

From
**POINT
SOLUTIONS**
to
**ENTERPRISE
SCALE**

*Transform your Data Platform
into a governed, value-producing
enterprise asset*



DECISION INC.

Your Advisory-led
CLOUD AND AI PARTNER



You made the right investment **SO WHY ISN'T IT WORKING?**

If you're reading this, you've already made critical decisions:

- Selected a modern platform (Microsoft Fabric, Databricks, or Snowflake)
- Secured executive buy-in and substantial budget
- Assembled a talented technical team
- Started the implementation journey

But here's what most of our clients tell us when we first meet:

- "Our platform still hasn't replaced legacy systems or achieved enterprise-wide adoption"
- "ROI isn't materializing as we expected"
- "We're stuck in the pilot or POC phase"
- "Adoption is slower than anticipated"
- "Costs are escalating beyond our forecast"

**You're
not Alone**

*In our 2025 Data
Maturity Survey:*

**only
15%**

**of companies scored
themselves**

**above
80%**

**for achieving real
analytics scale (N=136)**

Most clients we talk to have built point solutions that work for one team but break when scaled to the entire enterprise.

THE THREE REASONS Data Platforms fail to scale

Despite strong vision and ambition, most companies continue to be let down by their platforms, capabilities, and governance programs. Through hundreds of implementations, we've identified three core failure patterns:



1

Technology-First Thinking

WHAT HAPPENED

- Platforms purchased without defining business outcomes first
- “Build it and they will come” mentality
- Treated as an IT project, not business transformation

WHY IT FAILED

- No clear ROI or business sponsor
- Users didn't understand value or how to access it
- Became expensive shelfware

2

Treating Data as IT Infrastructure

WHAT HAPPENED

- Data teams were IT-focused
- Focused on pipes and storage, not business value
- No domain expertise or business context included

WHY IT FAILED

- Data engineers didn't have business context
- Business teams saw data as IT's problem
- No ownership of data quality or definitions

3

Big Bang instead of Iterative Value

WHAT HAPPENED

- 18-month enterprise-wide transformation programs
- No business value delivered until end state achieved
- Scope expanded, timelines slipped, budgets overran

WHY IT FAILED

- Business lost patience waiting for value
- Market changed and requirements evolved
- Political capital exhausted before delivery



THE CORE ISSUE: Data was treated as a Byproduct, *NOT* a Product

WHAT ENTERPRISE GRADE PLATFORMS actually look like

Companies achieving real data scale made a deliberate decision to invest in building an enterprise-grade platform, not just a collection of point solutions. Here's what sets them apart:

01 UNITED GOVERNANCE

- Data catalog & lineage
- Quality frameworks
- Compliance & security



02 PRODUCTION OPERATIONS

- CI/CD pipelines
- Monitoring & alerts
- Performance optimization



03 COST MANAGEMENT

- FinOps practices embedded
- Continuous resource optimization
- Budget governance & analytics



04 SCALABLE ARCHITECTURE

- Modular design
- Reusable components
- AI-ready foundation



IMPORTANT: This doesn't mean they started with everything. They began small to prove value, then deliberately invested in building a foundation designed to scale.

Why Decision Inc. is **DIFFERENT**

Every year, Decision Inc. helps over 300 clients develop and maintain their data platforms. We don't just make your platform work - we turn it into a governed, value-producing enterprise asset.

01 PROVEN ACROSS INDUSTRIES

- Delivered modern data platforms across financial services, retail, telecoms, public sector, and manufacturing
- Specialist partner in Fabric, Databricks, SAP BDC, and Snowflake
- Patterns refined from dozens of implementations



02 A CLEAR, REPEATABLE WAY

- Start with business-led use cases and quantified value
- Make data a strategic asset with business ownership
- Execute in 8-week value sprints for quick wins








03 GOVERNANCE BUILT IN

- Enterprise-grade governance frameworks ready to plug in
- Programs that meet you where you are
- Business objectives at the center of every decision



Our approach to **ACCELERATING YOUR PERFORMANCE**

We offer five specialized services designed to address the specific challenges you're facing right now:

