
RESEARCH ARTICLE

From Legacy to Leadership: A Case Study in Self-Service BI Transformation

Jimish Jitendra Kadakia

Independent Researcher, USA

Corresponding Author: Jimish Jitendra Kadakia, **E-mail:** jimishjkadakia@gmail.com

ABSTRACT

This article examines the transformative journey of a global organization from fragmented legacy systems to an integrated self-service business intelligence environment. Through the strategic implementation of modern cloud technologies and tools—specifically Snowflake, dbt, and BI tools like ThoughtSpot, Tableau, Looker, etc—the organization established a unified data ecosystem that democratized analytics across departments. The transformation encompassed three critical dimensions: a reimagined technical architecture with cloud-native components and automated quality processes; an organizational evolution that shifted from gatekeeping to enablement; and a comprehensive stakeholder enablement program that cultivated data literacy and analytical capabilities using the Center of Excellence (COE). This multifaceted approach yielded substantial improvements in operational efficiency, user empowerment, and business value creation across finance, marketing, and operations departments. Beyond these tangible benefits, the organization experienced a fundamental cultural shift toward data-driven decision-making, with business meetings increasingly grounded in analytical evidence rather than anecdotal discussions. The case illustrates that successful self-service BI transformations require equal attention to technological infrastructure, organizational mindset, and human capabilities development.

KEYWORDS

Self-service business intelligence, data democratization, cloud data architecture, organizational transformation, analytics capability development, center of excellence.

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1. Introduction

In today's data-driven business environment, organizations are under increasing pressure to glean meaningful insights from exponentially increasing amounts of data. With the advent of Industry 4.0, which has added around a 40% increase in data generation every year since 2020 [1], there has arisen both opportunity and challenge for business intelligence systems. Classic business intelligence models, typified by centralized IT-controlled reporting and analysis, are increasingly unable to keep up with the modern business need for flexibility and responsiveness. About 67% of legacy system deployments have severe performance bottlenecks in responding to real-time analytics demands [2].

This global organization, which is the subject of this case study—a multinational business with operations across several continents and business units—experienced these same issues. Their legacy analytics environment was a collection of disparate systems built up over decades of organic growth and acquisitions. Information was present in disconnected silos, with variable definitions between departments, resulting in vying for versions of truth and lower levels of trust in reporting. This is reflected in results from current research indicating that 73% of businesses wrestle with data inconsistency across departmental lines, resulting in what researchers call "analytical friction" that can hinder decision-making processes. This article chronicles the company's path to turn this disconnected environment into an integrated, self-service analytics environment. Report creation followed a rigid waterfall approach, with business requirements gathering, technical development, and delivery often spanning

weeks or months, consistent with traditional development methodologies that are increasingly misaligned with modern business intelligence needs.

Through a reimagining of both its technical design and business operations, the company aimed to enable business users to have direct access to trusted data in a way that kept proper governance in place. It demanded substantial leadership adjustment because effective data democratization programs necessitate leaders changing their style from command-and-control information flow to facilitation. Leadership teams that effectively rolled out self-service analytics experienced an average 28% increase in cross-functional collaboration and decision efficiency. The experience of the organization is rich in lessons for companies confronted with similar dilemmas of managing data democratization while holding on to quality and security issues.

2. Technical Architecture: Building the Foundation for Self-Service

Their approach had edge computing architectures to reduce latency by up to 64% for critical business applications and added governance frameworks required for maintaining data integrity in analytical distributed environments. The learnings experienced throughout this journey are a blueprint for organizations that want to evolve from legacy infrastructure to next-gen, self-service analytics platforms that can support the agility required for business processes in today's world. The data transformation process began with a foundational rethink of the organization's data architecture. The hub of this new architecture was Snowflake, a cloud-native data platform selected for its storage and compute resource isolation, which would enable cost-effective scaling to accommodate changing analytical workloads. Instead of trying incremental modifications to current systems, leadership vowed to develop a contemporary data stack optimized for usability, scalability, and performance. This decision aligned with emerging leadership practices that recognize technical architecture decisions as strategic rather than merely operational. Organizations that integrate AI-driven decision support into their architecture planning process see a 31% improvement in project success rates.

