

## **2020** GLOBAL STATE OF ENTERPRISE ANALYTICS

MINDING THE DATA-DRIVEN GAP



Intelligence Everywhere



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#### Our survey results revealed four main themes:

2020 is forcing a data-driven reality check. Many organizations that say they're data-driven are still driving in the slow lane. However, a set of disruptive leaders are racing ahead.

Data-driven cultures are getting stuck at the top. Executive and management teams are increasingly data-privileged and insights-rich, while most front-line employees remain data-deprived and insights-starved.

### Intuitive experiences can narrow the gap between the haves and have-nots.

Self-service analytics hasn't proven to be a panacea in driving a data-driven culture. The insights-starved need answers that find them as they do work and make decisions.

Investments are increasing in anticipation of a

data deluge. From talent to trending technology, organizations are putting their money where their mouth is.

These findings illustrate a next decade for enterprise analytics that holds incredible promise if innovation and intuitive experiences can finally bring to bear the Intelligent Enterprise.

### METHODOLOGY

To obtain a global, cross-industry view of the state and future of data and enterprise analytics use, MicroStrategy surveyed 500 business intelligence and analytics professionals across Brazil, Germany, Japan, the United Kingdom and the United States in Q2 2019. All respondents were required to be knowledgeable about their organization's use of data and analytics and have direct involvement in decision making for their company's analytics solution. The respondents represent 10 industry segments (financial services, government, healthcare, hospitality, manufacturing, retail, software tech, professional services, telecommunications, and other) with the majority employed at an organization producing more than \$100 million in annual revenue. The survey was conducted for MicroStrategy by the market research firm Hall & Partners.

# EXECUTIVE SUMMARY

For the second year, MicroStrategy has surveyed business intelligence and analytics decision makers from around the world about the current state of their organization's analytics initiatives and their plans for the future. Respondents were asked about benefits realized, challenges to success, priorities, and investments—and most importantly, if current initiatives to create and deliver on a data-driven culture and business were moving forward.

As in the previous year's survey, respondents had no doubt about the importance of data and analytics when it came to digital transformation (see figure 1). Yet, this year's analysis uncovered that, as the reality of 2020 and a new decade of accelerated innovation set in, a smaller set of leaders were confident in their progress to date.

Figure 1: The Role of Data in Digital Transformation Question: How important is data and analytics to your business growth strategy/ digital transformation efforts?



### 5 Executive Summary

# **2020 FORCES A DATA-DRIVEN REALITY CHECK**

The last decade has seen incredible business enthusiasm around becoming data-driven. With digital disruption surprising and sometimes snuffing out even the best-known brands, enterprise organizations have received a clear wake-up call that the only constant is change and insights are needed to move forward. While some have opted to hit the snooze button on business transformation, others have risen to

SAY DATA AND **ANALYTICS** IS **IMPORTANT TO THEIR BUSINESS** GROWTH AND DIGITAL TRANSFORMATION

get an advanced start on the next decade that will demand real-time, informed experiences and responses. Most organizations, though, sit somewhere in the middle, resolving to be datadriven while waiting for something that can actually affect that change.

#### Moving Ahead

For organizations that have embraced the use of data and analytics, a common set of benefits has emerged that continue to motivate their investments, including improved efficiency and productivity, faster and more effective decision making, and better financial performance (see figure 2).

In thinking about the bigger goal of digital transformation, 46% say they have been able to identify and create new product and revenue streams, and 45% of organizations are now using data and analytics to develop new business models. With regard to the creation of new product and revenue streams, the retail and healthcare industries lead this area, with

### **Figure 2: Gainful Deployment** Question: What benefits has your organization realized through its analytics use?



58% and 57% respectively saying they've been able to do so leveraging data and analytics.

More than half (59%) of organizations also say they're now moving forward with the use of advanced and predictive analytics (a jump of 7% from the previous year), with the percentage shifting dramatically based on revenue. While 65% of companies with \$100 million to \$500 million in revenue confirm their use of advanced and predictive analytics, just 46% of companies under \$10 million in revenue can say the same.

