Unlock **cost efficiency** and performance with HCLTech and Snowflake

Cost optimization and data handling solution for a multinational beauty company

Our client, a British multinational cosmetic, skincare, fragrance, and personal care provider headquartered in London with 6.4 million representatives worldwide is the fourth-largest beauty company and second-largest direct-selling enterprise globally. Faced with multiple challenges in operational efficiency and cost management, they turned to HCLTech for a solution. We helped shape their digital strategy to improve overall performance.

The Challenge:

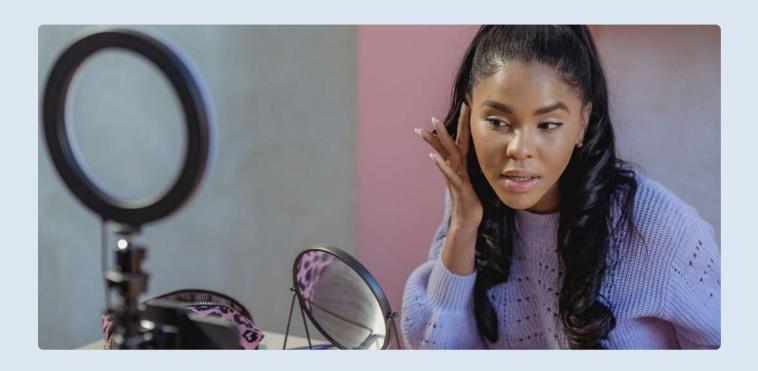## Optimizing cost and efficiency with cloud-based platforms

The client faced difficulty in their cost management and operational efficiency due to several impeding factors. Their existing Greenplum database platform could not handle the increasing sales data, resulting in scalability issues impacting their data and analytics capabilities. In addition, they were experiencing an increasing overall maintenance cost as well as a lack of scalable cloud-based platforms.

The Objective:

Optimizing performance by leveraging the cloud

Our client wanted to increase cost efficiency and operational performance by resolving scalability issues with the existing database platform, reducing overall maintenance costs, and leveraging cloud-based platforms for data and analytics capabilities.

The Solution:

Modernizing data to elevate data handling

HCLTech implemented a solution to optimize its client's cost management and data handling. They migrated sales data at the representative/leader/product level to AWS S3 and then placed flat files into the staging area of the Snowflake system and copied them into load tables, which used delete/insert logic to retain only the latest data. Finally, they populated this data from load tables to final summary tables using UPSERT logic.

The Impact:

Unfolding scalable platform to meet future data requirements

HCLTech provided the client with an end-to-end solution suite of data management tools, which included a scalable AWS and Snowflake platform. This enabled the client to address their current and future needs while also benefitting from COE support for best practices. As a result, query processing time was reduced by 50%, and they were able to create a scalable platform that could meet any additional data or reporting requirements at a minimal cost.

HCLTech