



Framework Garage Consulting



*Make Data-Informed Decisions Toward Business
Growth*



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Hi there



I am Anirudh Kuthiala, the sole architect and driving force behind Framework Garage Consulting. My expertise lies in architecting and optimizing analytics strategies, so the role of data moves beyond mere storage and dashboards. At the core of my approach is the belief that the true power of data is in its capacity to inform and drive decisions toward business growth.

With over 14 years of experience in analytics, I help C-suite executives and senior decision-makers transform their current analytics teams from reactive and primarily dashboard generating units into proactive, strategic assets, fostering a sustainable data-informed decision-making culture.

At Framework Garage Consulting, you get more than just analytics solutions; you receive the dedicated attention and tailored expertise of a seasoned professional committed to your success. My journey has spanned diverse global markets, equipping me with a unique perspective that I bring to every client engagement. Whether it's enhancing operational efficiency, integrating AI, or advancing analytics maturity, my goal is to make your data work for you, fostering a data-informed decision-making culture that drives tangible business growth.

In this independent venture, my focus is not just on delivering analytics; it's about building partnerships, understanding your unique challenges, and crafting bespoke solutions that align with your strategic objectives.

Welcome to a consultancy where your success is pursued relentlessly, and every solution is crafted with a personal touch.

A stylized, handwritten signature in white ink, appearing to read 'Ani'.

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Navigating Through Your Analytics Challenges



At Framework Garage Consulting, I understand the complexities and hurdles that businesses face in their analytics journey. My approach is tailored to address these common yet critical challenges:

- **Misaligned Dashboards:** Often, dashboards do not reflect the actual business questions needing answers, leading to a necessity for analyst participation at each query.
- **Time-Consuming KPI Analysis:** Analyzing the movements in Key Performance Indicators (KPIs) can be laborious, hindering timely decision-making.
- **Reactive Analytics Teams:** Many organizations struggle with analytics teams that are predominantly reactive and focused on report generation, rather than being proactively plugged in during ideation stages and identifying solutions to the most pressing problems.
- **Lack of a Data-Informed Culture:** Establishing a culture where decisions are routinely backed by data is a significant challenge for many businesses.
- **High Attrition in Analytics Teams:** Recruiting and retaining skilled analytics personnel is a persistent issue, impacting the consistency and quality of analytics work.
- **Weak Business Intelligence Infrastructure:** An underdeveloped BI infrastructure is the top barrier to moving beyond basic reporting and descriptive analytics.
- **Outdated Forecasting Methods:** Traditional forecasting techniques may not accurately predict future trends and outcomes.
- **Underutilized Customer Contact Data:** The difficulty in connecting customer service data with the broader customer value proposition can lead to missed opportunities for enhancing customer experience, loyalty, and repeat purchases.
- **KPI-North Star Disconnect:** A frequent disconnect between KPIs and overarching business objectives can lead to misaligned and expensive efforts and strategies.
- **Integrating Generative AI:** Effectively incorporating Generative AI into analytics operations and outputs remains a complex, yet essential, frontier for many organizations.

These challenges can hinder true data-driven decision-making and business growth. At Framework Garage Consulting, I turn these obstacles into opportunities for strategic and operational advancement.

Framework Garage Consulting: Is it a Match for Your Business?



At Framework Garage Consulting, my services are tailored to meet the needs of a diverse range of clients who seek to leverage analytics for strategic business growth. Here are the client profiles I cater to:

Industries: E-Commerce, SaaS, Services, and BPO



CEO, CTO, CFO, COO, CCO, CIO, CDAO, and CRO

Objective: Eager to transform their data into strategic business assets, these clients seek to enhance decision-making processes. They aim to foster a data-driven culture and plan to incorporate Generative AI, a move expected to revolutionize analytics by boosting productivity, enhancing output quality, and expediting outcomes.

VPs and Directors in Customer Service Operations and Product Teams

Objective: Committed to integrating customer contact, feedback, usage research, and self-help data into customer value propositions. They want to approach analytics to drive product innovation, prioritize feature implementation, and enhance customer experience..



B2B and B2C Businesses Seeking Analytics Maturity

Objective: Aiming to optimize and strengthen their Business Intelligence infrastructure to advance from basic data reporting to predictive and prescriptive analytics capabilities.

By understanding the unique needs and goals of each client segment, Framework Garage Consulting offers personalized solutions that transform analytics challenges into strategic wins. If you see yourself in any of these profiles, let's explore how I can drive your business growth.

Achieve Measurable Business Impact with Analytics



At Framework Garage Consulting, my extensive analytics experience is the foundation for delivering measurable business transformations. Here's a glimpse into how my skills benefited others.



Cultural Transformation towards Data-Driven Decision Making

Implemented a dynamic idea assessment framework, empowering data-driven decision-making in three key areas: Idea impact estimation on the North Star, investment viability for prioritization, and resource allocation for launched projects. This effectively dispelled any guesswork involved in allocating resources.

Proactive Analytics Operating Strategy

Fostered a curiosity-driven lab environment in analytics teams, shifting the focus from reactive to proactive operating strategy. Achieved a **62% success rate** in scaling prototypes to global production within a year, while cultivating a culture of critical & strategic thinking, and data-informed decision-making.

Increased Operational Efficiency

Implemented an anomaly detection feature to address excessive time spent browsing dashboards during movements in KPIs, resulting in an **80% reduction** in browsing time and freeing up bandwidth for root cause investigation.

