15 STORIES

EMBEDDED ANALYTICS WITH ACTIVE INTELLIGENCE

Qlik Q

Why Qlik's
Active Intelligence
platform for ISVs,
Data Providers and IoTs?

Today's organizations need a much more
dynamic relationship with information.
One where data has high business value
because it reflects the current moment.
And one where information flows continuously
into everyday processes, empowering users
to engage with it in intuitive ways at any time –
creating in-the-moment awareness about
every aspect of the business and the market.

Driving action, innovation and your competitive edge

The demands of the digital economy are driving needed change in the approach to modern and active analytics and current considerations for embedding analytics into applications, portals, web pages and more. The new paradigm sets out to overcome the shortcomings of traditional BI by delivering a state of continuous intelligence from real-time, up-to-date information designed to trigger immediate actions by your customers within your solutions.

Qlik Cloud helps to close gaps across data ingestion, integration, delivery, analytics, collaboration, alerting, reporting and machine learning, creating a multi-directional conduit for the continuous flow of data and insights for your embedded analytics solutions.

Equally important, embedding is no longer confined to traditional analytic components.
To stay ahead of the game and your competition, your organization needs to be able to flexibly embed most components of our Qlik Cloud platform including our associative technology, cloud reporting and collaboration, alerts, machine learning, conversational analytics and much more separate and independent of the Qlik experience as a part of your internal solution or commercial product.

Embedded, always-on intelligence

The Qlik Cloud platform supports a full range of analytics use cases that can be embedded directly into business workflows or machine-driven processes. By delivering automated metrics or contextual insights where and when needed, the platform enables informed action by the business user or your customers in the business moment.

So, do you build the analytics yourself or embed a proven analytics solution?

If you are an ISV or Data Provider, your product team is focused on developing innovative, market-leading and revenue-generating solutions for your market sectors. If you are an internal app development team, you might be building complex internal solution stacks and want to include analytics and data integration capabilities, but don't have the time or skillsets for developing a highly interactive, market-leading modern analytics platform coupled with integration capabilities. Partnering with an expert eliminates the need to divert your valuable resources, saves years of development time and ensures that you're using a leading and proven analytics and data integration platform.
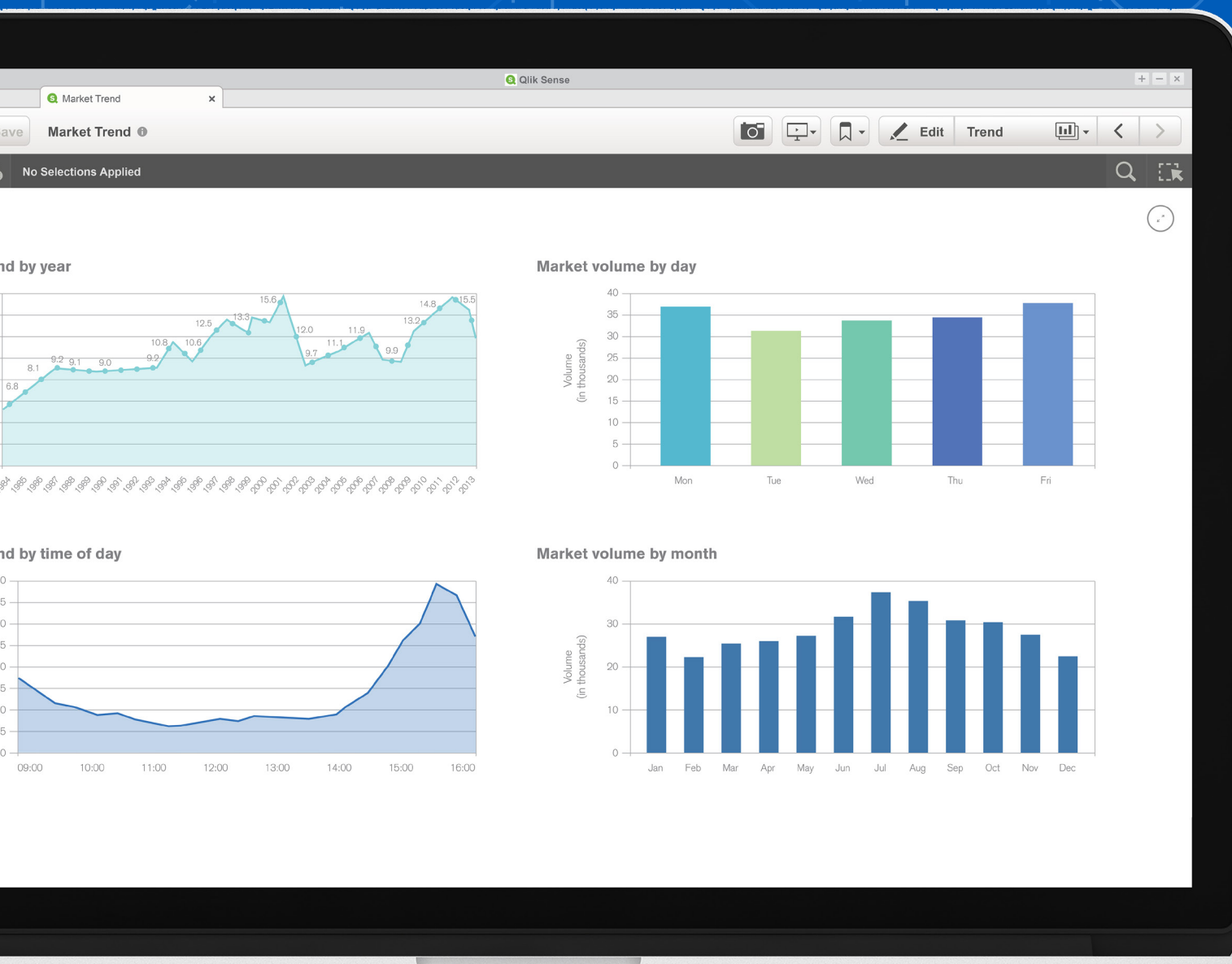
Why Qlik?