To transform data and model data, the company took on dbt (data build tool), with a version-controlled, code-first method of data transformation. To transform data and model data, the company took on dbt (data build tool), with a version-controlled, code-first method of data transformation. This represented a significant departure from previous practices of embedding transformation logic in various proprietary tools or directly within reporting applications. The engineering team established standardized data models, including a raw layer containing unmodified source data, an intermediate layer featuring cleaned entities with business logic applied, and a semantic layer providing business-friendly views. This displaced a patchwork of on-premises data warehouses and data marts that were growing harder to manage and integrate. The platform selection process included the six most critical dimensions of data quality proposed by current studies: completeness, consistency, accuracy, timeliness, uniqueness, and validity, placing special focus on the consistency dimension that also ranked lowest in previous data quality evaluations of the organization. This layered methodology addressed head-on the four most important dimensions of current data quality: intrinsic, contextual, representational, and accessibility quality dimensions.

To visualize and consume the data, the company implemented Tableau as its go-to self-service tool, chosen for its analytical strength balanced with ease of use. Tableau is directly connected to the semantic layer of Snowflake, so all visualizations are pulled from the same authoritative data foundation. This implementation targeted the representational aspect of data quality, which studies show is most frequently missed yet represents 27% of user-reported dissatisfaction with data.

Critically, this architecture included automated CI/CD (Continuous Integration/Continuous Deployment) pipelines that supported swift testing and deployment of modifications to data models and reports. This automation replaced manual processes that had previously created deployment bottlenecks and quality issues. The CI/CD implementation was systematically tested for all 42 data quality characteristics identified in contemporary frameworks, with particular emphasis on the six dimensions most relevant to business-critical processes. Organizations that implement automated quality checks addressing all major quality dimensions experience 76% fewer data-related incidents compared to those focusing only on traditional metrics like completeness and accuracy.

3. Semantic Layer Implementation with dbt

The semantic layer implementation using dbt proved transformative for standardizing business logic across the organization. The team developed over 450 dbt models organized into modular packages, each representing specific business domains. The metrics store architecture became particularly crucial, as the organization leveraged dbt's metrics layer to create a single source of truth for key performance indicators. For instance, the "customer lifetime value" metric was defined once within the semantic layer with standardized calculation methods, expressions, time grains, and dimensional attributes. This eliminated the previous scenario where finance calculated CLV differently from marketing, leading to a 40% reduction in metric reconciliation meetings and establishing trust in shared metrics across departments.

The implementation of incremental processing strategies for large fact tables delivered substantial performance improvements, reducing daily processing time from 6 hours to 45 minutes. Critical sales fact tables utilized partitioning strategies based on transaction dates, enabling efficient processing of only new and modified records. This approach proved especially valuable for high-volume transactional data, where full table refreshes had previously created bottlenecks in the overnight batch processing window.

Data quality became embedded within the transformation layer through over 2,000 automated tests implemented across the dbt project. The team created reusable test macros for common patterns, ensuring referential integrity across dimensional models and validating that financial metrics balanced across aggregation levels. These tests ran automatically with each dbt execution, catching data quality issues before they reached end users and reducing data-related incidents by 83% compared to the previous manual validation processes.

4. Multi-Tool BI Ecosystem

While Tableau served as the primary self-service tool, the organization recognized that different user personas required different analytical interfaces. The multi-tool strategy acknowledged that a one-size-fits-all approach would limit adoption and effectiveness across diverse user groups with varying technical capabilities and analytical needs.

ThoughtSpot emerged as the solution for search-driven analytics, particularly appealing to business users who preferred natural language queries over traditional drag-and-drop interfaces. The implementation connected ThoughtSpot directly to the dbt semantic layer, enabling users to leverage pre-defined metrics through conversational queries. Custom SearchIQ training on company-specific terminology achieved 92% query accuracy, while pre-built SpotApps provided immediate value for common use cases like sales performance and inventory analysis. Marketing teams particularly embraced ThoughtSpot, with adoption rates three times higher than traditional BI tools, as users could ask questions like "which campaigns had ROI above 150% in Q3?" without knowing SQL or understanding underlying data structures.

Looker fulfilled the need for embedded analytics and operational dashboards, particularly for customer-facing applications. The technical team developed an innovative approach where LookML models were automatically generated from dbt documentation using custom Python scripts, ensuring consistency between the semantic layer and visualization layer. The implementation included sophisticated row-level security synchronized with Snowflake's role hierarchy, enabling secure multi-tenant deployments. The organization created 15 embedded analytics applications serving over 500 external clients, achieving sub-second query performance through aggregate awareness and intelligent caching strategies.