No matter how much or little their revenue, overall, 94% of respondents say that data and analytics is important to their organization's digital transformation efforts (up 4% from last year), and 26% feel that their analytics program is ahead in relation to their peers.'

For those that have seen success, top foundational drivers include the creation of an analytics strategy (43%), executive interest and buy-in (38%), and the ability to establish an effective data architecture and technology infrastructure (38%). Again, retail and healthcare stand out as early leaders in analytics use, with 52% and 51% respectively, noting that their organizations have already invested in an analytics strategy.

### **Coming from Behind**

When asked where they saw their organization's analytics program in relation to their peers, 57% of respondents believed they were on par, while 17% felt they were behind (see figure 3), with the percentage of those who felt behind jumping to 24% for UK respondents. On the other side of the coin, respondents from Brazil were most sure of themselves, with almost a third (32%) saying they were ahead of their peers compared to the 26% global average.

In terms of industry, the hospitality and government verticals appear to be especially unsure about their data-driven progress, with 33% and 31% respectively saying they feel their analytics programs are behind in comparison to the 17% overall average. Retail, with one of the earliest and most severe digital disruption wake-up calls, now professes to be the farthest ahead, with 32% saying they are ahead of their peers in data and analytics use compared to the 26% overall average.

When it comes to what's holding organizations back from using data and analytics more organization uses multiple solutions or tools. effectively, this year's Global State of Enterprise Analytics survey confirms a common set of Similarly, when asked how much of their challenges (see figure 4). At the top is data organizational data is governed (certified privacy and security concerns (43%), followed by an organizational authority or adheres by limited access to data and analytics across to corporate policies/a single version of the truth), only 38% said more than 50% of their the organization (29%), a problem that's plagued businesses for the past decade, with data is governed. analytics adoption hovering around 30%. Not

### Figure 3: Leader, Laggard, or Somewhere in Between? Question: Where do you see your organization's analytics program in relation to others (peers) in the industry?



far behind, brands say they are hindered by both a lack of talent (27%) and training (27%), as well as solutions that are too complicated for organization-wide use (25%).

Another commonly acknowledged barrier includes no centralized tool within the organization for capturing and analyzing data (21%). In fact, almost three-fourths of respondents (71%) in this year's survey say their

9 2020 forces a data-driven reality check

Moving into a decade in which the winners and losers will be decided by who has the best data, the correct data, and makes the most of it, this year's survey findings reveal the gap between the leaders and the others. Only 16% of respondents say their organization's analytics technology deployment is at the maturity level to include a sophisticated architecture for self-service analytics with governance, security frameworks, access to big data, and mobile and predictive technologies supported by a center of excellence for training and support.

Figure 4: Not Without Its Challenges Question: What are the barriers, if any, to more effective use of data and analytics within your organization?



### SPOTLIGHT

FIGURE 5: INSIGHTS-RICH IMPROVEMENTS

Question: How is your organization currently using data and analytics?

To drive	process and cost	efficiency	
53%			
To drive	strategy and cha	nge	
53%			
To analy	ze workplace and	d workforce proc	luctivit
<b>49</b> %			
To mana	ige risk		
48%			
To deve	op new products	and services	
45%			
To attaiı	n and retain custo	omers	
45%			
To analy	ze how current p	roducts and serv	vices are
44%			
To moni	tor and improve f	financial perforn	nance
44%			
To moni	tor the market		
43%			
To stay a	head of the com	petition	
43%			
	20		
,	20	40	

# **TO MORE EFFECTIVE**

### DATA AND **PRIVACY CONCERNS**

2 LIMITED ACCESS TO ANALYTICS

3 LACK OF TALENT **AND TRAINING** 

**TOP CHALLENGES ANALYTICS USE** 

## DATA-DRIVEN CULTURES **GET STUCK** AT THE TOP

Questions in this year's Global State of Enterprise Analytics survey regarding organization-wide data and analytics access revealed a commonly witnessed divide between the data-privileged and insights-rich and the data-deprived and insights-starved. When asked what percentage of employees had access to the organization's data and analytics, only 14% of respondents could say that it was more than three-fourths of the organization (see figure 6).

