



HCL

Decreased cost and increased success rate

For one of the largest personal
care companies

Client **description**

Headquartered in London, the client is one of the most preferred multinational skincare and personal care brands. It has 6.4MN representatives, which makes it the world's fourteenth largest beauty company and the second largest direct-selling enterprise.

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Business **challenges**

The client aimed to streamline its cost management and enhance operational efficiency. However, the following impediments made the transformation a challenging task:

The existing database platform, failed to handle the exponential increase in sales data

The platforms' scalability issues also impacted the business requirements for data and analytics capabilities

Increasing overall maintenance cost

Lack of scalable cloud adoption

Remodeling the data consumption layer based on various analytics consumption patterns

Our **solution**

To optimize the client's cost management and data handling, HCL implemented the following:

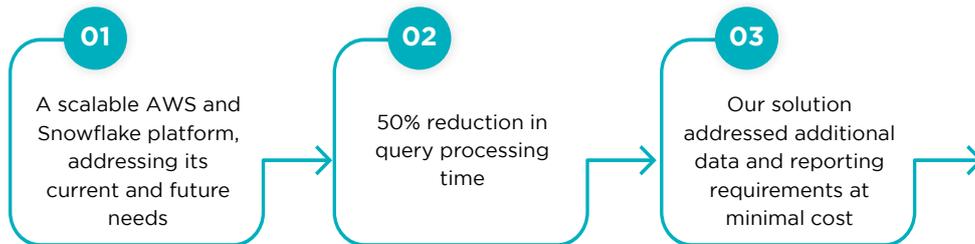
Migrated the historical sales data at the representative /leader/product level to AWS S3

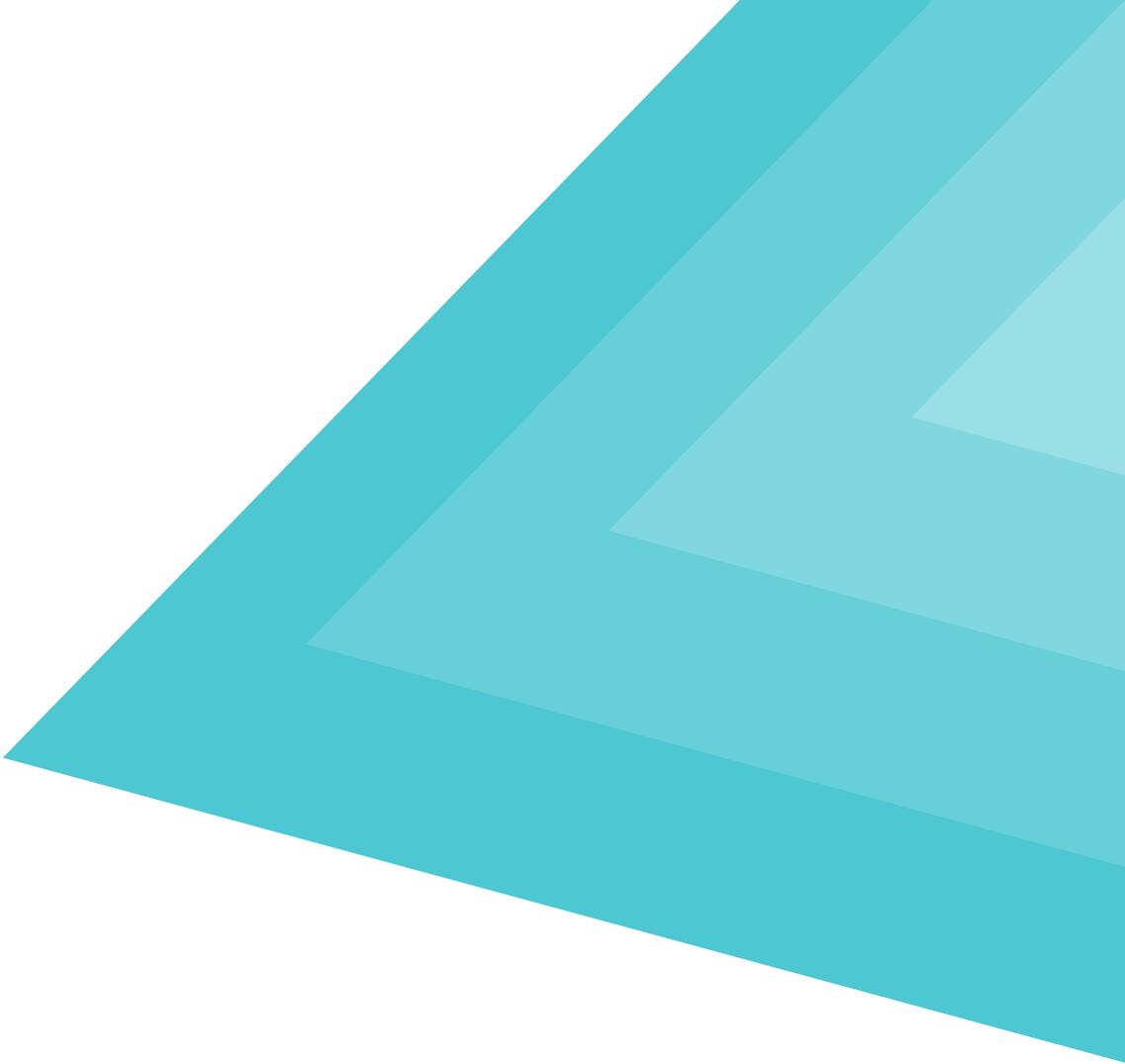
Placed flat files into the staging area of Snowflake system and copied data into load tables, which used delete/insert logic to retain the latest data only

Populated the data from load tables to final summary tables using UPSERT logic

Business **impact**

Leveraging HCL's strategic roadmap and end-to-end solution suite of industry-leading data management tools, the client achieved the following:

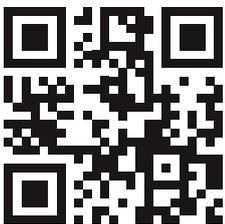




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