Cool Vendors for Analytics Platforms in China

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Organizations in China are weighting more easy-integrated, collaborative and vertical-oriented analytics to drive business in a tough economy. Data and analytics leaders in China should assess these vendors to drive digitalization, collaboration and end-to-end contextualized analytics offerings.

Overview

Key Findings

- The complexity of integration processes slows the deployment of analytics programs and hinders timely and effective intuitive insights.

- Data science projects struggle to share data models and practices, which creates undesired boundaries across disciplines and roles.

- Organizations in China prefer end-to-end solutions with industry knowledge feature support that delivers direct value to certain industries or lines of business.

Recommendations

Data and analytics leaders in China optimizing analytics value propositions should:

- Accelerate analytics project deployment by adopting easy integration services to allow fast upstream and downstream integration.

- Boost analytics innovation and bridge emerging technology with practical industrial demands by leveraging a dedicated collaborative platform, such as a data science community.

- Adopt custom analytics applications in dedicated business-domain or industry ecosystems to further optimize business processes and explore new business opportunities.

Strategic Planning Assumptions

By 2023, 60% of mainstream organizations will list the composable enterprise as a strategic objective and will use an increasing number of packaged business capabilities.

By 2025, chief data and analytics officers (CDAOs) who establish value-stream-based collaboration will significantly outperform their peers in driving cross-functional collaboration and value creation.

By 2023, overall analytics adoption will increase from 35% to 50%, driven by vertical- and domain-specific augmented analytics solutions.

Analysis

This research does not constitute an exhaustive list of vendors in any given technology area, but rather is designed to highlight interesting, new and innovative vendors, products and services. Gartner disclaims all warranties, express or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.
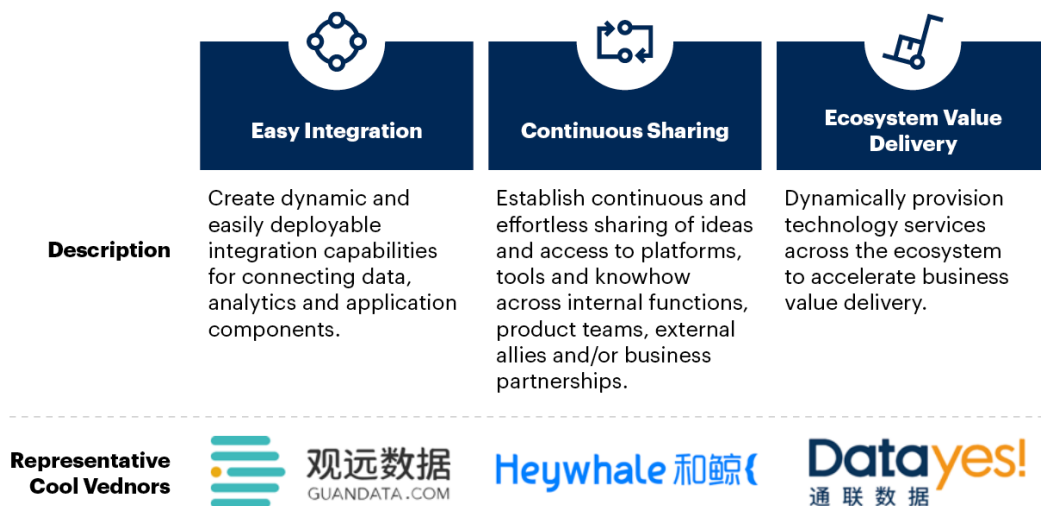
What You Need to Know

Data and analytics leaders in China are taking initiatives to monetize their data by converting "big data" to "analytical value" and benefiting their business efficiently. Domestic analytics platforms have encountered additional opportunities due to the current anti-globalization environment and increasing preferences for highly localized products and services.

According to the 2022 Gartner CIO and Technology Executive Survey: China Results (see 2022 CIO and Technology Executive Agenda: A China Perspective), there are three technology-related practices prioritized by China CIOs to speed up their digitalization journey.

Figure 1. Technology-Related Practices Prioritized by China CIOS.

Technology-Related Practices Prioritized by China CIOs

	Easy Integration	Continuous Sharing	Ecosystem Value Delivery
Description	Create dynamic and easily deployable integration capabilities for connecting data, analytics and application components.	Establish continuous and effortless sharing of ideas and access to platforms, tools and knowhow across internal functions, product teams, external allies and/or business partnerships.	Dynamically provision technology services across the ecosystem to accelerate business value delivery.
Representative Cool Vednors	观远数据 GUANDATA.COM	Heywhale 和鲸	Datayes! 通联数据

Source: Gartner
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We have identified three representative cool vendors as leading examples for these technology-related practices. They provide applicable solutions to fulfill these demands.