Qlik® is a leader in the data analytics and data integration market categories, delivering an end-to-end data integration and analytics platform to approximately 38,000 active customers in 100 countries around the world. With Qlik you are investing in a leading SaaS end to end data integration and data analytics cloud platform. Qlik is dedicated to making it easy for our customers and OEM partners to embed Qlik capabilities from across all of our cloud platform. Qlik provides flexibility in how you deploy your embedded solution (tools, interfaces, programming languages), flexibility in what you want to integrate our software with and how you manage that integration and finally making it easy to scale your business simply at the same pace you onboard your customers to your software and solutions.

What Qlik does for you:

Boosts your competitive advantage in the market immediately with a proven leader.

Accelerate time to market with innovative offerings.

Enables your products team to build compelling, revenue-generating products

for new markets.

Gives your developers flexibility to build and embed any element of the platform independent of the Qlik experience - customizing with endless possibilities.

Call content from other applications and embed or build mashups using Qlik's modern library of proven, documented and supported APIs.

Ability to embed at scale with security and performance.

Qlik continuously observes anonymized samples of the performance and scalability across individual tenants. Several different configurations are tested to ensure that the tenants can cope with the expected use cases and loads.

Empowers your customers

with augmented intelligence, alerts, collaboration, cloud reporting, autoML within your applications to improve, accelerate and expand their insights and decision-making in the business moment.

What Qlik does
for your customers:

Accelerates agile decision-making for your customers with analytics in the workflow of their application or data service right where they work every day.

Provides powerful, relevant, seamless analysis and visualizations — quickly at that point of decision. With in-context analytics, customers gain a distinct advantage from using your data supply chain simply and intuitively.

Drives adoption and engagement. Higher satisfaction ratings from your customers translating to higher retention rates, less churn.

We've been working with OEM partners for more than 17 years.

Read on to explore some of the tangible benefits Qlik and its OEM partners have created at organizations of all sizes, across a wide range of industries, all around the world.

