

# SUCCESS STORY



EPM is the biggest public utilities company in Colombia, and they wanted to know how to apply advanced analytics inside their Commercial VP. With Zero, they now know the main solutions they need to improve their business, and the resources they need to get the solutions done.

**TIGO-UNE is a client of EFICACIA in Colombia.**

Included all the processes in the Commercial VP.

Ended in January, 2018.

Included the EPM commercial VP, in Colombia.

## Win Results

### Analytical strategy

15 advanced analytical projects for the commercial VP to develop.

### Analytical architecture

Analytical architecture design for both on-premise and cloud solutions.

### Organizational structure

Role and structure design for developing and supporting analytical projects.





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Grupo Exito is the largest South American Retail Company, and they wanted to know how to apply advanced analytics inside their Commercial VP. With Zero, they now know the main solutions they need to improve their business, and the resources they need to get the solutions done.

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Crystal is one of Colombia's biggest clothing manufacturer and seller. They applied Zero to every dependency inside the company, identifying failures and needs that could be resolved with advanced analytics.

Arus offers BPO and ITO solutions for more than 325 business in Colombia. With Zero, Arus was able to design an Analytical roadmap to increase the value for its clients and develop new monetizable business.



## Why ZERO:

...In the same way, and after we knew and successfully implemented ZERO we can qualify it as a practical and the right solution to satisfy our strategic analytical needs.

**ARUS- Juan Durango, Information Coordinator**

## Organizational structure:

Identified failures in systems integration and data governance from IT.

**CRYSTAL**

## Analytical Solution:

Buro Analytics is a solution designed with Zero to transform the company into an information hub service for corporate clients inside the country.

**ARUS**