Easy and Composable Integration

Democratizing analytics has always been a challenge for organizations. The complexity of integration with upstream data sources and downstream applications hinders business users from rapidly and dynamically accessing business data and analyzing it at any expected terminals. Rising demand for integration requirements overloads IT. Organizations are looking for solutions that support easy and quickly deployable integrations.

Continuous Sharing and Collaborating

D&A leaders used to focus on achieving analytics value from independent data projects without considering cross-functional collaboration. In order to avoid the data and analytics silos of such an approach, organizations tend to establish continuous sharing of data and ideas, access to platforms and knowhow across internal lines of business, product teams, external allies and/or business partnerships. This encourages an active community environment and drives innovative business opportunities.

Accelerate Ecosystem Value Delivery

There is a growing market to address analytics problems incorporating business domain expertise or deliver dedicated technology services for that business ecosystem (see Market Guide for Analytics Platforms, China). Adaptive and packaged analytics technology services and solutions across the whole ecosystem have been welcomed by organizations. These accelerate ecosystem value delivery by packaged deployment and focused analytics product modules.

Guandata Hangzhou, China (https://www.guandata.com)

Guandata offers a one-stop analytics, business intelligence, AI and data science platform. With the vision of "empowering and activating business users," Guandata provides various prebuilt data connectors that allows augmented and self-service implementation. It is also strong in mobile delivery. It enables clients to quickly adapt to the domestic data ecosystem, help end users quickly onboard and scale analytics capabilities within the organization. The breadth and focus on speed-to-value across the product set makes this a cool vendor.

- Its Atlas Gallery contains various data connectors (e.g., to China regional SaaS ERP, e-commerce platforms), predefined line-of-business apps and visualized template plugins based on industry practices. These capabilities speak directly to speed of deployment.

- Its mobile Lite App (Galaxy Lite) allows low-/no-code building up with a native app experience. Analytics contents can be easily published to regional digital workplace applications (e.g., DingTalk, WeChat Enterprise, Lark) and personalized for different users. These capabilities speak to scale analytics capabilities to more audiences.

- To further enable business users, the Universe Lab module has embedded forecasting and augmented capabilities, as well as data masking capabilities based on rule setting. These help shorten implementation processes with actionable insights. These capabilities speak to ease of development.

Guandata supports on-premises and cloud deployment with flexible pricing models for adding different functional modules to adjust to various needs. Its one-stop solution and SaaS offering has reduced time to production for analytics projects. It offers a CSM service to every client to drive adoption and activeness.

Challenges:

- Fierce competition: Guandata competes with global vendors like PowerBI and Tableau that are strong in self-service analytics, as well as domestic vendors like Fanruan, SmartBI and Yonghong that are good at meeting domestic clients' requirements and bring industrial expertise. The homogeneous and dominant products from traditional vendors are still taking the market.

- Aggressive and complex product portfolio: Guandata aims to provide fully developed capabilities in every function module across data integration, data preparation, visualization, augmented analytics, reporting and collaboration, and budgeting and planning. This is hard to achieve comprehensively for all kinds of business scenarios and requirements.

- Ecosystem development and coverage: Guandata is still in the early age of ecosystem establishment from both partners and users. Compared with incumbent vendors, Guandata is missing an active user community and forum, implementation certification mechanism, and mature partner services.

Who Should Care:

Data and analytics leaders who are trying to explore and leverage domestic data ecology and further scale analytics platforms should consider Guandata. Audiences from business teams can conduct fast deployment and scale into numerous mobile scenarios by themselves with Guandata's composable capabilities.

Organizations in retail and consumer industries, as well as in banking, finance and high-tech industries — in which this vendor has abundant experience and industrial know-how — should consider Guandata .

Heywhale Shanghai, China (https://www.heywhale.com)

Why Cool:

Heywhale is a collaborative data science platform provider. It establishes a data science ecosystem by offering a collaborative data science platform, operating a community for data developers and data scientists, and hosting relevant competitions. Its collaborative and sharing capabilities stand out, and they are what makes this a cool vendor.