Blue Health Intelligence®

Blue Health Intelligence® (BHI®) delivers insights that empower healthcare organizations to improve patient care, reduce costs, and optimize performance. With the largest, most up-to-date, and uniform data set in healthcare, BHI provides an accurate representation of the health profile of commercially insured Americans. Working with Qlik data analytics, BHI launched Whyzen™ Analytics, its employer analytics and reporting solution. The updated platform also includes Whyzen Advisor, a mobile-enabled speech recognition functionality that allows users to speak their requests and Whyzen Analytics will guide them to relevant KPIs, reports, or dashboards.

The software-as-a-service solution provides health plans, employers, and benefits brokers with a holistic view of medical, dental, vision, pharmacy claims – and SDOH and race, ethnicity, and language factors – all in one environment. As a result, stakeholders can identify hidden utilization and cost patterns, emerging trends, uncover and improve quality drivers, and track performance against KPIs.

"Whyzen Analytics is helping us really see the big picture. Not just how much we are spending, but how well we are spending it. The platform gives us a whole new level of sophistication in a very user-friendly manner."

Chief Healthcare Analytics Officer, Independent Health Plan

bhi
Blue Health Intelligence®

CDL

CDL's cloud-based business intelligence solution, Kingfisher, gives customers immediate access to relevant data when and where they need it. This requires the movement of a considerable amount of data, so the company needed flexible data integration technology that could support multiple sources and target endpoints. Qlik Data Integration enables CDL customers to access 100Tb of data in minutes –something which would previously have taken up to 24 hours. It also generates significant time savings and is enabling CDL to reduce its data replication costs by up to 60%.

View Press Article

"Making sense of vast volumes of data is one of the main challenges businesses face today. Assisted by Qlik Data Integration, Kingfisher gives insurance providers the ability to compete effectively and derive value in their fast-changing environment."

**Keith Shepherd**, Lead Business Development Manager, CDL

CDL

IQVIA

IQVIA is a leading global provider of advanced analytics, technology solutions and clinical research services to the healthcare sector. Active in more than 100 countries, its Connected Intelligence offering helps healthcare customers accelerate the clinical development of new treatments and streamline patient services. Qlik is at the core of IQVIA's offering and more than 100 customers now use IQVIA's benchmarking and clinical coding solutions and 80 customers use costing services. Every year, Qlik-powered benchmarking identifies an average of more than £2m of potential financial opportunities per NHS customer.

Read Case Study

"Qlik Sense data analysis is a vital part of the intelligent connections that we make across all aspects of healthcare."

