

Quest Analytics

Introduction

This case study of Quest Analytics is based on an August 2020 survey of Pragmatic Institute customers by TechValidate, a 3rd-party research service.



“Now I have an understanding of the market framework that can establish consistency within our org.”

Challenges

- They chose Pragmatic Institute for the following reasons:
 - Increase strategic focus
 - Gain clarity in roles and responsibilities
 - Align with internal departments
- Experienced the following challenges with the corresponding frequency:
 - delays in product launches: somewhat often
 - roadmaps that were guided by opinions and not market facts: extremely often
 - delivered features that weren't being used by customers: very often
 - important features that were dropped from each new release: uncommon
 - revenue goals that were not being hit: uncommon
 - deals that were being heavily discounted: uncommon

Use Case

The key features and functionalities of Pragmatic Institute that the surveyed company uses:

- Employees have taken training classes in the following areas:
 - Foundations
 - Focus
- Had the following groups attend the Pragmatic Institute training:
 - Product management leadership

Results

The surveyed company achieved the following results with Pragmatic Institute:

- Has been able to realize the following benefits by taking the courses:
 - Gain a better understanding of product roles within their organization
 - Increase executive support for product efforts
 - Increased confidence in the roadmap
 - Better align with internal teams
- Estimates their level of improvement to be as follows for each of the corresponding areas since taking Pragmatic Institute training:

Company Profile

Company:
Quest Analytics

Company Size:
Small Business

Industry:
Computer Software

About Pragmatic Institute

Pragmatic Institute is committed to providing great education to product leaders, business professionals and data scientists. Become market- and data-driven, and enhance your products, your business and your career with Pragmatic Institute.

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