

# Board Empowers Customers' BI Efforts with On-Prem and Cloud-Based Data via Progress DataDirect Hybrid Data Pipeline

CASE STUDY



**INDUSTRY**  
Technology & Software

**PRODUCT**  
DataDirect Hybrid Data Pipeline

## SUMMARY

Board International's data platform helps customers turn their data into fuel for better business decision-making. Progress DataDirect Hybrid Data Pipeline enables Board to seamlessly pull data from hybrid data environments, empowering high-quality business intelligence based on the most relevant, up-to-date data.

## Challenge

Data is the essence of every business. But turning that data into actionable insight can be difficult without the right tools. Board International's unified platform for Business Intelligence, Planning, and Predictive Analytics empowers enterprises to take that next step, converting data into fuel for better business decision-making.

What sets Board's data toolkit apart from the competition is its broad range of capabilities. "Board is applicable across all industries, and it enables customers to combine functionality typically met with multiple tools," said Pietro Ferrari, Chief Technology Officer, Board International. "For example, customers using other analytics companies would need three tools to accomplish what they can with Board."

This makes flexibility critical to the success of the Board data platform. To deliver on this deployment flexibility, Board needed to modernize its on-prem data platform to support cloud-based environments. On top of that, the platform had to integrate data from a broad array of on-premises and cloud-based data sources

"Data connectivity is our first concern—how do we move data from on-premises to the cloud?" said Ferrari. "Not resolving the connectivity issue would have been a showstopper."

## Solution

Designed specifically for consuming and sharing data across today's hybrid data landscape, Progress® DataDirect® Hybrid Data Pipeline (HDP) was the perfect fit. It provided Board with easy access to on-prem and cloud-based data sources and applications, without sacrificing security or scalability.

"We didn't find any other solution that took the same approach as Progress DataDirect," said Ferrari. "DataDirect does all the maintenance and updates transparently, so we don't have to."

Implementing HDP took roughly three months, enabling Board to launch its cloud product within the year. Testing went smoothly, with Board working closely with DataDirect to resolve questions and get HDP running within its Azure environment.

**"Hybrid Data Pipeline enables you to get through the firewall without connecting to a VPN."**

**Pietro Ferrari**  
Chief Technology Officer,  
Board International.

Rolling it out to customers was also easy. “It was just a matter of provisioning; the customer can just pick up the address and download the on-premises connector. We don’t need to do anything, just provision the user and enable it on our SaaS,” added Andrea Rocchietti, Global Head of Cloud Operations, Board International.

Additionally, Hybrid Data Pipeline opened up a new revenue opportunity for Board. When customers start using Board and realize they need real-time access to their data as they go from on-premise installations to the cloud, Board can step in.

“Hybrid Data Pipeline enables you to get through the firewall without connecting to a VPN,” Ferrari explained. “This meant we could OEM the DataDirect drivers to our customers, for an additional revenue opportunity.”

## Results

To date, more than 200 Board customers are leveraging DataDirect Hybrid Data Pipeline to access on-premises data from Board’s cloud-based data platform. And with more businesses looking to migrate to the cloud, Ferrari expects that number to continue to grow over the next couple of years.

Ferrari says choosing HDP was the right choice for today and for the future. “We needed a solution that would work immediately, and it did,” he said. “We didn’t even know if it was possible in the first place, and it saved us from having to

dedicate our own developers to building an in-house solution, which could have taken months. Instead, we just deployed DataDirect, and it was done.”

Most importantly, HDP has had a big impact in meeting Board’s own objectives and goals around cloud availability. “When we presented our cloud strategy to partners, most of the questions were around data connectivity. Our data platform can’t exist without data, and our customers need a means of loading their data without extra friction,” Rocchietti explained. “Without DataDirect, we’d have to take an entirely new approach to empowering our customers to load their data.”

## About Board International

Board is the #1 Decision-Making Platform. Founded in 1994, Board International enables people to have a transformative impact on their business, helping them to intuitively leverage their data in a flexible, all-in-one environment. By unifying Business Intelligence, Planning, and Predictive Analytics, the Board platform allows companies to produce a single, accurate, and complete view of business information, gain actionable insights, and achieve full control of performance across the entire organization. Thanks to Board, global enterprises such as M&S, Coca-Cola, Ricoh, KPMG, Puma, Siemens, and ZF Group have deployed end-to end decision-making applications at a fraction of the time and cost associated with traditional solutions. [www.board.com](http://www.board.com)



Get Cloud and On-Premises Data Access  
with Hybrid Data Pipeline

## About Progress

Progress (NASDAQ: PRGS) provides the leading products to develop, deploy and manage high-impact business applications. Our comprehensive product stack is designed to make technology teams more productive and enable organizations to accelerate the creation and delivery of strategic business applications, automate the process by which apps are configured, deployed and scaled, and make critical data and content more accessible and secure—leading to competitive differentiation and business success. Learn about Progress at [www.progress.com](http://www.progress.com) or +1-800-477-6473.

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