

Customer Overview

The customer specialises in supporting clients across all industry sectors with complex local, regional and global IT estates. Their mission is to help our clients navigate a complex, hazardous technology landscape to ensure they come out on top.

Already a global leader in IT and digital transformation services, they operate the largest independent 'cloud economics' practice in the world. The customer is a trusted technical advisor to many of the world's leading organisations. With tools, systems optimizing the customers' ROI from complex technology investments.



Business Requirement

The customer needed a central digitalized management system as a solution. Such a system acts as a one-stop information source listing the volume of sales transactions across different platforms at client location and transform those insights to leads. The customer went with Microsoft Power BI as their business intelligence software and Microsoft Azure for cloud services. The operational data from multiple partner systems are forwarded to Power BI. In Power BI, users shape this data into useful information the customer can use.

Kryptos' Planned Approach

In consideration to the requirement, Kryptos team suggested to opt for Power BI Reporting to the customer. To start with, power BI captured the partners in different geographical regions and their respective customer data. With the assistance of database queries, the data pertaining to single partner was launched with major tenants maintaining data integrity, calculation logic and data with dynamic & visual reports. This gave them the answer to a very simple question – Which is most utilized partner & customer, what technological platform is focussed and the expected ROI. The solution was provided through Azure Power BI embedded report that can be chosen by each partner



Key Deliverables of Kryptos

- ❖ Maintaining Data integrity, calculation logic and report data/visuals.
- ❖ Partner and user dashboard with 5 major tenants.
- ❖ Power BI report that can be sent over to each partner that shows only their data for Security Compliance
- ❖ UI Authentication for each partner from AAD
- ❖ Upselling product in Dashboard with partner Mark-up.
- ❖ Power BI embedded subscription and Web based reporting

About Kryptos Technologies

With more than fifteen years of experience under its belt, Kryptos is now a pioneer in managed IT & Business services across the continents. Adding to its crown, Kryptos is an established Microsoft Gold Partner, AWS Advanced Partner, ISO 20000 & 27001 certified organization. With over 150+ certified employees in various technology solutions and services, we aim to provide exceptional services and with our team of vibrant industry experts who work round the clock to make this possible.