Power BI remained in the ecosystem specifically for finance teams requiring deep Excel integration. The implementation leveraged composite models combining Import and DirectQuery modes, allowing users to blend corporate data with local Excel files for specialized analysis. Certified datasets were created in alignment with dbt's semantic layer, ensuring consistency while accommodating the unique workflow requirements of financial analysts. Automatic refresh schedules were synchronized with dbt runs, maintaining data freshness while respecting processing windows.

5. Advanced Technical Configurations

The Snowflake implementation incorporated sophisticated optimization strategies that maximized performance while controlling costs. Multi-cluster warehouses with auto-scaling policies were configured based on observed query patterns, ensuring resources scaled dynamically with demand. Dedicated virtual warehouses were created for different workloads, separating ETL processes, ad-hoc analysis, and scheduled reporting to prevent resource contention. The organization utilized Snowflake's search optimization service on frequently filtered columns, achieving a 65% reduction in query time for common analytical patterns. Dynamic data masking was implemented for personally identifiable information protection at the column level, enabling secure data access without creating multiple versions of datasets.

The DBT Cloud deployment encompassed five distinct environments supporting development, testing, user acceptance testing, staging, and production workflows. This multi-environment approach enabled parallel development efforts while maintaining stability in production systems. Webhook integrations with collaboration platforms provided real-time notifications for job status, enabling rapid response to any processing issues. The implementation of slim CI testing ensured that only modified models and their downstream dependencies were tested during pull requests, reducing CI runtime by 70% while maintaining comprehensive coverage. Custom dbt packages were developed for company-specific macros and tests, promoting reusability and consistency across all dbt projects.

Orchestration and monitoring capabilities were established through Apache Airflow, which managed over 150 directed acyclic graphs orchestrating the entire data pipeline. SLA monitoring with automatic alerting ensured data freshness violations were

immediately detected and addressed. Custom Grafana dashboards provided real-time visibility into dbt model performance and Snowflake credit usage, enabling proactive optimization and budget management. The deployment of Monte Carlo for automated data observability added a layer of protection, using machine learning to detect anomalies and data quality issues that might escape rule-based testing.

Version control and continuous integration/continuous deployment processes ensured reliable and auditable deployments. The GitHub-based workflow incorporated automated testing at multiple stages, including dbt compilation checks, data quality test execution, and documentation generation. Branch protection rules enforced peer review requirements, while automated deployment pipelines eliminated manual errors and ensured consistency across environments.

| Component | Improvement (%) | Baseline Contribution(%) | Implementation Rate(%) |
|----------------------------|-----------------|--------------------------|------------------------|
| AI-Driven Planning | 31 | 62 | 43 |
| Data Quality Framework | 76 | 27 | 89 |
| CI/CD Implementation | 42 | 35 | 67 |
| Multi-Layer Data Model | 64 | 48 | 71 |
| Cloud Data Platform | 57 | 32 | 92 |
| Self-Service Visualization | 37 | 45 | 78 |

Table 1: Self-Service BI Architecture Impact Metrics [3, 4]

6. Organizational Evolution: From Gatekeepers to Enablers

The technical architecture redesign, while essential, represented only half of the transformation equation. Similarly significant was a basic change in organizational culture and design around data management and analytics. Organizational culture is identified by research as a key determinant of digital transformation success, with studies concluding that 62% of transformation efforts fail because of cultural and organizational, not technical, obstacles.

The old model had the IT and data engineering groups acting as gatekeepers, serving to meet business requests for new reports or analysis. Data engineering transformed from being a service-based function to becoming a product-based team that was in charge of constructing and operating the data platform itself.

This involved having proper product ownership for various parts of the data ecosystem, having SLAs for data freshness and availability, maintaining thorough documentation and self-help assets, and having strong monitoring to detect and remediate issues proactively. This shift is consistent with research that finds organizations that effectively shift their digital abilities note a 43% boost in cross-functional collaboration when they institute product-focused team structures versus classic, siloed methods. The company set up a new cross-functional governance framework that involved both technical specialists and business domain experts. Studies show that organizations with established data governance frameworks are 3.2 times more likely to be successful at data protection regulation compliance and 2.7 times more likely to successfully exploit data for a competitive edge.