Peter Lane, Head of Healthcare, UK&I, IQVIA

IQVIA
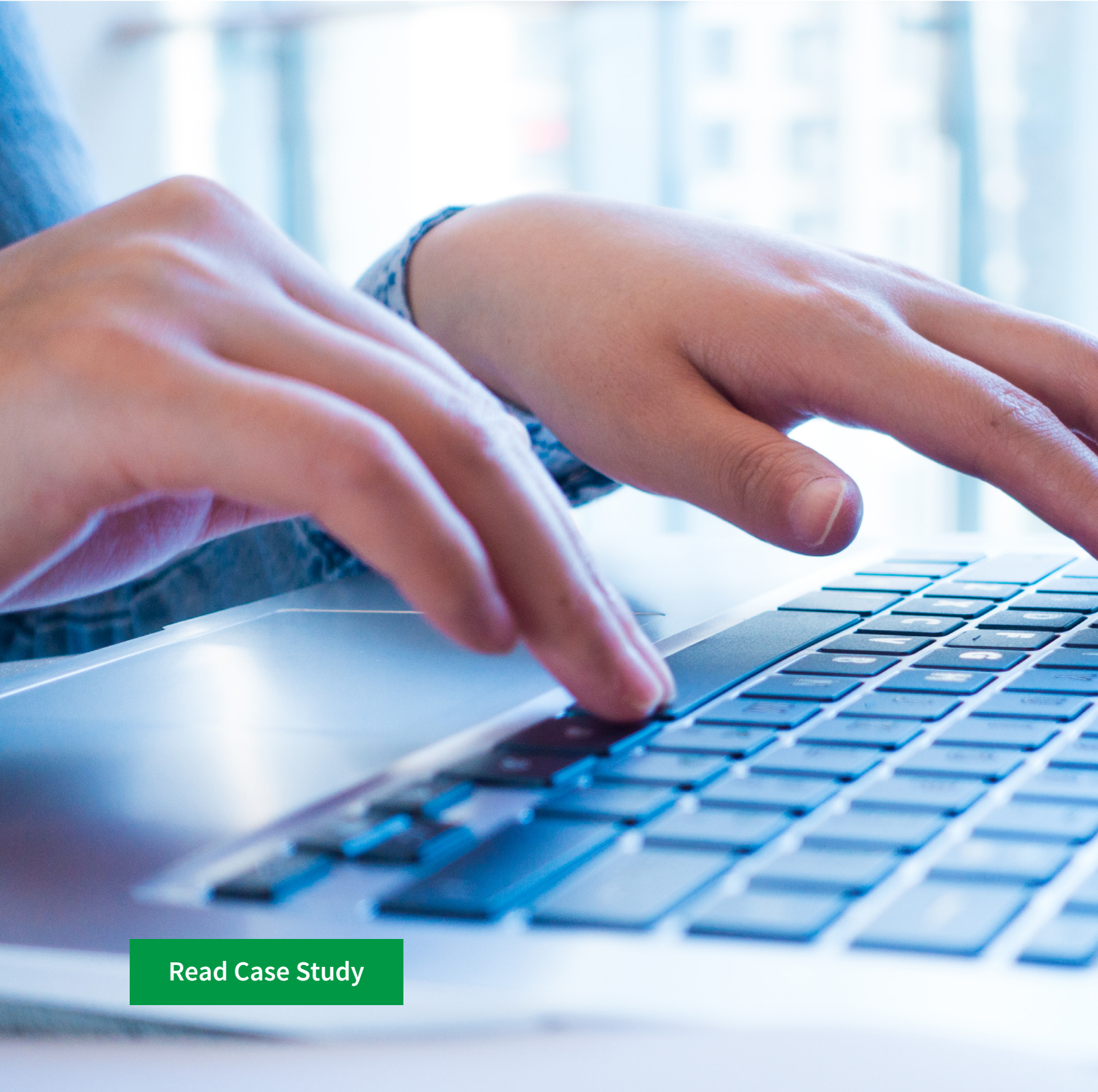
Grip

Grip needed to create efficient integrations with many event platforms, so it implemented the integration tool, Qlik Application Automation, to save time and eliminate the need for expensive development resources. It has now connected more than 5.5 million participants through AI-driven event solutions and has accumulated billions of data points from major events.

Using low-code or even no-code to sidestep expensive and time-consuming programming, Qlik Application Automation is a visual environment that builds integrations that look like workflows. It solves internal data silo challenges by helping users to scale native integrations and move their development teams away from time-consuming, one-off, development work.

The ability to offer a list of existing integrations and quickly turn round new ones makes Grip very competitive and evidence of this has been seen in its uptick in sales.

Read Case Study

"The key aspects of using Qlik Application Automation are speed and simplicity and one of the major advantages of going with Qlik is that it has ready-made connectors with many of the event registration systems that our clients use."

Warith Nass, Product Owner, Grip

Grip

Exact

Exact is a mid-market provider of ERP solutions used by over 16,000 mid-sized firms. Its integrated software suite includes Financial Management, Logistics, CRM, HR, and Payroll. In collaboration with Qlik, Exact continues to give its customers a better understanding of their data so they can take decisive actions, uncover new business opportunities, while also being able to identify cost-cutting initiatives. The partnership with Qlik helps Exact to put reliable and easy to use analytics solutions within reach of even the smallest businesses and their accountants, better equipping them to compete and grow.