- Heywhale's platform product ModelWhale simplifies AI engineering complexity and improves efficiency in producing and collaborating with data science workflows. It provides a single low-code information portal for rapid data processing, model development and deployment, and version and task management among different teams and roles.

- The Heywhale ecosystem works as an incubator for cultivating data science talents and bridging data-driven research from institutes with that of industrial enterprises. Individuals and small groups of data engineers and data scientists start actively working in ModelWhale and collaborate in the Heywhale community. Data talents can share open-source code, create and share real business cases, and participate in data science competitions in a user-friendly, consistent and collaborative environment.

Instead of providing AI implementation services, Heywhales takes a C2B business model and mainly relies on the key influencers (community consumers) to bring the product and platform to organizations. It offers standard product capabilities (ModelWhale) to empower individual data scientists, in-house data experts, researchers and students to develop their data science projects, collaborate and learn from others. Then consumers will promote the solution and platform to their organizations.

Challenges:

- Revenue conversion from community to enterprise purchase: The C2B business model can easily build advantages in understanding consumers and lead to product-led growth. However, it is also challenging in revenue

conversion from user community to enterprise purchase, especially targeting for massive growth outside of an individual or team.

- Lacking customer success service and partner ecosystem: Empowering real business by AI and data science is not a pure technical issue. It also needs proper operation, implementation, and coordinating between clients, vendors and services. Heywhale does not provide a customer success team to guide the end-to-end process for clients' AI and data science projects, nor does it direct them to ecosystem partners to guide the implementation journey. Clients need to have relatively mature project operating processes and skilled talents to safeguard their projects by themselves, which increases the project risks and then further affects the overall confidence in Heywhale.

- Competition in the market: Heywhale offers a development platform, community and competitions for AI and data science. This value proposition brings Heywhale into direct competition with other well-known AI communities, such as Alibaba Tianchi, Kaggle and Datacastle. It will always be challenging to continuously attract data science talent, activate more users and affect greater businesses.

Who Should Care:

D&A leaders who are looking to boost analytics scenarios and data science innovation and to motivate and empower in-house data scientists and data talents should consider Heywhale. Organizations planning to simplify the AI engineering complexity and promote collaborative and sharing environments to better manage and organize data science projects can also evaluate ModelWhale.

Datayes

Shanghai, China (https://www.datayes.com/en)

Why Cool:

Datayes provides a comprehensive investment management and analysis platform for the financial industry empowered by Human Intelligence (HI) and AI framework, which includes investment expertise, financial big data provisioning and knowledge graph technology. Its end-to-end industry focus and AI-enabled capabilities make it a cool vendor.

- Datayes covers the entire life cycle of investment analytics, spanning data discovery, data provisioning from industrial researches, integration and modeling, and investment decision assistance. It forms a financial big data structure in provisioning various data, including macroeconomic data and unstructured data.

- The time-to-value process has been escalated by its back-end knowledge graph, deep learning, and natural language processing to autocapture, filter, categorize and score public information and market sentiment for both qualitative and quantitative analysis.

- Datayes also assists future investment decisions by AI-powered revenue prediction in portfolio management based on data and information generated in previous steps.

Datayes offers diverse and flexible product services in the financial investment ecosystem. These services can easily be composed into different organizational scenarios including SaaS solutions, financial data services, customized financial digital platforms for financial institutes, government financial service organizations and individual investors.

Challenges:

- Nascent stage of using advanced analytics in the domestic capital market: Organizations either have excessive expectations on AI alone or are still struggling to find a pragmatic scenario to deploy AI. Leveraging AI and building trust on it in the area of financial investment is still in the early stages. Datayes has to make a big effort to influence the market and penetrate this data-driven mindset to financial institutes.

- Unclear growth plan based on high cost and investment: In the journey of becoming a financial investment expert in the market, Datayes makes big investments in the research and development of AI and cognitive intelligence technology, which requires constant resources and leads to a bloated back-end. In addition, digging into this market requires expensive human resources with specific domain expertise. The overall high investment and the concern of ROI should not be ignored.

Who Should Care:

D&A leaders who are looking to quickly respond to requirement changes, establish better investment market understanding, and improve and expand their investment management capabilities should consider Datayes, especially in financial institutes in the banking, insurance and fund sectors.

Financial organizations who would like to benefit from knowledge graph and cognitive intelligence but are blocked by its tremendous investment and effort should consider Datayes by leveraging its key technology module to build their intelligent investment and research systems.