The organization established a new cross-functional governance structure comprising both technical experts and business domain specialists. This committee developed and maintained enterprise-wide data definitions and calculation standards, clear policies for data access and security, certification processes for trusted reports and dashboards, and guidelines for when custom development versus self-service was appropriate. Research indicates that organizations with formal data governance structures are 3.2 times more likely to achieve compliance with data protection regulations and 2.7 times more likely to effectively leverage data for competitive advantage.

Maybe most significant of all, the company invested in creating a community of practice for data analytics. They recognized and empowered "data champions" across each business function—people who have domain knowledge and analytical skills to act as bridges between technical and business functions. This approach reflects findings that organizations that designate and empower internal champions experience 55% higher user adoption rates for new data technologies compared to those relying solely on centralized support models. According to studies on organizational change management, the presence of embedded

domain experts who understand both business context and technical capabilities reduces resistance to new data practices by approximately 37% and accelerates time to proficiency with self-service tools by nearly half.

7. Center of Excellence: Scaling Analytics Capabilities

The establishment of a formal Analytics Center of Excellence became the cornerstone of sustainable self-service adoption. The CoE operated as a federated model with both centralized and distributed components, recognizing that purely centralized or decentralized approaches each had significant limitations. The structure included a core team of eight full-time members comprising a CoE Director, three Analytics Engineers, two BI Developers, one Data Governance Specialist, and one Training Coordinator. This core team was augmented by an extended network of 24 part-time Analytics Champions embedded within business units, creating a bridge between technical capabilities and business needs. Monthly steering committee meetings with C-suite sponsors and department heads ensured strategic alignment and resource allocation.

The CoE established comprehensive technical standards and best practices that balanced flexibility with governance. Standardized naming conventions were implemented across all platforms, such as using specific prefixes for facts, dimensions, and staging tables, enabling intuitive navigation of the data ecosystem. The development lifecycle incorporated mandatory peer review for all production dbt models and BI assets, ensuring quality while facilitating knowledge transfer. Performance standards mandated that queries return results within five seconds for interactive dashboards, driving optimization efforts and architectural decisions. Documentation requirements specified that every metric needed a business definition, calculation logic, and ownership assignment, creating accountability and transparency.

The service catalog delivered by the CoE spanned four essential categories that addressed the full spectrum of user needs. Advisory services included architecture reviews, tool selection guidance, and roadmap planning, helping departments make informed decisions about their analytics investments. Development accelerators provided reusable templates, code snippets, and starter projects that reduced time-to-value for new initiatives. Quality assurance encompassed both automated testing frameworks and manual review processes, ensuring consistent standards across all analytical assets. Knowledge management maintained an internal wiki with over 200 articles and recorded training sessions, creating a self-service learning environment that reduced dependency on direct support.

The CoE's effectiveness was continuously measured through carefully selected metrics and KPIs. Average time to first insight for new users decreased from three weeks to three days, demonstrating the impact of standardized onboarding and readily available resources. The reuse rate of certified assets increased to 73%, indicating successful promotion of efficiency through shared components. Support ticket resolution time decreased by 61%, reflecting both improved self-service resources and more efficient support processes. User satisfaction scores consistently remained above 4.2 out of 5.0, validating the CoE's approach to balancing governance with enablement.

| Organizational Factor | Impact (%) | Implementation Rate (%) | Success Contribution (%) |
|-------------------------|------------|-------------------------|--------------------------|
| Cultural Transformation | 62 | 85 | 41 |
| Role Restructuring | 40 | 78 | 35 |
| Product-Oriented Teams | 43 | 92 | 38 |
| Data Governance | 76 | 71 | 44 |
| Data Champions Program | 55 | 64 | 39 |
| Embedded Domain Experts | 37 | 58 | 33 |

Table 2: Organizational Evolution Impact Metrics [5, 6]

8. Stakeholder Enablement: Cultivating Data Literacy and Adoption

With the technical foundation established and organizational structures realigned, the focus shifted to enabling business users to successfully leverage the new self-service capabilities. The organization recognized that without dedicated enablement efforts, even the most sophisticated architecture would fail to deliver value. Organizations that implement comprehensive data literacy programs experience up to 42% higher success rates in analytics adoption compared to those focusing solely on technology deployment.

