

Business Agility Solution for Commerce Providers

Customer and COVID-19 Pressures

Over the last several years, Commerce services providers have faced mounting pressure from customers in regards to carrier visibility, parcel cost management, as well growing demands for same-day delivery services. COVID-19 accelerated these requirements as workforces became distributed, online purchasing replaced traditional in-store purchasing, all of which led to an unprecedented demand for commerce services to support fulfillment. Supply chain disruption further challenged delivery fulfillment and carriers were challenged with human resource shortages as well as delays in customs due to stricter border control policies.

Customer and COVID-19 Impact

Commerce services companies often rely heavily on carriers for their ability to satisfy compliance requirements such as proper packaging documentation, shipping labels, knowledge of import tariffs, and common rules and regulations. Even in “normal” times, this information is required as the shipper is making decisions based on the best information provided by the carrier at the time.

This puts commerce services providers in the middle of an information exchange that is important to the success of their customer’s business as well as their own. What HVR and Snowflake provide is the ability to leverage data, in real-time, so that critical information is delivered to the right parties at the right time.

- Pitney Bowes, a technology company, headquartered in Stamford, Connecticut, provides global commerce, shipping, mailing, and software solutions.
- Experiencing extremely slow processing times to power BI dashboards that are needed to provide internal stakeholders with up-to-date financial, sales, and marketing data
- Optimizing operations: Investment in digital innovation for commerce services to increase margin

Why this Solution

Snowflake's cloud data platform, combined with HVR's real-time replication, provides organizations with the ideal solution for continuous high-volume integration from multiple on-premise and cloud-based technologies.

By integrating essential business data, including SAP data, into Snowflake with HVR, business users can leverage the power of secure, real-time data to make strategic decisions, reduce costs, save time, and improve customer service.

This joint solution is ideal for organizations looking to execute or accelerate digital transformation and cloud data modernization strategies.



WHY SNOWFLAKE AND HVR?

HVR and Snowflake have a track record of delivering successful consolidated, real-time analytics solutions. The combination of Snowflake's cloud data platform and HVR's real-time cloud data replication solution provides a broader view of the business, continuous and ongoing delivery of up-to-date data, and enables organizations to achieve better communication with customers, operational efficiencies, and more.

For example, Pitney Bowes, a global commerce services provider, when reviewing data warehousing and replication solutions, chose Snowflake for its powerful ability to deliver powerful BI, and HVR for its fast and continuous delivery of data from disparate sources.

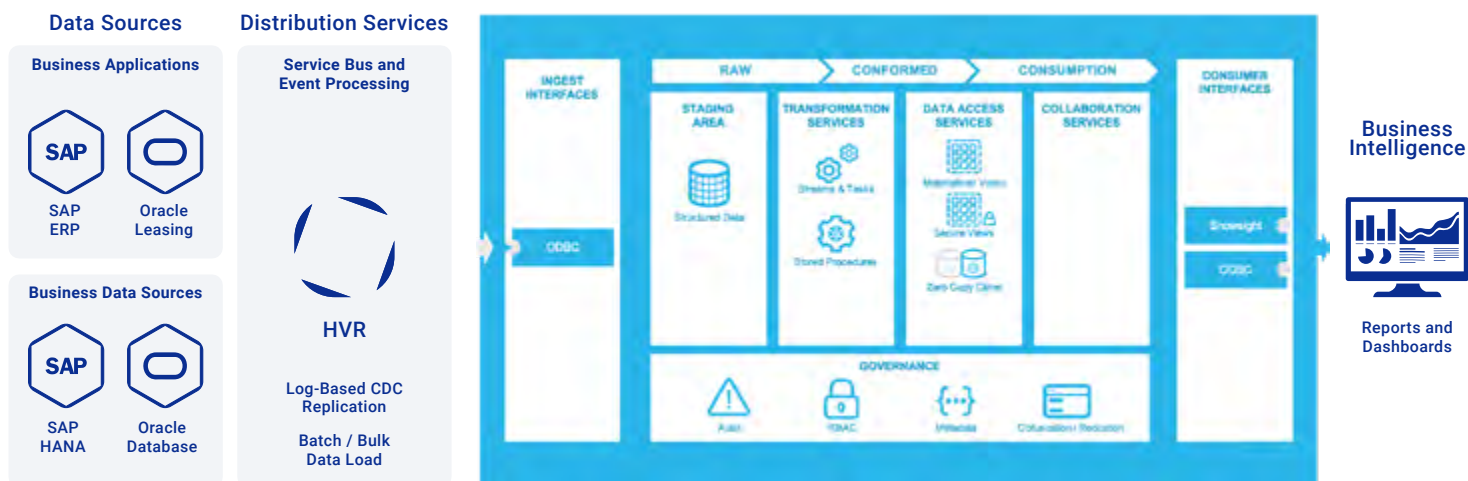
Pitney Bowes sought to incorporate their SAP data into Snowflake. Thus they needed a solution that would allow them to replicate their SAP data continuously. HVR meets that need with a unique set of SAP replication capabilities.

Another key benefit is that HVR provides low-latency log-based CDC rather than trigger-based CDC replication. Log-based CDC enables the movement of large volumes of data without affecting the core systems. In addition, most of the replication management is handled by the HVR interface itself, in contrast to the manual oversight required for batch processing.

The flexible and competitive pricing models for both HVR and Snowflake were also beneficial to Pitney Bowes. HVR includes the cost of storage, resources, and personnel, and Snowflake's pricing model is based on the amount of compute power used.

Snowflake provides an industry-leading Cloud Data Platform that delivers the performance, scalability and concurrency required to allow customers to finally address the most demanding data related challenges.

HVR provides a real-time cloud data replication solution that supports enterprise modernization efforts. The HVR platform is a reliable, secure, and scalable way to quickly and efficiently integrate large data volumes in complex environments, enabling real-time data updates, access and analysis. Global market leaders in a variety of industries trust HVR to address their real-time data integration challenges and revolutionize their business.



Case Study

SINGLE SOURCE OF TRUTH

With HVR and Snowflake, business users can access timely SAP and Oracle Leasing data as a single source of truth in an enterprise database without impacting the source applications.

SIGNIFICANT TIME SAVINGS AND FASTER PROCESSING TIMES

The Enterprise Information Management (EIM) team replicates data through Snowflake and applies changes throughout the day. Therefore, the monthly ETL reconciliation that previously took 31 hours is now completed in under 2 hours. This allows them to better respond to their customers and other business needs so that they remain competitive in a rapidly changing environment.

Replication occurs in near real-time, so separate ETL jobs that previously took days now take less than an hour and allow the EIM team to meet the increasing requests for Oracle Leasing and SAP data to be consolidated for broader analytics.

ACCURATE AND IN-SYNC DATA

HVR replicates and validates data in real-time into Snowflake. HVR's Live Compare ensures data is accurate and in-sync, a feature not offered in other solutions.

- Batch ETL processes for end-of-month reporting were taking up to 31 hours to reconcile

- Team faced challenges identifying changed data due to lack of tracking dates in the data, resulting in needless full extracts

- The sales reporting organization required nightly extracts of SAP data to provide a timely start of business reporting

- Snowflake is now the single source of truth

- Significant time savings – monthly ETL reconciliation that previously took 31 hours to complete is now completed in under 2 hours

- The joint solution provides significantly faster processing times – previously took days, now occurs in less than an hour



Interested to Know More?

Interested in learning more about how Snowflake and HVR can help deliver real-time data to align with changing customer expectations, for better customer communication and responsiveness, as well as staying ahead of the curve and competition?

Contact your Snowflake or HVR representative to schedule a demo.

[Contact us](#)