The success of the partnership is the common understanding of the needs of the end-user, specifically for a 'drag-and-drop' capability that takes the guesswork out of analytics without sacrificing key details. Additionally, Exact's white label offering of Qlik delivers the seamless integration SME customers expect to drive immediate and measurable business value from the start.

"We've always been focused on giving our customers full mastery of their data, so they can make better informed decisions for their business…Our partnership with Qlik helps us to put reliable and easy to use analytics solutions within reach of even the smallest businesses and their accountants, so they can compete and grow."

Jarno van Hurne, Global Product Line Director

=exact

CSC ServiceWorks

CSC ServiceWorks services laundry locations and air services at gas stations across the United States. With the rise of the Internet of Things (IoT), smart payments with mobile devices were made possible, connecting information on these payments to a main network. Now, CSC monitors account machines from a central location, providing a convenient app-based payment, and offer a higher level of service, with accounts accessing insights through a portal. CSC has numerous data sources, such as machines, customers, mobile apps, core revenue systems and customer service systems. The greatest benefit of using Qlik Sense is realized by CSC's service teams. With real time updates, CSC's service teams now monitor for issues and go out to make repairs when a potential issue is noted. With the real-time visibility into KPIs from 200,000 machines, CSC has been able to 15% of service truck rolls that were false positives.

The future of CSC ServiceWorks includes going further down the path of artificial intelligence and machine learning data models. CSC expects Qlik to play a critical role for their dynamic and consumer-based pricing plans.

Read Case Study

"Qlik Sense has been as much a money maker as a money saver. We have near real-time visibility into KPIs from more than 200,000 machines which gives us a better understanding of service needs… With 150,000 service rolls a year, the company has saved $2–$3 million a year on service routes."

Brad Paine, EVP Chief Digital Officer, CSC ServiceWorks

CSC
SERVICEWORKS

Omnicomm

Transport telematics expert, Omnicomm, is a leading developer and manufacturer of fleet and fuel management solutions. It has been in business for over 20 years and its products and services are now used in 113 countries across 11 industries. Omnicomm's products are installed in more than one million vehicles worldwide. The Omnicomm Online software platform collects vehicle data from fuel-level sensors, navigation terminals, driver displays and other monitoring equipment. Omnicomm developed Artifleet, a data-driven analytical product that helps companies sidestep huge data volumes and make decisions based on a smaller selection of key indicators. This required an additional layer of customer data and the development of a solution with embedded analytics. Qlik was chosen as the analytics layer due to its flexible configuration capabilities would make it easy to define access rights and, with the need for some six billion metrics to be integrated into the system every day, support for huge volumes of data from heterogeneous sources came into play. In just two months, partners using the monitoring solution have reported a threefold reduction in the number of equipment failures and users also say that the Qlik-based platform has helped them optimize their fleet management. Omnicomm partners report improvements in their quality of service and reduced equipment maintenance costs.

"Analytics based on Qlik have allowed us to create algorithms for fleet management decision-making. Now, we can quickly and reasonably answer managerial questions, track emissions and efficiency gaps, adjust processes and monitor the whole fleet situation."

Maxim Ilarionov, Head of Product, Omnicomm

OMNICOMM
FUELLING YOUR BUSINESS

Sievo

Sievo provides the leading procurement analytics solution for Global 500 organizations with over 19,000 Sievo end users and approximately 350 euros of spend managed annually. Sievo uses customer data – both ERP and procurement, along with domain-specific data such as risk, ESG, diversity, sustainability, etc. then cleanses, enriches and combines it for actionable analytics. The key factors in choosing to work with Qlik for integrated analytics included world-class visualizations, performance, flexibility and the ability to support scalable operations as Sievo is a high growth company. For over 10 years Sievo has partnered with Qlik to deliver seamless analytics as a part of the Sievo procurement analytics offering.

Watch Webinar

"It's more than just pretty visualizations…it is about high automation and environment creation monitoring… and development changes to be pushed to production for our customers… and upgradeability so we can propagate changes from our product template to all of our customers apps and that is definitely a game changer in scalability."

