

# How HP delivers insights at scale with Snowflake and ThoughtSpot

## Fireside Chat



**Juergen Kallinger**  
Vice President,  
Reporting & Analytics  
HP, Inc.



**Nate Weaver**  
Director of Product Marketing,  
Competitive Intelligence & Alliances  
ThoughtSpot

# About HP's implementation



## My Stack

### *Analytics*

- Traditional Dashboarding
- Thoughtspot
- Plus ... some of everything else!

### *Data warehouse*

- Azure
- Snowflake
- Falcon
- Redshift, Databricks, Synapse all possible through HP

## Why ThoughtSpot

- Analysts were spending too much time on data preparation, not enough time on actual analysis
- Standard legacy reporting only gave us the “what”. True self-service analytics let’s us find the “why” very quickly
- We are trying to move away from Excel, so we need the ability to drill to granular detail across inventory, suppliers, and channels without extracts

## Results

- Analysts now spending almost all of their time on data analysis, very little on data prep
- Fast delivery of “why” insights for non-technical users across billions of rows of data
- Serving many thousands of additional ad hoc data needs every month - this demand was previously unmet and is now operationalized
- Rapid adoption: Over 1,500 regular users and 3 new use cases added this month