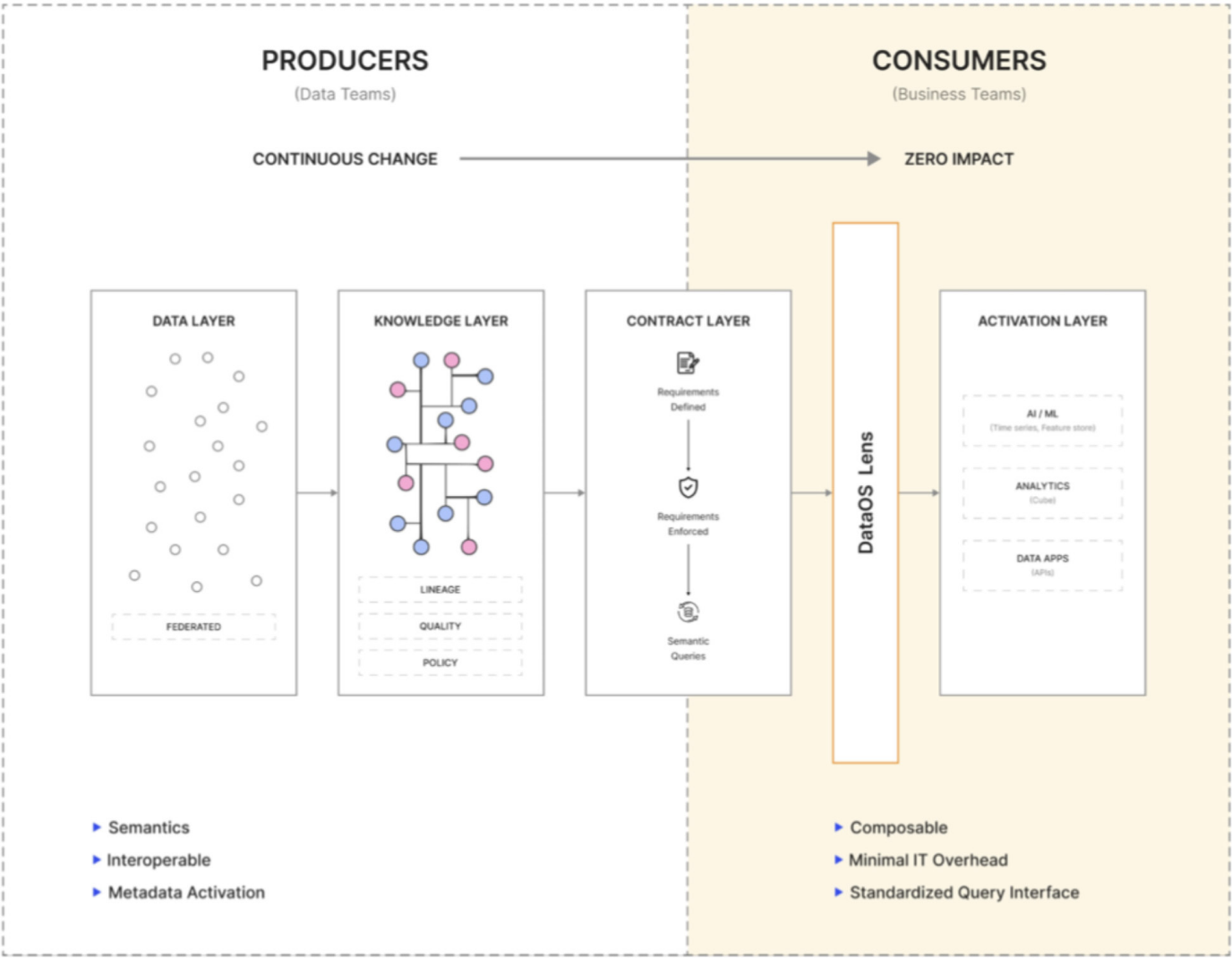
Taking advantage of the tools and technologies available today can help distribution organizations keep control of their data and their systems instead of having to rely extensively on consultants. It can also help a distributor avoid implementing outdated solutions that quickly reach “legacy” status. Lastly, these modern approaches can minimize the level of high-skill, high-cost resources both during implementation and on an ongoing basis. Sound too good to be true? It isn’t!

A data operating system like DataOS® from The Modern Data Company takes an entirely new and modern approach. It focuses on connecting, cataloging, governing, and making available all of a distributor’s enterprise data in a streamlined and heavily-automated fashion. DataOS can even connect to legacy systems and enable the data trapped within them to be made broadly available while the process of replacing those systems to improve performance is planned and executed. A distribution company’s users can view all corporate data they are allowed to view and query any combination of it seamlessly via the data operating system.



Shrink Your Initial Implementation Timelines and Costs

The best part about the data operating system paradigm is that it can be implemented quickly and for less cost.



DataOS: The fastest path from data to *trusted* decisions

DataOS makes data simple in 3 steps.

1. It connects with all systems within your data stack — without the need for integrations — and enables governed access across multiple clouds via a single pane.
2. DataOS powers a knowledge layer that delivers quality and trusted data in real-time to applications and teams.
3. It delivers data in formats fit for purpose, from advanced analytics to AI/ML to rapid building and experimenting with data-driven applications. Its semantic layer lets business teams self-serve and build data products quickly and easily.

DataOS can be deployed in days to weeks instead of months to quarters. It integrates all of a distributor's existing assets as well as any future assets. This means that you can drive more value from your existing legacy systems while future-proofing your architecture from entering legacy status any time soon. A data operating system is a different way of thinking about and approaching data management, data transformation, and analytics.

To discover more about how DataOS can help you modernize your legacy infrastructure without ripping and replacing it all, visit the DataOS product page.

[Learn more →](#)



About DataOS®

DataOS is an operating system that consists of a set of primitives, services and modules that are interoperable and composable. These building blocks enable organizations to compose various data architectures and dramatically reduce integrations. Enterprises can have the same data-driven decision-making experience akin to data-first tech companies in days and weeks instead of months and years.

About The Modern Data Company

Founded in 2018, The Modern Data Company began with the realization that enterprise-wide data access has been siloed. Data engineers and database administrators have been the longstanding data gatekeepers who funneled data to analysts and data scientists. We aim to change that by freeing enterprises to make better data driven decisions by democratizing access to data. When all employees, irrespective of their technical skills or background, can easily explore and analyze enterprise data, then both productivity and market expansion are realized at a faster pace.



Ready to Transform Industry Cut eBook

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