



ANALYTIC
VIZION



Empowering a Data-Driven Transformation with Sigma

When Foley Products Company needed to modernize their reporting and eliminate manual, siloed processes, they turned to Analytic Vizion to transform their data environment with Sigma, Snowflake, and dbt. The result: real-time insights, empowered teams, and a scalable analytics foundation built for private equity speed and operational agility.

“*The difference between a vendor and a partner is huge. One gives you a fish; the other teaches you how to fish—and that’s what Analytic Vizion did. I wish we had started with them from day one.*”

IAN CRABTREE
Foley Products Company



THE CHALLENGE

Foley Products Company, a leader in precast and reinforced concrete products, faced outdated and labor-intensive reporting processes—built around PDFs, Crystal Reports, and Excel.

When a private equity firm entered as a minority stakeholder, expectations for speed, data transparency, and digital access rose sharply at Foley.

Reports were siloed and difficult to distribute, requiring manual lift across departments. Stakeholders lacked visibility, and teams were bogged down in redundant tasks. The business needed a scalable, real-time analytics solution—fast.

TOOLS & TECHNOLOGY

- Snowflake: Central cloud data platform, enabling fast, secure access to unified data
- dbt: Structured and version-controlled data models to standardize KPIs and metrics
- Sigma Computing: Key interface for users—providing Excel-like usability with modern BI power. Sigma’s live connection to Snowflake allows real-time dashboards and data exploration without the need for SQL skills

OUR APPROACH

After a less-than-transformational experience with a prior system integrator, Foley Products turned to Analytic Vizion to reimagine its data journey. Foley’s technical foundation included Snowflake for cloud warehousing, dbt for data transformation, and Sigma for business intelligence. While the previous vendor had implemented the infrastructure, they left the internal team unprepared to sustain or scale the solution.

Analytic Vizion approached the engagement with a fundamentally different philosophy: people-first enablement, strategic clarity, and iterative collaboration.

- Worked within Foley’s existing stack: Snowflake, dbt, and Sigma
- Designed a roadmap aligned with both business goals and PE timelines
- Focused on adoption by empowering internal users not just delivering assets
- Prioritized quick wins to build trust and momentum

THE RESULTS

Reporting timelines collapsed, manual data work disappeared and the business began making more strategic decisions fueled by integrated, real-time insights.

- Reduced manual work: A key FP&A analyst reclaimed an hour per day previously spent compiling reports
- Faster decisions: Real-time insights across departments replaced static PDFs
- Empowered teams: Analysts now build and modify their own Sigma reports
- Strategic uplift: Talent is being used to solve business problems—not formatting spreadsheets

By leaning into Sigma, we bridged the gap between Excel comfort and advanced analytics—making adoption seamless and impactful.

