

Speedeon Data Increases Clients' Marketing ROI with a Customer Data Platform



Company Overview

Speedeon Data is a data-agnostic marketing services provider that drives omnichannel marketing programs for leading brands in retail, banking, insurance, high tech, and other industries, helping its clients maximize the return on marketing spend with state-of-the-art data solutions.

Challenges + Goals

With its clients demanding multiple, iterative modifications to support the need for more personalized marketing, Speedeon Data recognized the need for a more agile infrastructure than its existing legacy system provided. Complex data requests from clients would change weekly, and the existing platform was incapable of handling the increasing number of attributes. A new solution needed to integrate multiple data storage technologies, ranging from flat files to Hadoop environments.

Winning Solution

Using the RedPoint Global Customer Data Platform™, Speedeon Data quickly turns around complex and impactful projects for its clients. The solution empowers Speedeon Data to rapidly bring creative solutions to market, including profitable self-service solutions that allow clients to submit small files daily instead of waiting to run a large batch file weekly.

With the RedPoint Solution, Speedeon Data phased in the technology one client at a time, easily defining client-specific business rules to integrate multiple sources into a single file. The company can now easily evaluate data sources to weed out bad data from third-party providers and improve data quality by recognizing duplicate data. The resulting solutions better meet changing client needs without increasing operational costs.

"Speedeon Data selected RedPoint because of its technical flexibility, scalability, and its ease of doing business as a partner."

– Joshua Shale, Chief Operating Officer, Speedeon Data

Doubled
number of monthly
customer projects from
500 to 1,000

Increased
throughput and improved
data quality through
automating data flows

Enhanced
innovation and profitability
through improved marketing
program design and delivery

