



AWS Case Study

Sales Order Analytics Dashboard Delivers Enhanced Insights

About RepTime

RepTime Sales Software is a leading provider of sales order and catalog automation solutions designed specifically for sales representatives across the United States, Canada, and South America. Focused on B2B sales, their technology solutions currently facilitate the entry, transfer, and tracking of over \$4 billion in yearly orders for more than 5,000 sales representatives in multiple industries including Apparel and Fashion, Food and Beverage, Lighting, and Toys.

THE CHALLENGE

- With no comprehensive reporting tools, RepTime was using third party tools and custom developed reports for their enterprise operations.
- RepTime was migrating their entire infrastructure to AWS Cloud and all the reporting tools had to be resourced from the cloud data stored.
- Report generation and the business intelligence that it provided needed to continue without interruption throughout the entire migration.

THE SOLUTION

- Used Amazon QuickSight BI as the new enterprise reporting tool.
- Built comprehensive, scalable "Sales Dashboard" containing embedded analysis features including dynamic filter controls and direct navigation to additional reports.
- Leveraged the AWS Relational Database Service (AWS RDS) as the data source for QuickSight. Keste is currently doing a redesign using Redshift and AWS Glue for a more flexible and scalable analytics solution.

THE BENEFITS

Benefit 1: Reduced Maintenance & Costs

Reduced maintenance and cost by moving to a Cloud solution to meet enterprise analytics needs

Benefit 2: Analytics & Reporting

Quickly analyze large data sets spanning multiple years and rapidly produce reports using advanced filters

Benefit 3: Visualization

End-to-end dashboard providing automatic visualization of business growth and key performance indicators

ABOUT KESTE AND AWS

Keste, an Advanced Consulting and QuickSight Implementation Partner in the AWS Partner Network (APN), provides low risk, high value systems integrations that help accelerate timelines and reduce costs.

Amazon Web Services provides a broad platform of secure, cost-effective, high-performance cloud services that can help you collect, store, process, and analyze Big Data workloads.

NEXT STEPS

To learn more about how AWS and Keste can help your business, visit our partner page: <https://amzn.to/2TuTjXI>