Figure 6: Limited Access

Question: What percentage of your entire organization currently has access to data and analytics?



This number crept down to below 10% in three of the surveyed industries: manufacturing, government, and hospitality. In fact, when it came to government, more than one-third of respondents said that less than 25% of employees have access to their organization's data and analytics.

### The Haves and Have-Nots

The gap seems especially wide between executive and management teams and frontline employees. When asked which roles have access to the organization's data and analytics, respondents reported that more than three fourths (76%) of executives have access, as do 81% of management teams, while only a little over half (52%) of front-line employees are empowered with data and analytics for their daily work and interactions (see figure 7).

Looking at the geographical breakdown, the United States turned out to be the biggest laggard, with just 44% of front-line employees having access to data and analytics. Both Brazil and Germany topped the other end of the spectrum with 58% of their front-line employees empowered.

### Who Has It Easy

When it comes to a step beyond just access – being more easily enabled with reports or quick views of data – we asked this year's respondents to rank which role receives this easy access to insights. Overall, respondents say 44% of executives and 40% of management teams get this, versus just 16% of front-line employees.





The contrast between the data-privileged and the data-deprived was most stark in the government, with 50% of executives and 41% of management teams getting access to analytics reports and quick views of data, versus just 9% of front-line employees. Geographically, Japan was a standout in giving their frontline employees access to reports and quick views of data., with almost a quarter (23%) of respondents in this country said their front-line employees were empowered with quick views for more-informed experiences and decision making.

### **The Departmental Divide**

The biggest divide in this year's survey comes from the request to rank in order the departments that take the most advantage of the organization's analytics capabilities. Unsurprisingly, IT takes the top spot (44%).

It can only be hoped that other departments are taking advantage of IT's skills when it comes to analytics. Otherwise, it seems most other departments are operating in the dark. Sales came in at an incredibly distant second (10%); product development came in third (9%), followed by all other departments (marketing, HR, finance, et al) in the single digits.

It seems self-service analytics has not proven to be the panacea to increasing analytics adoption across the organization. Those without data and analytics skills seem to need an even easier solution – one that doesn't involve them having to find the answers, but rather having answers that find them.

### SPOTLIGHT

### FIGURE 8: MINDING THE SKILLS GAP

Question: When unskilled or less-data-skilled employees in your organization need to make a business decision, they are most likely to:

Make	a gut decision	n without sup	porting data	
11%				
Ask a	business anal	yst for assista	ince	
35%				
Ask lī	T for assistance	e		
44%				
Use a	self-service to	ool		
7%				
Do th	eir own resea	rch manually		
4%				
0	10	20	30	40

# WHILE MORE THAN OF MANAGEMENT HAS ACCESS TO ANALYTICS, ONLY HALF OF FRONT-LINE EMPLOYEES DO

# INTUITIVE **EXPERIENCES CAN NARROW** THE SKILLS GAP

The last decade's move to self-service analytics hasn't proven to be the panacea in developing and delivering a data-privileged, insights-rich organization, able to make faster and betterinformed decisions for the business. This year's Global State of Enterprise Analytics survey reveals guite the opposite.

### The Skills Gap Remains Wide

When those who aren't adept at analytics need to make a data-driven decision, 79% have to ask IT or a business analyst for help. Only 7% use a self-service tool, and the rest are doing manual research or simply making a gut decision.

Today's reality is that for 60% of insightsstarved employees, it takes hours or days to get the information they need to make a datadriven decision; only 3% can do it in seconds (see figure 9).

### **Figure 9: Untimely Decisions** Question: When unskilled or less-data-skilled employees in your organization are required to use data to make a business decision, on average, how long does it take them to get the data they need?



### Taking Skills Out of the Equation

For all employees to be empowered with insights, this year's survey respondents identified a host of experiences that would

help empower all employees with insights (see figure 10). The top answer was more intuitive, convenient tools (48%), directly aligned with the response that tied for top: analytics embedded into the most popular business tools, including email and even web search, where employees can hover over a hyperlink and get information about companies, customers, and more.