	DIAGNOSTIC ASSESSMENT	A comprehensive evaluation of your current state and implementation with specific recommendations for improvement.	Led by: Specialist Certified Data Architects	Outcomes: Clear understanding of gaps, prioritized action plan, baseline metrics
	ENTERPRISE GRADE ROADMAP	Strategic roadmap to move from project-level solutions to an enterprise platform, with programmatic support to engage business on use case development and change management.	Led by: Strategy and Data Consultants	Outcomes: Multi-year roadmap, business alignment, change management framework
	FINOPS RAPID IMPLEMENTATION	Optimize cloud platform costs and fully utilize your investment through proven FinOps practices specific to data platforms.	Led by: Cloud Solution Architects and License Specialists	Outcomes: 20-40% cost reduction, consumption visibility, ongoing optimization
	GOVERNANCE ACCELERATOR	Deploy Unity Catalog (Databricks) or Microsoft Purview governance frameworks in weeks using our tested templates and use cases.	Led by: Governance and Data Specialists	Outcomes: Production-ready governance in 4-8 weeks, data catalog, quality framework
	RAPID IMPLEMENTATION	Leverage Databricks and Microsoft Fabric Accelerators to implement an Enterprise Ready Lakehouse platform, fully configured to scale.	Led by: Data Architects and Data Consultants	Outcomes: Production platform in 12-16 weeks, first use case delivered, scalable foundation



PROVEN RESULTS across Industries

Our clients achieve measurable outcomes because we focus on business value, not just technical implementation. Here are some recent examples:

NEOM | Mega-Urban Development



CHALLENGE

No single governed environment for data. Manual reconciliation processes. Rapid expansion demanding scalable platform.

SOLUTION

Modern Lakehouse on Microsoft Fabric with enterprise governance, AI/ML enablement, and self-service training for 500+ users.

- **126% faster access** to business-ready data
- **90% reduction** in manual reconciliation effort
- **500+ trained users** using the platform effectively
- **Trusted, governed data** for finance and operations



Results

OMNIA HOLDINGS | Chemicals & Manufacturing



CHALLENGE

Legacy fragmented systems limiting scalability. Siloed data across business units. Manual, error-prone processes.

SOLUTION

Lakehouse with Medallion Architecture on Databricks. Automated pipelines, AI enablement, data quality framework, operational excellence.

- **Scalable analytics** foundation enabling cross-domain insights
- **Trusted data** products delivering reliable information
- **Operational efficiency** through automated pipelines
- Formal data quality governance for **confident decision-making**



Results

UNICEF AUSTRALIA | Non-Profit



CHALLENGE

Increasing cyber-security risk. Lack of comprehensive data governance. Need to protect supporter privacy and minimize third-party risk.

SOLUTION

Data governance program with working group, training, enhanced Salesforce controls, and organization-wide framework.

- **Strong governance framework** implemented organization-wide
- **Better positioned** to respond to data incidents
- **Visual data mapping** provides transparency
- Enhanced **supporter trust and privacy protection**
- **Reduced risk exposure** from third-party vendors



Results
10/10 NPS

"This solution has provided a solid foundation, transforming how we work with data and positioning us as an insight-driven organisation." - Gert Van der Walt, Head of Data & Analytics, Omnia Holdings



Suggested **NEXT STEPS**

Based on our experience with hundreds of similar engagements, here's what we recommend to support your analytics program:

01 DEVELOP A BASELINE AND TARGET STATE ARCHITECTURE

Create a platform strategy to guide future investments and ensure technical decisions align with business goals.

02 ALIGN ON FINOPS APPROACH AND PLAN

Ensure value exceeds cost with tight controls on running and consumption costs. Most platforms can reduce costs by 20-40% without impacting functionality.

03 VALIDATE DESIGN AND ARCHITECTURE

Confirm your approach to architecture is scalable and cost-efficient before expanding implementation.

04 EMBED DATA GOVERNANCE INTO THE PLATFORM

Deploy production-ready governance frameworks in weeks, not months, using our proven templates.

05 IMPLEMENT PRODUCTION OPERATIONS

Establish CI/CD pipelines, DevOps, DataOps practices, and continuous audit capabilities to ensure reliability at scale.

 **DECISION INC.**

Let's discuss where you are and how we can help you achieve enterprise scale.
Contact us to schedule a complimentary diagnostic session:

www.decisioninc.com






DECISION INC.


POWERING INNOVATION

Decision Inc. is a leading advisory-led technology services business with deep expertise in data, analytics, and artificial intelligence.

We've helped hundreds of organisations across industries build practical AI strategies and deliver tangible outcomes.

Our approach is simple: start with business goals, apply proven frameworks, and deliver solutions that work. Whether you need support with data readiness, AI literacy, or launching your first AI use case, we're here to help.

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