



tom.aitken@ignitedata.com.au



+64 27 2857378



## PROFILE:

Ignite Data Solutions is a business analytics consultancy, focused on creating visibility across data sources, and using data to increase profitability and efficiency.

Ignite Data Solutions has a unique and engaged culture, developed over the last six years of high growth and subsequent delivery of successful projects.

With a diverse group of excellent Data Scientists, Data Engineers, Data Architects, and Business Intelligence Specialists, we can provide on site consulting to supplement your existing team through to designing, developing, delivering, and managing an end-to-end enterprise scale solution.

Ignite Data Solutions has a demonstrable track record with clients across a broad range of industries including Utilities, Agribusiness, FMCG, Engineering, Mining and Legal Services across Australia, New Zealand and North America.

We have a customer satisfaction score of 90% and an NPS of +82. Our team believes that the best results come when data enables people. We lead with a commercial mindset to build and manage high quality data solutions that are easy to use.

Our people are highly qualified, passionate data experts. They work across the whole project from day one, ensuring that our solutions are focused on business outcomes and are accessible to the end user. We combine these great people with a blend of industry standard and experience-generated methodologies. Importantly, we ensure that the end user is engaged from day one – so that we create real solutions that can and will be used by our client.

## RECENT EXPERIENCE:

### ZEN ENERGY

**Solutions:** Data Strategy, Data Architecture, Business Intelligence, Data Science, Platform Build and Management

(2017 – Present)

ZEN Energy was founded in South Australia in 2004 as a supplier of renewable energy systems to homes and businesses. They have since installed more than 30,000 energy systems across Australia. ZEN counts renewable energy leaders like the CSIRO and the South Australian Government as clients. ZEN has partnered with many large-scale renewable energy projects to supply these customers and continues to develop opportunities as their renewable energy requirements grow.

### Results:

Designed and created the data environment, logic, and enabled the core forecasting capability which is key to the success of the ZEN business. Ignite Data Solutions determined, designed, and built all the data pipelines. These are the inputs that enable the ZEN team to interrogate the business and determine alternative scenarios. These come from AEMO, weather feeds, date events such as school holidays as well as internal systems used by sales, operations, and finance teams.



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## BALLANCE AGRI-NUTRIENTS

**Solutions:** Data Science, Data Architecture, Business Intelligence, Platform Build, Artificial Intelligence

(March 2018 –2019, 2021)

New Zealand co-operative, Ballance leads the way in creating the best soil and feed on earth. With a full range of science-based nutrient products, services, and tailored advice, they focus on delivering improved productivity while minimising their customers' environmental footprint. They provide award-winning online farm systems and supply products to a range of industrial businesses.

**Results:**

1. Improved sales productivity through development of automated fertiliser recommendation engine, delivering an ~9% productivity gain to the sales front line.
2. Improved customer retention by predicting customers at risk of churn and enabling targeted retention programs ~\$3M p.a. margin improvements.
3. Developed pricing optimisation tool targeting ~2M p.a. annual net margin growth through new business.
4. Analytics at scale architecture - fully integrated into core and customer facing digital platforms.

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## GHD

**Solutions:** Data Engineering, Data Architecture, Business Intelligence

(2020-PRESENT)

GHD is a global professional services company delivering engineering, construction, and architectural expertise. Established in 1928, they remain wholly owned by their people. They are a 10,000+ team spanning over 200 offices, across five continents – Asia, Australia, Europe, North and South America, and the Pacific region.

**Results:**

Designed, developed, and delivered dashboard to present total cost of risk to the business. GHD has realised substantial efficiencies and savings through improving the visibility of the risk associated with projects and reducing the time taken to capture critical project data each month. GHD now has an informed view of the effectiveness of risk controls and how they should design them moving forwards. They are better able to understand their loss records, enabling informed discussions with insurers and significantly more constructive negotiations.



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## SKILLS:

*"We have benefitted from their structured, yet nimble approach, and strong technical expertise."*

Chris Smyth, General Manager, Data and Analytics, ZEN Energy

Our deeply experienced team brings exceptional management and leadership skills to deliver work on time, within budget, often exceeding client expectations. Engaging all our team in the whole project, and including our clients, delivers a unique, cohesive and holistic approach to all data projects.

- AWS, AZURE, DATA BRICKS, POWER BI, SAP
- DATA STRATEGY - Identifying the commercial opportunities that lie in data, and outlining the plan to realise these opportunities.
- DATA ARCHITECTURE - Describing how data is collected, stored, transformed, distributed, and consumed, both economically and securely.
- BUSINESS INTELLIGENCE - Visualising current and historical data to measure business performance, enabling both real-time, and strategic, adjustments to the business plan.
- DATA SCIENCE - Using statistical analysis, machine learning, and algorithms, to reveal unknown patterns, draw new conclusions, and predict future outcomes.
- ARTIFICIAL INTELLIGENCE - Simulating human intelligence through data-powered solutions that streamline business processes and enable new business models.
- PLATFORM BUILD & MANAGE - Design, build, and optimise, the "plumbing" aspects of data assets to enable the confidence required to drive real business returns.

## VOLUNTEER WORK:

- Industry Mentors program for the Industry Experience Studio Project at Melbourne's leading Monash University.

## EDUCATION:

- A broad and extensive education across a diverse range of specialisations.
- 8 master's degrees across Physics, Astronomy and Astrophysics, Science & Engineering, Data Science, Analytics and Information Technology.
- 14 bachelor's degrees across Finance, Accounting, Science, Computer Science, Technology, Agricultural Engineering, Commerce, Law and Business Science, Commerce in Agriculture.
- Earned from universities ranging from the UK, to Iran, to China, Australia, and New Zealand.

## REFERENCES:

Available on request