

# Williamsburg Learning

## Introduction

This case study of Williamsburg Learning is based on a November 2022 survey of Grow Business Intelligence customers by TechValidate, a 3rd-party research service.

## Challenges

The business challenges that led the profiled company to evaluate and ultimately select Grow Business Intelligence:

- What challenges prompted your company to purchase Grow Business Intelligence?
  - Problems integrating data from various source systems
  - Data quality issues
  - Costs of other BI vendors
  - Data silos with information that doesn't match up
  - Lack of an overall view of how the business is doing
  - Difficulty sharing metrics, charts, and graphs with others
  - Difficulty summarizing business performance vs. goals
  - No real-time data insights to warn of problems or opportunities
- They are somewhat concerned about how a possible recession might affect the business.

## Use Case

The key features and functionalities of Grow Business Intelligence that the surveyed company uses:

- Which category or categories best describes your need for Grow?
  - Business Intelligence
  - Dashboarding
  - Data Visualization
  - Analytics
  - Reporting
- They look at their Grow dashboards daily.
- When asked who at their company **MAKES** Grow metrics and dashboards:
  - IT
- When asked who at their company **LOOKS AT** Grow metrics and dashboards:
  - Executive Leadership
  - Managers
  - Analysts
  - Techs/Developers/Engineers
  - Non-management Workers (such as in Service, Support, Development, QA, Production, Warehouse, Sales, Marketing, Accounting, etc.)
  - IT
  - Outside Contractor/Consultant

## Results

The surveyed company achieved the following results with Grow Business Intelligence:

- When you compare Grow to other solutions, what do you like most about it?
  - Cost
  - Unlimited users
  - Connectors to popular apps (such as Salesforce, Google Analytics, SQL Server, Shopify, etc.)
  - Do-it-yourself data connecting/cleansing/transforming/blending
  - Cloud-hosted
  - Grow Service and Support
  - General ease of use
  - Visuals that are easy to understand
- Grow gave us actionable data insights that helped us to:
  - Spot problems early and avoid them
  - Make more informed decisions
  - Improve operational efficiency
- How do you think using Grow's business intelligence platform helps you the most?
  - Getting all of our data in one place
  - Easily identifying and understanding KPIs (Key Performance Indicators)
  - Saving time analyzing data
  - Saving time connecting to, and blending multiple data sources
  - Ability to have all users monitor and analyze data for their individual needs

### Company Profile

Company:  
**Williamsburg Learning**

Company Size:  
**Small Business**

Industry:  
**Educational Institution**

### About Grow Business Intelligence

Implement faster, customize less, and see ROI sooner with Epicor software built to fit your business, with your industry best-practices built in.

Learn More:

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