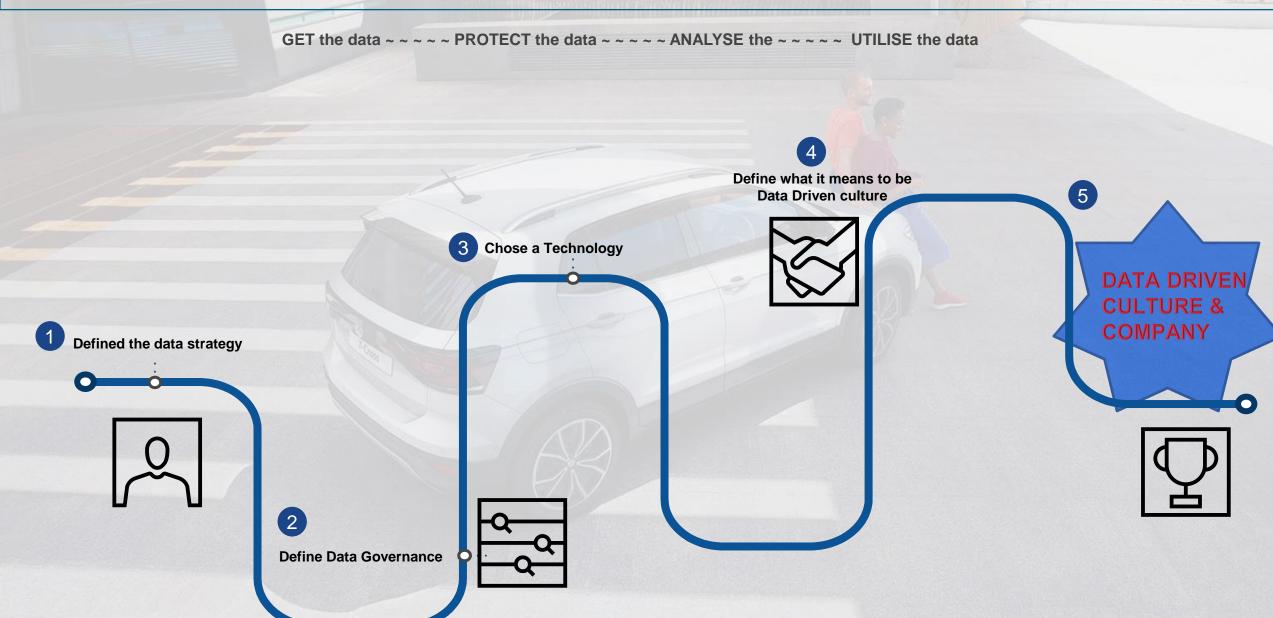


# Everything starts with a defining a Roadmap.....



### Why was it important to be a data driven company?



#### **Business Goals**

- Understand the customer experience and engagements
- Single View Of Customer (SVOC)
- Insights of the end-to-end customer journey
- Customer, dealer and F&I loyalty insights
- Targetted marketing and campaigning - translated to measurable ROI
- Ease of scenario modelling