Heta Ruikka, VP Product Management, Sievo

Sievo

Cority

Cority is a leading global enterprise EHS (Environment, Health, and Safety) software company with over 1,300 clients in 100 countries supporting millions of end users. Cority's full spectrum suite of software solutions include sustainability, environmental, health, safety, quality, and analytics designed to empower organizations to achieve net-zero goals; improve sustainability, and environmental, social and health outcomes. Cority partnered with Qlik in 2020 to develop CorAnalytics, a powerful BI, data visualization, and predictive analytics solution optimized for EHS. CorAnalytics embeds Qlik Sense offering a curated data set with simple to use and fast querying, filtering and charting capabilities to empower EHS professionals to drive better business performance. With the Qlik Associative Engine, CorAnalytics combines enterprise-grade data governance with AI-assisted data visualization and exploration, advanced analytics, and intuitive, self-service data preparation capabilities to make impactful discoveries with an organization's EHS data.

"Qlik Sense is also able to easily incorporate our complex security rules that other BI solutions we evaluated were unable to match."

Art Charles, Product Management, Cority

cority®

Raindrop Systems

Raindrop is an enterprise spend management platform that is built to deliver cost savings and cost containment for customers while reducing their buy-side compliance and risk. Raindrop powers enterprises to fulfill their buy-aspect of their business processes, in the areas of Planning, Supplier Relationship Management, Sourcing, Contracts, and Payables, while providing rich and powerful analytics and insights. Embark on a true enterprise spend management digitization journey with Raindrop, leading to better business strategies and returns on your investments.

"With the Qlik functionality, I want to know how I am spending my dollars very quickly, who I am spending it with, what my contractual obligations are…and that technology doesn't exist, so it's really a market disruptor."

Ward Karson, COO

raindrop

eClinical Solutions

eClinical Solutions was formed to provide unique and high-quality solutions for the efficient collection, standardization, reporting and role-based utilization of clinical research data. **eClinical Solutions** helps life sciences organizations around the world accelerate clinical development initiatives with expert **data services** and the **elluminate Clinical Data Cloud**. The proliferation of data is increasing the demand from life sciences companies for modern platforms and services that centralize clinical and operational data streams, reduce manual work for clinical teams, and improve development efficiency. Within the elluminate Analytics solution, Qlik provides powerful clinical and operational visualizations and applications for use by Clinical Operations, Data Management, Medical and Safety teams along with the ability to create and deliver ad hoc visualizations.

"Our client worked really hard with our team and Qlik developers and were able to build an application using the Qlik technology that was really powerful leveraging all of the elluminate capabilities in addition to Qlik…they did an analysis and found the results reduced the manual effort by 40-60 hours per study."

Sheila Rocchio, CMO

eClinical

Leafio

Leafio develops and distributes business software designed to boost retailers' performance. With users in 18 countries, its growing portfolio features software as a service (SaaS) solutions designed to help users manage the retail supply chain, gain insights to unlock efficiencies and optimize operations.

Building a platform such as Leafio Inventory Management involves a range of skills and multiple areas of expertise. Leafio's developers had identified a need for a solution to allow retailers to accurately track key performance indicators (KPIs) in the inventory management processes. The team also developed many of the necessary front-end systems internally, but realized more was needed. Leafio saw that a flexible analytics platform capable of handling incoming and outgoing data would help customers to make timely decisions and enhance their overall performance, however, to build this it needed a tool that would enable it to gather and analyze millions of data strings and handle huge daily data volumes.

Leafio explored options such as Power BI and Tableau, but were impressed by Qlik Sense and its ability to handle large data arrays and incremental data uploads – a critical factor. With Qlik at its core, Leafio Inventory launched successfully and now the Qlik analytics module plays a crucial role, enabling retailers to track sales trends, lost sale opportunities, inventories and surpluses across their business, by warehouse, store and supplier.

