



Data Engineering? Social Engineering!

From Chaos to Collaboration



Agenda

- Your Speakers
- Pilatus: Fact & figures
- The Challenge
- The Framework
- People & Technology
- Learnings & Key Benefits
- Questions & Answers

Your speakers



Cloud Data Engineer

AWS Solutions Architect certified
Experience in Digital Transformation



Head of Data & Analytics

Digital & Agile Transformation
Organizational Development

The Swiss Aircraft Pioneer



1939
founded

86
years

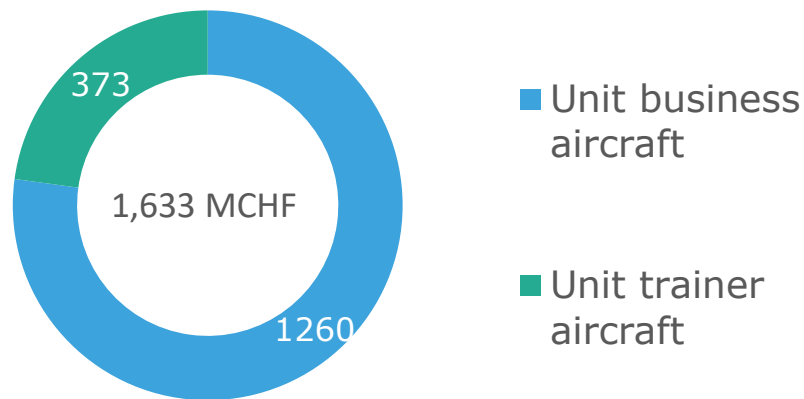
Private
unlisted, in private
Swiss ownership

5
continents

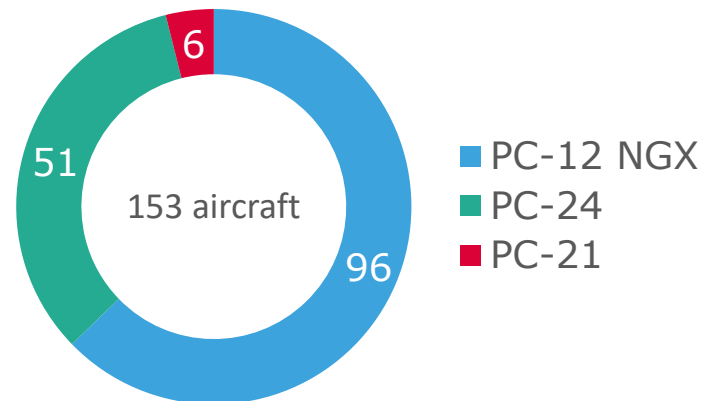
Key Figures 2024

Committed to sustainable growth

Total sales



Number of aircraft



1,633 MCHF
total sales

243 MCHF
EBIT

83 MCHF
invested in future

153
aircraft delivered,
every week 3 aircraft



The Challenge

- **Overflow:** Requests pouring in through MS Teams, e-mail, phone calls, tickets, etc. from a multitude of stakeholders
- **Lack of clarity:** Stakeholders came with demand but without ideas about required data
- **No value:** Requests often without clear ROI
- **Scalability:** No adequate architecture

The Framework

- Introduce a structured questionnaire to **capture** key details
- Establish intense **collaboration** with stakeholders to refine requirements
- **Educate** stakeholders about data sources and logics
- Close **knowledge** gaps



People & Technology

"It wasn't just processes..."

- Corporate Lakehouse built on a native Databricks architecture
- Adopt best practices for governance and scalability
- We grew the team from 2 to 6



Key Benefits

For the Data Team

- **Speed:** Improved time-to-market
- **Trust:** Strengthened stakeholder relationships
- **Priorities:** Improved planning quality and focus
- **Throughput:** Increased delivery capacity
- **Authority:** confidence to reject requests not ready for development

For our Stakeholders

- **Transparency:** Clear communication about progress and collaboration mode, dependencies
- **Knowledge:** Better understanding of their data
- **Empowerment:** Self-service via SQL & Power BI
- **Trust:** Higher confidence in co-created solutions



Questions & Answers





PILATUS

Thank you!