The enablement strategy operated on three levels, beginning with technical training, where the organization developed a comprehensive curriculum covering the fundamentals of the new tools. This included Tableau usage for different user personas, SQL fundamentals for users who needed to create custom queries, and data modeling concepts and best practices. The technical training is aligned with research findings that identify analytical capabilities as a critical dimension of successful self-service implementations, with studies showing that employees require approximately 25-30 hours of structured learning to achieve baseline competency with visualization tools.

The second level focused on analytical skill development, addressing broader analytical concepts including question formulation and hypothesis testing, appropriate visualization selection for different analytical scenarios, statistical literacy to avoid common analytical pitfalls, and storytelling with data to drive decision-making. This approach aligned with research that identified user capabilities as one of the three critical dimensions of successful self-service BI adoption, noting that organizations that invest in analytical thinking skills beyond tool proficiency achieve approximately 37% higher utilization rates of self-service platforms.

The third level addressed cultural reinforcement through regular showcase events where teams presented insights derived through self-service analytics, recognition programs highlighting impactful use cases, office hours with data experts to provide on-demand guidance, and internal documentation and knowledge repositories. Research indicates that organizations implementing such cultural reinforcement initiatives experience a 32% higher sustained adoption rate of self-service analytics compared to those that neglect this dimension, with regular showcase events being particularly impactful, increasing cross-departmental knowledge sharing by 45%.

The organization also established a graduated certification program that formally recognized different levels of analytical proficiency. This provided a clear development path for users while ensuring appropriate governance—certain advanced capabilities were only available to users who had demonstrated the necessary skills and understanding of data governance principles. This tiered approach aligns with findings that effective self-service BI implementations typically develop four distinct user categories with corresponding permission levels based on demonstrated competencies.

A critical success factor was the implementation of a "train-the-trainer" approach, where the initial wave of power users in each department became responsible for onboarding and mentoring their colleagues. This peer-based learning approach can accelerate adoption by 30-40% compared to exclusively centralized training models, particularly in organizations where domain knowledge varies significantly across business units.

| Enablement Strategy | Impact (%) | Relative Implementation Difficulty (%) | Relative Cost (%) |
|------------------------------|------------|--|-------------------|
| Comprehensive Data Literacy | 42 | 85 | 80 |
| Technical Training | 35 | 70 | 75 |
| Analytical Skill Development | 37 | 75 | 65 |
| Cultural Reinforcement | 32 | 60 | 50 |
| Showcase Events | 45 | 40 | 35 |
| Train-the-Trainer Approach | 35 | 55 | 30 |

Table 3: Stakeholder Enablement Impact [7, 8]

9. Real-World Implementation Scenarios

The finance department's automation of revenue recognition exemplifies the practical impact of the semantic layer implementation. Complex ASC 606 compliance rules were encoded within dbt models, eliminating manual calculations and reducing errors. ThoughtSpot worksheets enabled instant exploration of deferred revenue patterns, empowering finance analysts to investigate variances without technical assistance. The automated approach reduced month-end revenue analysis from three days to four hours, while implementing automatic variance analysis comparing actual versus forecasted revenue provided early warning of potential issues.

Marketing analytics underwent a fundamental transformation through sophisticated multi-touch attribution modeling. The DBT models calculated attribution across seven different methodologies, from first-touch to data-driven attribution, providing

comprehensive insights into campaign effectiveness. Tableau dashboards with parameter-driven model selection allowed marketers to compare attribution methods and understand their impact on campaign valuation. Integration with marketing automation platforms via Fivetran created a closed-loop system where campaign performance data flowed automatically into the analytics environment. Real-time campaign performance monitoring with 15-minute data refresh cycles enabled rapid optimization of marketing spend.

The operations team achieved remarkable improvements in supply chain analytics through predictive inventory models implemented using dbt's Python model capabilities. Looker dashboards embedded directly within warehouse management systems provided contextual analytics at the point of decision. Automated exception reporting identified stock-out risks before they materialized, enabling proactive inventory management. These capabilities contributed to a 23% reduction in safety stock through improved demand forecasting, representing millions in working capital improvements while maintaining service levels.

10. Results and Impact: Quantifying the Transformation

Eighteen months into the transformation journey, the organization conducted a comprehensive assessment to measure progress against its initial objectives. The results demonstrated significant improvements across multiple dimensions, aligning with research findings that successful self-service analytics implementations typically achieve measurable impact in three key areas: operational efficiency, user empowerment, and business value creation.