"We're so grateful that we can embed Qlik technologies seamlessly into our solutions. It means we can continue to build success stories both for us and our customers."

Helen Kom, Product Director, Leafio

leafio

BriefCam

BriefCam is a software provider committed to delivering solutions that maximize the value of video surveillance. It wanted to integrate an analytics tool that would quickly and efficiently manage and process the high volumes of data that come from extensive hours of visual material and then present the analysis gained in an effective and usable format.

The company found that Qlik Sense® offers an easy-to-use experience in terms of self-service capabilities and its Associative Engine, while the interactive visualization and AI capabilities it offers were also very important. Qlik Sense's in-memory data model enables BriefCam to process large datasets quickly and effectively.

The RESEARCH module of BriefCam's platform, supported by Qlik®, has enabled a rapid evolution for BriefCam, both in terms of its product offering and the markets the business serves. The platform is an invaluable tool in areas such as enabling safe cities, optimizing traffic and reducing risks for pedestrians. It also plays a key role in increasing security and operational efficiencies in large public areas including hospitals and shopping malls.

"Our customers usually have plenty of technical knowledge but might not be used to BI. Qlik's intuitive solution makes it easy."

Eli Gohar, BI Team Leader, BriefCam

≡BriefCam

German Edge Cloud (GEC)

GEC is in the business of helping manufacturers on their road to digitalization. GEC's IoT product ONCITE enables data integration, aggregation, harmonization, analysis, and visualization and forms the basis for data-driven production optimization (data-driven automation). The goal of their overall solution is to support a manufacturing concern with maximum transparency and monitoring of all production processes in near real-time. ONCITE enables data visualization, forming the basis for data-driven optimization via a control panel on a manufacturing shop floor or production line. Qlik is sold within their Smart BI system and with Qlik's data integration capabilities is ingesting different IoT data sets originating on shop floors including machine vibration, noise, power consumption and temporary data such as traceability and material logistics. The end to end solution addresses overall equipment effectiveness on the line.

Several of the many benefits realized by including Qlik within the Smart BI system includes reduced internal development costs, accelerated time to market and an inclusive and single pricing model for the integrated product suite enabling a simplified offering and licensing process.

"With Qlik we found a partner and a software that meets one hundred per cent of our requirements."

Jorg Kohn, Principal Industrial Analytics

GERMAN
EDGE CLOUD

Arch Systems

Arch Systems works with electronic components manufacturers on a global basis engaging with them to help them navigate Industry 4.0. Their primary focus is helping them better understand their factory and production line data in a more nuanced way by working to eliminate data siloes and seeing their production data in a unified way. ArchFX solutions deliver manufacturing domain specific insight that help factories achieve a higher level of daily productivity with customers expecting the solution to provide ROI-generating data analytics for their top factory problems on day one.

Qlik data analytics is embedded and used for historical reporting and analytics as part of the overall ArchFX solution. Arch provides specific solutions to specific problems and helps customers better understand their data through an app store approach. Qlik is a part of Arch System's app store insights available to all of their customers. The historical reports provide one Qlik application for each of the analytics models for which Arch provides a Qlik-based historical analytics experience. Arch Systems also collaborated with Qlik on testing increasing levels of automation for a multitenant deployment approach and provisioning scenarios with more advanced Qlik APIs.

"The fact that we could build a coherent, multi-table data model inside the app which allowed filtering and updating and complex processing…that experience was something that we found difficult to replicate in other tools."

Tim Burke, CTO, Arch Systems

Arch Systems

ABOUT QLIK

Qlik's vision is a data-literate world, where everyone can use data and analytics to improve decision-making and solve their most challenging problems. Our cloud-based Qlik Active Intelligence Platform delivers end-to-end, real-time data integration and analytics cloud solutions to close the gaps between data, insights and action. By transforming data into Active Intelligence, businesses can drive better decisions, improve revenue and profitability, and optimize customer relationships. Qlik does business in more than 100 countries and serves over 38,000 active customers around the world.

For more information, visit **qlik.com**.

Qlik**Q**®