Close behind was having analytics embedded into popular business applications used at work, including Salesforce and Slack (45%), followed by visual displays of analytics on large screens around the office (38%), and personal views of data and analytics on employees' mobile devices (37%).

### Figure 10: Analytics for Everyone Question: In driving greater analytics adoption across the organization, which of the following approaches would best help?





### Left to Their Own Devices

Across almost every industry, organizations are increasingly leveraging mobile devices (either provided by the business or employees' personal devices) to improve both the employee and customer experience. According to an Oxford Economics survey of senior IT executives, CEOs, and other senior managers, 82% say mobile devices are critical to employee productivity, as well as critical to the agility and speed of decision making.

The critical nature of enterprise analytics and mobility is also confirmed by this year's Global State of Enterprise Analytics respondents. Overall, 85% say a mobile analytics strategy is important to their organization's success, up 3% from last year (see figure 11). For respondents

who work in the telecommunications industry, that percentage jumps to an undeniable 100%.

Overall, 41% of organizations say they leverage mobile productivity apps when it comes to their current analytics initiatives (see figure 12). The hospitality and telecommunications industries lead in this use, with 58% and 56% respectively saying they leverage mobile BI or analytics. Looking at below average use of mobile apps, it's financial services (29%) and government (34%) that are trailing. In terms of revenue, it is companies under the \$10 million mark that are least likely (34%) to leverage mobile as part of their business intelligence and analytics initiatives.

### SPOTLIGHT

### FIGURE 12: MAKING THE MOST OF ANALYTICS

Question: Which of the following does your organization currently leverage around analytics?

### Figure 11: There's an App for That





ANALYST FOR HELP.



Advanced a	nd predictive	analytics		
59%				
Analytics er	mbedded in o	ther applicati	ons	
47%				
Personalize	d distribution	of analytics v	via email, coll	aboratio
47%				
Mobile proo	ductivity apps			
41%				
KPIs presen	ted on screen	s around the	office	
39%				
Data lakes/	Hadoop			
31%				
None of the	above			
2%				
1	  0 2	:0 3	;0	 10

WHEN MOST EMPLOYEES NEED TO MAKE A DATA-DRIVEN DECISION,



USE A SELF-SERVICE TOOL.





ARE SIMPLY WINGING IT.

## INVESTMENTS NCREASE AHEAD OF A DATA DELUGE

From investments in enterprise mobility to dataskilled talent, it's clear in this year's report that organizations are taking business intelligence and analytics seriously— not just to realize incremental improvements, but to enact transformational change.

It's not just tech innovations such as Al and 5G that businesses are trying to get ahead of however. IDC predicts that our global datasphere—the digital data we create, capture, replicate, and consume—will grow from approximately 40 zettabytes of data in 2019 to a staggering 175 zettabytes in 2025 (one zettabyte equals one trillion gigabytes).

With that, not only will the amount of IoTgenerated and real-time data balloon, but so managed by enterprises in 2015). will the amount of data created and managed Should this, or even something close to this by enterprises. By 2025, IDC predicts that nearly prediction come to pass, businesses with 60% of the 175 zettabytes of existing data will disparate or legacy technology solutions will be created and managed by enterprises versus find themselves hard-pressed to survive.



consumers (compared to just 30% created and

### OF ORGANIZATIONS PLAN TO INCREASE THEIR ANALYTICS INVESTMENTS IN THE NEXT YEAR.

Figure 13: The Forecast Calls for Cloud Question: Is your organization's analytics platform/solution in the cloud?



### **Putting Their Money** Where Their Mouth Is

Organizations professing to be data-driven are prioritizing investments to help make them so. This includes cloud. According to this year's respondents, 47% have their entire analytics platform/solution in the cloud, a jump of 8% from the previous year (see figure 13). For those not already using cloud analytics, 71% say they are considering moving their analytics to the cloud within the next five years, with 40% of the 71% noting it will be within the next year.

One hundred percent (100%) of both healthcare and professional services respondents note their organizations are considering a move to cloud analytics within the next five years. Financial services stand out as a hold out, with 43% not considering a move to the cloud at this time. Those organizations with 10,000 or more employees also lag behind, with 42% saying

their organization is not considering the cloud for their analytics at this time.

