



VIVINT SOLAR SUPPORT THEIR ENTIRE ENTERPRISE MICROSTRATEGY CLOUD PLATFORM ON AWS

Vivint Solar is a leading solar company dedicated to improving how households create power. With 4,000+ energy experts in 21 states across the U.S., Vivint has served 106,000+ customers since its founding in 2011. Their award-winning customer service begins with a comprehensive solar panel consultation, customized solar design, services for processing all required paperwork, and quick installation.



Company

Vivint Solar

Applications

Sales Insight

“We were... really thrilled to hear that MicroStrategy had built this tool to quickly deploy MicroStrategy instances in AWS and then, after they’re deployed, to manage those instances for us”

—Jed Rampton
Data Architect, Vivint Solar

The Challenge: Replace an unscalable Excel-based solution.

Started in 2011, Vivint Solar was a small start-up organization that needed a robust sales team to generate revenue and establish a strong customer base. They hired a team of analysts to support sales operations. These analysts, spread across the organization, relied on Excel to extract insights, wrangle data, and produce reports. This legacy solution worked well in Vivint’s early years when it had less data to handle. “As the company grew and our volume of customers grew, [this Excel-based solution] didn’t scale,” said Jed Rampton, Data Architect, Vivint Solar. Soon, their Excel sheets took hours to calculate and their teams spent more time debating whose numbers were correct than making a decision. Vivint needed a fast and flexible analytics platform that could scale with their rapidly growing business.

The Solution: Blend MicroStrategy and AWS Cloud.

Vivint realized that MicroStrategy met their technical needs while also offering an intuitive interface that could be accessed anywhere (e.g. mobile, browser, desktop). At the same time, Vivint made an early decision to partner with Amazon for their data center needs instead of hosting an on-premise data center. With these requirements in mind, Vivint made a quick and confident decision to invest in the MicroStrategy Cloud Platform on AWS.

“We were really excited, really thrilled to hear that MicroStrategy had built this tool to quickly deploy MicroStrategy instances in AWS and then, after they’re deployed, to manage those instances for us,” said Jed. Vivint’s small business intelligence team had a large sales team to support, so they didn’t have the bandwidth to manage their instances. MicroStrategy did that for them so users could focus on delivering insights to make intelligent decisions. The MicroStrategy Cloud Platform easily



The Transformation

Before MicroStrategy

- Excel took hours to process reports
- Executives spent too much time debating the truth

BI Goals

- Implement a scalable solution accessible from anywhere
- Shift focus from infrastructure management to delivering insights
- Maintain all data centers in the cloud

After MicroStrategy

- Users can access relevant insights from anywhere with mobile solutions
- MicroStrategy manages Vivint's end-to-end data infrastructure needs
- Costs are saved by easily scaling instances up or down as needed

deployed into the customers' existing Amazon VPC. This made security easy for their small team since they didn't have to change any of their existing configurations. Then, Amazon CloudFormations deployed MicroStrategy on top of an EC2 instance, which automatically connected to a separate Amazon RDS to provide telemetry and data storage. In just a week, Vivint deployed a fully configured, multi-node environment through the MicroStrategy Cloud Platform. They also had a development instance connected to all their data sources so they could blend disparate sources into rich reports. Vivint can instantly scale these instances up or down based on peak business load times, saving them costs in Amazon infrastructure.

What's next?

Insights will continue to be unrestricted, not just available to a few business analysts. Decision makers across the enterprise will be able to access MicroStrategy from any location to make thoughtful choices every day. MicroStrategy continues to be Vivint's intuitive, long-term solution for their changing BI needs.

Ready to learn more?

Speak with an expert and request a demo.

Call Us: 703-848-8600

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