



Experian: Transforming the Marketing Landscape with Cloudera

KEY HIGHLIGHTS

INDUSTRY
Digital Marketing

LOCATION
Schaumburg, IL, USA

BUSINESS APPLICATIONS SUPPORTED

- ▶ Matching engine for COIR engine, facilitating a holistic and current view of consumers

IMPACT

- ▶ 50x performance gains
- ▶ Processing 500% more matches per day
- ▶ Deployment in < 6 months

Company Overview

With 15,000+ employees and annual revenues exceeding \$4 billion (USD), Experian is a global leader in credit reporting and marketing services. The company is comprised of four main business units: Credit Information Services, Decision Analytics, Business Information Services, and Marketing Services.

Experian Marketing Services (EMS) helps marketers connect with customers through relevant communications across a variety of channels, driven by advanced analytics on an extensive database of geographic, demographic, and lifestyle data.

Business Challenges Before Cloudera

EMS has built its business on the effective collection, analysis and use of data. As Jeff Hassener, VP of product strategy for EMS explained, "Experian has handled large amounts of data for a very long time: who consumers are, how they're connected, how they interact. We've done this over billions and quadrillions of records over time. But with the proliferation of channels and information that are now flowing into client organizations — social media likes, web interactions, email responses — that data has gotten so large that it's maxed the capacity of older systems. We needed to leap forward in our processing ability. We wanted to process data orders of magnitude faster so we could react to tomorrow's consumer."

In the past, it was normal to send customer database updates to clients once monthly for campaign adjustments, allowing Experian to process large volumes of data through a number of diverse platforms, mostly mainframe based. "We weren't required to provide data in real time. We weren't required to provide the level of volume in terms of the growth rates we've seen from our storage and our data. It's been a total paradigm shift that compelled us to look at other solutions," explained Emad Georgy, CTO for Experian Marketing Services.

Today's consumers leave a digital trail of behaviors and preferences for marketers to leverage so they can enhance the customer experience. Experian's clients have started asking for more frequent updates on consumers' latest purchasing behaviors, online browsing patterns and social media activity so they can respond in real time. "We serve many of the top retail companies in the world, and they're increasingly looking for a single, integrated view of their customer," noted Georgy. "If a customer is walking into a store in Burlington, MA, is that same customer now liking the company on Facebook? Are they tweeting? We're looking for an integrated view of who that person is so we can determine how to message them in the right way."

Case Study Experian

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