Geographically, brands in the United States still seem the most resistant to cloud BI and analytics, with 50% of US respondents saying their organization is not considering a move to the cloud at this time. The UK and Japan prove to be moving forward the fastest. Just 14% of organizations in the UK and 15% in Japan say they are not considering a move to the cloud.

Over the next year, 95% of overall respondents say that they will invest either more or about the same in their analytics initiatives over the next year, with 65% saying they will invest more. Large enterprise organizations (those with 10,000 or more employees) are most enthusiastic in their investment plans; 79% say they will invest

Figure 14: Investing in Insights Question: Over the next year, does your organization plan to invest more, less or about the same in analytics initiatives?





more. Yet only 60% of brands with under 1,000 employees say they will spend more on their analytics initiatives over the next year.

The telecommunications, hospitality, and retail industries lead the pack in planned spending. Seventy percent (70%) or more of organizations in all three of these verticals say they'll increase BI and analytics investments in the coming year.

### **Banking on Top Talent**

To lead in data management and use, the right people are just as important as the right technologies. This year, 95% of respondents in the Global State of Enterprise Analytics survey say they plan to invest the same or more in hiring additional data and analytics talent, with 65% of respondents saying they'll spend more (see figure 15).

Again, large enterprise organizations (those with 10,000 or more employees) are most enthusiastic in their investment plans; 75% say they will invest more. Yet only 59% of brands with under 1,000 employees say they will spend more on hiring new data and analytics talent over the next year.

When it comes to a dedicated leadership role, a Chief Data Officer, 58% of respondents say their organization already has one, and 23% say their brand is considering creating the position. A stark contrast appears when looking at this subject by industry. While 78% of telecommunications organizations have a Chief Data Officer, just 28% of government agencies can say the same. No other vertical answered below 50%.

### Figure 15: Investing in Skills

Question: Over the next year, does your organization plan to invest more, less or about the same in hiring new/additional data and analytics talent?



### **23** Investments increase ahead of a data deluge

#### 2020 GLOBAL STATE OF ENTERPRISE ANALYTICS

### SPOTLIGHT

### **FIGURE 16: EYE ON THE FUTURE**

Question: In the next five years, which technology trend do you think will have the most significant impact on your analytics initiatives?



### Back to the Future

With the speed of technological innovation sure to accelerate in the next decade, this year's survey asked respondents for their thoughts on which tech trend would have the greatest impact on their analytics initiatives. Over the next five years, cloud computing comes out in front. Rounding out the top five are the Internet of Things (IoT), artificial intelligence and machine learning, big data, privacy and security challenges, and 5G (see figure 16).

When it comes to the ratio of data-deprived, insights-starved to data-privileged, insights-rich in an organization, it takes time, technology, technique and talent to make the latter the prevailing number. Some organizations have an early lead. Most hope to be fast followers.

## **CONSIDERATIONS AND** RECOMMENDATIONS

A new decade offers a natural yet pivotal inflection point around business transformati and advancement. With innovation and relate disruption accelerating, organizations can no longer sit back and wait to see what change brings. Instead they must actively pursue change - and invest in it—with a focus on people, pervasiveness and convenience.

The goal of business intelligence has been to serve up key organizational insights in order to facilitate transformation and advancement Yet, for all the self-service experimentation, th promise of analytics for everyone has not bee realized. Adoption across the enterprise still hovers around 30% of all employees, according to industry analysts. This is due in large part to the current paradigm of BI which expects use to go to a separate destination, disconnected from the workflows, applications and tools th use to get work done. It still caters to the cha and graph aficionados, the math literate, and data visualization and storytelling experts.