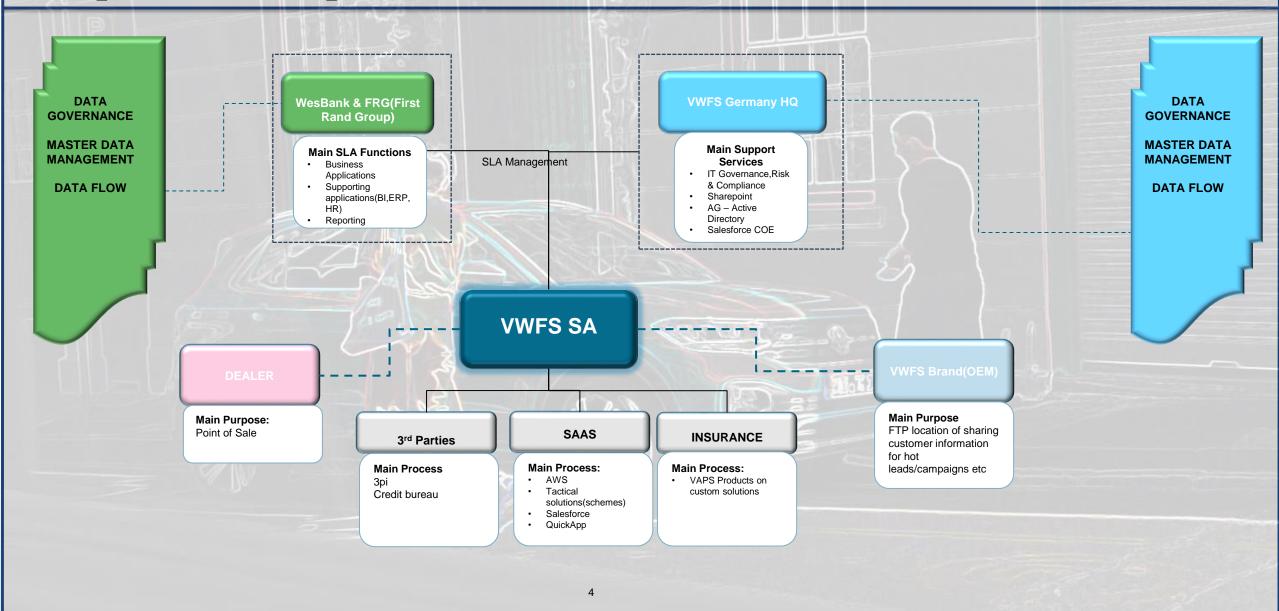
Objectives

- Increased market share
- Increase vehicle sales volumn
- Growth in revenue
- Efficiency in **business** operations

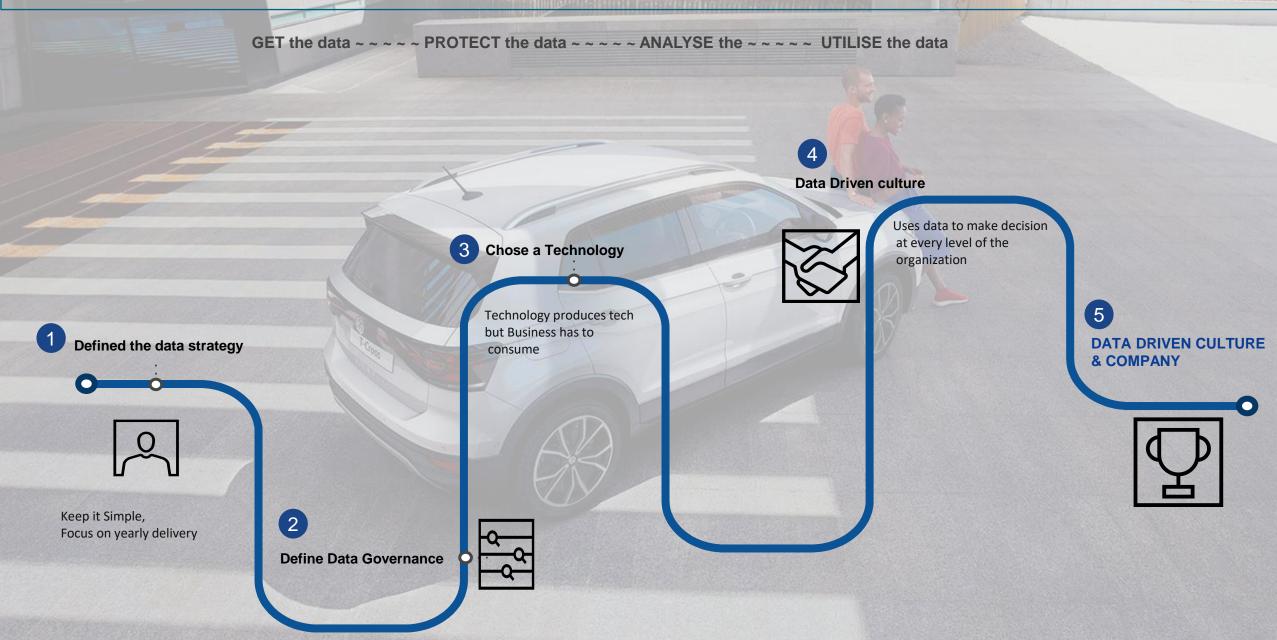
-



#### Complex Landscape – Where do we start?



# Everything starts with a defining a Roadmap.....



#### 5 Key components to be data driven

MDM

- Easy access to data sets are essential
- Collaboration with our stakeholder was key(custodians)
- Clearly defined engagement models regarding issue resolution(SLA)
- 360 view of customer



Identifying the right tool is easy

Adoption & training of the tool can be challenging

360 view of customer

#### **Data Driven**

- Defining the architecture assisted in managing the data flow
- The data catalog is essential
- Understand Data integration touchpoints

- Complex structure meant we have two governance structures to uphold
- Defining a VWFS Local Data governance standards, processes, policies to maintain data security & integrity
- Understand Compliance requirements in order to understand what data can and cannot be used.

Data Governance



Data Architecture

7

4

# 5 Key components to be data driven

