Company Overview

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Who we are

Crozier Scott ltd; a CTO-level data and analytics & AI consultancy

Experience that matters:

- 30+ years of technology leadership (CIO / CTO, Chief Digital Officer, Digital Director)
- 10 years building data platforms in AWS and Snowflake
- 6 years working with dbt

We've seen what works, what doesn't, and what scales

What we do

- Help organisations turn strong data foundations into insight-driven products
- Bridge strategic vision with hands-on platform delivery
- Senior people, practical delivery — no juniors learning on your project

We turn data into decisions and data products into competitive advantage

Why we're a good fit

Stack alignment
- Deep expertise in Snowflake, dbt, AWS, Power BI, Tableau and various cloud native / open-source data integration tools

Stage alignment
- You've built the foundation; the next challenge is scale, insight, and reach

Model alignment
- Comfortable working alongside other suppliers, adding capability without disruption

We deliver outcomes, not just technical tasks

What we do - Data analytics focus

Advanced Analytics & Data Products
- Turn data into forward-looking insights and user-facing tools

Multi-Territory Platform Design
- Architecture and operating models for international scale

AI & Forecasting
- Predictive models, automation, augmented decision-making

Strategic Review & Roadmap
- Validate what's working, define what's next

We work with you, not around you – and we leave you stronger than we found you

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Technology stack

Your stack:

- Snowflake (data warehouse)

- AWS (cloud infrastructure)

- dbt (transformation)

- Quicksight (visualisation)

- Fivetran (ingestion)

Strong alignment across your stack - Snowflake, AWS, dbt, plus Python, Power BI, Tableau, NLP/ML, AI automation. For Quicksight: we'd bring in specialist resource if needed.

We don't just advise, we build and deliver

How we work

Outcome-focused
- Epics and stories tied to business outcomes, not just technical deliverables

Agile cadence
- Sprints, definition of done, continuous delivery

Embedded partnership
- Hands-on delivery, knowledge transfer built in

Multi-supplier ready
- Experience in environments where collaboration is essential
  We complement & challenge, but don't compete

From strategy to delivery, we help you build what matters faster

Case study - TrustMark

Who - Government-backed national quality scheme for home improvement sector

Pain points - Legacy BI, No Analytics, Manual Assurance processes, no predictive capability, scaling challenges

What we did- Built AWS/Snowflake data platform end-to-end; automated assurance workflows; integrated AI-driven Risk Prediction Engine, and ML models natively built in Snowpark

Outcome - Real-time insights, reduced manual effort, predictive risk identification, automated scaling of assurance workflows, Identification of fraud

Relevance to BA - Platform build, Snowflake, AI integration, ongoing support

Tech - Snowflake, dbt, AWS, Python, Power BI

"Crozier Scott didn't just give us better data, they transformed how we operate. What was once a slow, manual auditing process is now automated and insight-driven. Their Risk Prediction Engine helps us spot issues before they escalate. We're not just more efficient, we're smarter, faster, and more effective." Phil Vaughan, CTO

Case study - Impower

Who - Management consultancy specialising in local government transformation

Pain - Needed benchmarking data product, lacked platform to aggregate multi-source data at scale

What we did – Built an NLP-based customer listening tool used in analysis of citizen feedback and social worker case notes; Built Data Analytics platform and 'Indexes' benchmarking product (Complex aggregation of public and API-sourced data into a metric store)

Outcome - Analysts access insights through Snowflake and Power BI; productised data offering that drives customer acquisition

Relevance to BA - Multi-source data integration, data products, analyst-facing tools

Tech - Snowflake, Power BI, Python, APIs

"We came to Crozier Scott needing a way to better understand resident sentiment. What we got was a strategic listening platform that reshaped how we advise councils. Their NLP-based solution gave us real-time insight and cut out our reliance on disjointed tools. It's now core to how we deliver impact." Paul Henry, CIO

Case study - Abbott World Marathon Majors

Who - Global organisation uniting seven major marathons (Tokyo, Boston, London, Sydney, Berlin, Chicago, New York), and aggregating results for 400 marathons to create global rankings

Pain points - Failure with incumbent supplier, no CRM or actionable audience data in marketing activity, no monetisation of runner audience

What we did - Full lifecycle - ingestion, modelling, analytics, CRM automation, digital products

Outcome - Unified data view, data-driven decision making, new commercial propositions for runner audience & sponsors, helped them to double their revenue

Relevance to BA - Scaling a data platform, multi-market complexity, data monetisation

Tech - CRM, data platform, custom development

"*Crozier Scott brought a level of strategic clarity we hadn't seen before. They didn't just fix our CRM - they helped us reimagine how we connect with runners globally. From the Age Group Rankings to our 6 Star Journey, everything is now underpinned by solid data and sca lable platforms.*"
Danny Coyle, COO

Where we see potential value

European Dashboard (multi-market)
> → Multi-territory architecture, cross-market analytics design

AI adoption (analyst augmentation)
> → Predictive models, automated insights, recommendation engines

Building internal capability
> → Knowledge transfer, embedded delivery, clear documentation

AWS Platform Management
> → AWS Solution architect services, Well architected review, IaC approach with Terraform

We're ready to pitch for specific work packages when you're ready to share more details