	With the nexus of data, AI, cloud and other
on	technologies, along with the consumerization
ed	effect on enterprise technology, analytics is now
	poised for a paradigm shift. The new design point
	for BI won't just be for, data scientists, analysts,
	and developers. It will be for every person, every
	process, and every device, delivering insights in
	the context of the work being done and able to
	be shared and consumed to bring about a more
	Intelligent Enterprise.
	Finally, history and experience has taught
ne	us that paradigm shifts are rarely about
en	technology alone. Culture is a prominent
	barrier to change and adoption around
ng	new technologies, so think about the
C	people and processes needed to support
ers	this transformation. Develop an insights-
	first culture through education and
еу	skills development that rewards data-
rt	driven decision making and continuous
	transformation.

### **Recommendations for Next-Generation Success**

### Think open and embrace a multi-tool

environment. It's no longer realistic to think that a single tool is going to serve all of an organization's needs or cater to varying users' capability levels. Therefore, consider an open strategy on a platform that can support a secure, governed, scalable, high-performance environment for analysts and data scientists, while also serving as the foundation to deliver services and insights to all employees. An open strategy retains the value of current and future data and tools (as well as users' comfort and knowledge levels), while breaking down silos to allow people, processes and technologies to seamlessly work together.

Enable everyone, every process, every app, and every thing. Decisions happen every second across the organization, so insights must be accessible in seconds. Tools, applications and services should be tailored to each user's capabilities or lack of. Enable everyone and every thing through selfevident insights (insights that find the user rather than having to be found) delivered via mobile apps, on screens, in products, and in popular business applications.

#### Start with data and enrich it to gain

insights. Establish a multi-cloud native platform that is secure and that provides a single source of the truth, as well as a simple experience with scale and concurrency to infuse real-time insights across the enterprise. This should incorporate a semantic layer to curate and recommend information from across the organization, as well as make every employee a first-class citizen in contributing insights and feedback to make the organization smarter over time.

# COUNTRY PROFILES

**27** Considerations and recommendations

### **COUNTRY: BRAZIL**



## **DATA-DRIVEN CULTURES ARE GETTING STUCK AT THE TOP** Which roles have access to the organization's data and analytics? 74% of executives $\square$ 76% of management teams **58%** of front-line employees

### **COUNTRY: BRAZIL**

When u	nskilled	or less-d	ata-skilled	employees
in your	organiza	ation nee	d to make	a business
decisior	n, they a	re most li	ikely to:	
Make a	gut decis	ion withou	at supporting	g data
Ask a bi	usiness ai	halyst for a	ssistance	
34%				
Ask IT fo	or assista	nce		
50%				
Use a se 5%	elf-service	e tool		
Do thei 0%	r own res	earch man	ually	

### **INVESTMENTS ARE INCREASING IN ANTICIPATION OF A DATA DELUGE**

Over the next year, will your organization invest more, less or about the same in analytics?



### VEEN THE HAVES AND HAVE-NOTS

	Top 3 approaches to increase analytics adoption:		
	52%	Analytics embedded into most popular business tools (i.e. email, SharePoint, web search, etc.)	
	50%	Analytics embedded into most popular business applications (i.e. Salesforce, Slack, etc.)	
50	<b>49</b> %	More intuitive, convenient tools or training	

Top 3 tech trends impacting analytics initiatives		
18%	INTERNET OF THINGS	
17%	AI/MACHINE LEARNING	
17%	CLOUD COMPUTING	

### **COUNTRY: GERMANY**



DATA-DRIVEN CULTURES ARE GETTING STUCK AT THE TOP		
Which roles have access to the organization's data and analytics?		
<b>78%</b> of executives		
Q		
<b>76%</b> of management teams		
<b>58%</b> of front-line employees		

### **COUNTRY: GERMANY**

NT	JITIVE EXI	PERIENCES	S CAN NARF	ROW THE G	AP BETW
	When un in your o decision,	skilled or   rganizatio they are r	less-data-s n need to nost likely	killed emp make a bu to:	oloyees siness
	Make a g 10% Ask a bus	ut decision siness analy:	without sup st for assista	oporting dat	a
	47% Ask IT for 32% Use a self 5% Do their of 6%	assistance f-service too own researc	bl :h manually		
	0	10	20	30	40

### **INVESTMENTS ARE INCREASING IN ANTICIPATION OF A DATA DELUGE**

Over the next year, will your organization invest more, less or about the same in analytics?