Optimized Business Intelligence Infrastructure

Streamlined BI infrastructure to provide decision-makers with immediate answers to routine questions, deployed real-time analytics, and established early warning systems. It resulted in an **85% boost** in agent productivity, cut insight-to-action time **from 9 hours to under 30 minutes**, and saved **over \$2 million** in operational cost.



Advanced Analytics Maturity

Shifted forecasting to ML-powered techniques, boosting accuracy by **25%**. Developed a **72%** accurate detractor prediction model, advancing analytics to predictive and prescriptive levels, and integrated NLP in Customer Service Analytics.

Boosted Revenue Growth

Analyzed underperforming user behavior cohorts for Conversion Rate to pinpoint areas for optimizing the landing experience, unlocking an **incremental \$5.5 million** increase in bookings.

My Process



At Framework Garage Consulting, my approach is anchored in a four-stage engagement process, each step meticulously designed to transition your analytics from a supportive role to a strategic asset. Here's how I guide your journey to data-driven growth:

1 Comprehensive Evaluation

Objective: Conduct a thorough assessment of your current analytics landscape and data literacy. Interview stakeholders to identify key pain points, unaddressed questions, and the potential growth opportunities that lie in unlocking data-driven answers.

Benefit: Discover critical, yet unanswered questions hindered by your current analytics capabilities, gaining insights into decision-making areas that are restricting business growth. This process enables us to identify and prioritize key areas for both short and long-term improvement and strategic action.

2 Recommendations

Objective: Craft a tailored roadmap to elevate your analytics maturity, aligning with your resources and targeting key business growth areas. This roadmap will link solutions to measurable ROI, offering a clear path to address the opportunity areas identified earlier.

Benefit: This approach ensures a well-aligned analytics strategy, where every recommendation is tied to measurable value-add. It enables a clear understanding of the ROI from your data investments and aligns with your organizational resources and goals.

3 Implementation and Change Management

Objective: Guide and support the execution of the analytics strategy roadmap. This stage involves close collaboration with your team to apply the strategic recommendations in practice. Emphasize hands-on support in integrating new processes and frameworks to realize the strategic vision.

Benefit: This stage brings your analytics strategy to life, ensuring that the roadmap is not just a plan but an actionable and evolving aspect of your business. Clients benefit from seeing tangible improvements in their analytics capabilities, leading to enhanced data-driven decision-making and measurable business impact.

4 Recommendations

Objective: Develop a comprehensive playbook that empowers your analytics team to independently drive ongoing business growth through data. This blueprint will serve as a dynamic guide, outlining frameworks, continuous learning processes, and strategies for leveraging data for long-term growth.

Benefit: By equipping your team with this blueprint, I will ensure sustained analytics excellence within your organization. It fosters a culture of continuous improvement and data-driven innovation, enabling your team to adapt and evolve with the ever-changing business landscape.

Why Choose Framework Garage Consulting?



Seasoned Analytics Expert

With a 14-year analytics career progressing from analyst to Director, I've successfully implemented ROI-driven analytics strategies with clear links to business-relevant KPIs, including dollar values and cost savings.

Framework-Driven Solutions

In addressing recurring problems, I've crafted and applied frameworks within the analytics lifecycle, ensuring that analytics investments are prioritized based on their impact, and establishing the foundations for effective and scalable BI infrastructures.

Customer Journey Acumen

With a comprehensive background in customer support, product development, sales, and marketing, I understand customer journeys well. This expertise, coupled with my familiarity with popular CRMs and ETL/ELT processes, enables me to integrate data from every touchpoint, guiding organizational decisions and breaking down silos.

Strategic Analytics Leadership

I have been an analytics leader for over 9 years and have designed and implemented detailed analytics strategies that informs decision-making across all levels. By establishing Analytics Centers of Excellence, I have raised analytics maturity from basic reporting to advanced diagnostic, predictive, and prescriptive stages firmly connecting analytics work to measurable business impacts. My approach consistently promotes proactive, strategic, and critical thinking within teams, positioning analytics teams as essential strategic partners.

Decision-Centric Approach

I prioritize a decision-maker's viewpoint in my work. It's crucial to discern the queries business leaders need answered through analytics, the decisions these insights will drive, and their potential impact on business growth. My solutions and strategies are consistently aligned with fostering a data-informed decision-making culture.

Getting Started



1

Discovery Call

Initiate our partnership with a comprehensive discovery call, where I delve into your unique challenges and objectives, and explore how my expertise can add value to your analytics endeavors. You can schedule it [here](#).

2

Proposal

I'll craft a customized proposal that details our shared objectives, the measures of success, my strategic approach to your specific challenges, the value I bring to your business, and a transparent cost structure.

3

Implementation

Execute the planned strategy ensuring that the objectives outlined in the proposal are achieved effectively and efficiently.

4

Results

We will review and assess the implemented strategies against the measures of success and effectiveness defined in the proposal, highlighting the capabilities enhanced and the impact accomplished.

5

Disengage

Conclude our engagement by equipping you with a custom data-driven growth blueprint, designed to empower your team to continue driving value and innovation autonomously, securing long-term, sustainable growth.

Get in Touch



At Framework Garage Consulting, my dedication to transforming your analytics capabilities doesn't end with a project – it's an enduring commitment to your growth, innovation, and strategic triumphs. I will leave your team empowered, your analytics matured, and your decisions data-driven.



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Schedule a meeting today
[start here](#)

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