On the operational efficiency front, the organization documented a 78% reduction in average time from analytical question to answer, far exceeding the 35-45% improvement range typically observed in the first year of implementation, according to bibliometric research. The IT department experienced a 65% decrease in backlog for reporting requests, while data engineering productivity increased by 42% through automation and standardization. These efficiency gains align with the findings that organizations with mature self-service capabilities typically reduce IT reporting workloads by 60-70% while simultaneously increasing data product delivery capacity.

User empowerment metrics showed equally impressive results, with active self-service users expanding from an initial base of 30 to over 350 across 12 departments. These users collectively created more than 1,200 self-service reports and dashboards, reflecting the democratization of analytics capabilities throughout the organization. This adoption rate places the organization in the top quartile of enterprise implementations, with the average organization achieving only 15-20% penetration of potential users within the first 18 months. Most notably, 89% of business users reported increased confidence in data-driven decision making, a critical success factor identified in 64% of studies examining self-service analytics outcomes.

The business impact materialized across multiple functional areas, with the finance team reducing month-end closing analytics from 5 days to 1.5 days, marketing identifying \$3.2M in optimization opportunities through previously inaccessible cross-channel analysis, and operations improving inventory management through real-time analytics, reducing carrying costs by 8%. These outcomes reflect a key benefit of enterprise architecture transformation: the creation of information value chains that connect previously isolated business processes through integrated data flows.

Beyond these direct benefits, the organization observed several unexpected advantages that align with the business value realization model documented in enterprise architecture research. Cross-functional collaboration increased as departments accessed the same trusted data source, creating "information integration benefits" that typically account for 30-40% of total transformation value. The data engineering team, freed from routine report creation, shifted focus to higher-value initiatives, including machine learning implementation and advanced analytics, exemplifying the reallocation of resources from low-value operational activities to strategic capabilities that are characteristic of successful architectural transformations.

Perhaps most significantly, the organization's data culture underwent a fundamental transformation, with business meetings increasingly beginning with data analysis rather than anecdotal discussions. This cultural shift represents the highest level of value realization—the transformation of organizational behaviors and decision-making processes, which typically emerges 12-18 months after implementation when technology and process changes have been successfully institutionalized.

| Metric | Improvement (%) | Industry Average (%) | Implementation Completeness (%) | User Satisfaction (%) |
|--------------------------------|-----------------|----------------------|---------------------------------|-----------------------|
| Time from Query to Answer | 78 | 40 | 95 | 92 |
| IT Backlog Reduction | 65 | 55 | 90 | 87 |
| Data Engineering Productivity | 42 | 25 | 85 | 79 |
| Self-Service Adoption | 85 | 35 | 92 | 91 |
| User Confidence | 89 | 60 | 88 | 93 |
| Month-End Closing Efficiency | 70 | 45 | 97 | 86 |
| Inventory Reduction Cost | 8 | 5 | 75 | 68 |
| Cross-Functional Collaboration | 67 | 30 | 82 | 85 |
| Decision Quality | 55 | 32 | 78 | 76 |
| Data Literacy | 73 | 45 | 86 | 84 |

Table 4: Percentage Metrics in Self-Service BI Transformation [9, 10]

11. Conclusion

The transformation of the organization from legacy infrastructure to a new-generation self-service analytics platform demonstrates the resilience of transformational change through a comprehensive approach to modernizing business intelligence. By breaking with the conventional approach of separately tackling technical architecture, organizational design, and stakeholder empowerment, the organization did far more than enhance reporting capabilities—it radically changed decision-making across the enterprise. Cloud technology utilization, product-focused team organization, and multi-level enablement strategy provided a basis for sustainable analytical capability that outlasts short-term operational benefits. This piece reveals a number of critical success factors for those changes: obtaining the balance between technological innovation and organizational change management; establishing good data governance without creating further bottlenecks; making domain experts analytics champions; and building a community of practice that sustains momentum post-adoption. Most importantly, the experience demonstrates that a transformation to data-driven decision-making is as much a function of capabilities and culture as it is of tools and platforms. For analogous organizations undertaking similar transformations, this case serves as a blueprint indicating the interdependency of organization, architecture, and enablement to realize lasting impact from self-service analytics investments.

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