### EEN THE HAVES AND HAVE-NOTS

	Top 3 approaches to increase analytics adoption:		
	<b>46</b> %	Analytics embedded into most popular business tools (i.e. email, SharePoint, web search, etc.)	
	41%	Analytics apps for personal devices	
)	36%	More intuitive, convenient tools or training	

Top 3 tech trends impacting analytics initiatives		
25%	CLOUD COMPUTING	
14%	BIG DATA	
13%	AI/MACHINE LEARNING	

### **COUNTRY: JAPAN**



DATA-DRIVEN CULTURES ARE GETTING STUCK AT THE TOP		
Which roles have access to the organization's data and analytics?		
<b>73%</b> of executives		
<b>90%</b> of management teams		
<b>51%</b> of front-line employees		
<b>51%</b> of front-line employees		

### **COUNTRY: JAPAN**

INT	UITIVE EXPERIENCES CAN NARROW THE GAP BETW
	When unskilled or less-data-skilled employees
	in your organization need to make a business
	decision, they are most likely to:
	Make a gut decision without supporting data 9% Ask a business analyst for assistance 14%
	Ask IT for assistance
	63% Use a self-service tool 10% Do their own research manually 4%
	0 10 20 30 40 50

### **INVESTMENTS ARE INCREASING IN ANTICIPATION OF A DATA DELUGE**

Over the next year, will your organization invest more, less or about the same in analytics?



### EEN THE HAVES AND HAVE-NOTS

	Top 3 approaches to increase analytics adoption:	
	53%	More intuitive, convenient tools or training
	51%	Analytics embedded into most popular business tools (i.e. email, SharePoint, web search, etc.)
60	45%	Analytics embedded into most popular business applications (i.e. Salesforce, Slack, etc.)

Top 3 tech trends impacting analytics initiatives		
24%	INTERNET OF THINGS	
21%	AI/MACHINE LEARNING	
21%	CLOUD COMPUTING	

### **COUNTRY: UNITED KINGDOM**



### **COUNTRY: UNITED KINGDOM**

When unskilled or less-data-skilled employees in your organization need to make a business decision, they are most likely to:	Top 3 app analytics a	roaches to increase adoption:
Make a gut decision without supporting data	<b>50</b> %	Analytics embedded into most popular business tools (i.e. ema SharePoint, web search, etc.)
Ask a business analyst for assistance 46% Ask IT for assistance 29% Use a self-service tool	<b>49</b> %	More intuitive, convenient tools or training
10%   Do their own research manually   2%	43%	Visual displays of analytics

### **INVESTMENTS ARE INCREASING IN ANTICIPATION OF A DATA DELUGE**

Over the next year, will your organization invest more, less or about the same in analytics?



Top 3 tech analytics ir	Top 3 tech trends impacting analytics initiatives		
23%	CLOUD COMPUTING		
<b>19</b> %	BIG DATA		
15%	INTERNET OF THINGS		

### **COUNTRY: UNITED STATES**



## **DATA-DRIVEN CULTURES ARE GETTING STUCK AT THE TOP** Which roles have access to the organization's data and analytics? 81% of executives $\bigcirc$ 81% of management teams 44% of front-line employees

### **COUNTRY: UNITED STATES**

/hen u n your (	nskilled organiza	or less-da tion nee	ata-skilled d to make a	emplo a busii
lecisior	n, they a	re most li	kely to:	
vlake a <u>c</u> 12%	jut decisi	on withou	t supporting	data
Ask a Bu 35%	siness An	alyst for as	ssistance	
Ask IT fo 44%	r assistan	ce		
Use a se 3%	lf-service	tool		
Do their 6%	own rese	arch manu	Jally	

### **INVESTMENTS ARE INCREASING IN ANTICIPATION OF A DATA DELUGE**

Over the next year, will your organization invest more, less or about the same in analytics?



### WEEN THE HAVES AND HAVE-NOTS



Top 3 tech trends impacting analytics initiatives		
23%	CLOUD COMPUTING	
16%	INTERNET OF THINGS	
16%	BIG DATA	

# ABOUT MICROSTRATEGY

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