

15 Companies that Are Perfecting Their Supply Chain

by discovering the whole story that lives in their data



The role of the supply chain is increasingly strategic.

It's not just about managing the physical aspects of demand and supply. It's about understanding the commercial context. This creates both challenges and opportunities.

A man and a woman wearing hard hats are in a warehouse. The man is wearing a blue hard hat and a blue sweater, and the woman is wearing a white hard hat and a white shirt with a grey cardigan. They are looking at a tablet held by the woman and a clipboard held by the man. The background shows warehouse shelves with boxes.

Most supply chains are fragmented. Processes and KPIs straddle different functions. Numerous data sources make visibility a challenge.

Collaboration is critical in the supply chain, but how do you enable it? To achieve your supply chain goals you need to see the whole story across your supply chain.



40%

of supply chain leaders
use data analysis
to **look back**,
not forward

88%

rank advanced analytics
capabilities as a good or
outstanding opportunity
for their organization¹

¹ <http://www.qlik.com/company/press-room/press-releases/0727-research-confirms-future-of-supply-chain-analytics>

Qlik has helped thousands of companies in all industries see the whole story across their supply chain.

When you read our 15 tales of improved supply chain flexibility, availability, compliance, and efficiency, you'll see how insights quickly lead to lower costs and higher revenues.





20% INCREASE

in on-shelf availability at
**Greencore
Northampton**



3% reduction in waste



Monitoring point-of-sale data to better manage availability and waste has enabled this U.K. prepared food supplier to make faster, smarter inventory decisions, and increase sales.

“We’re seeing some fantastic results from Qlik already. Each member of the commercial team can now easily access information on a self-service basis—that wasn’t possible before.”

– Jenny Thompson, Commercial Executive, Greencore Northampton



LifetimeBrands

A single, complete view of past and present data gives North America's leading home décor manufacturer better visibility into sales and vendor performance, inventory turns, and fill rates to quickly **make real-time operational adjustments.**

80%
REDUCTION

in audit time at
Lifetime Brands

“Qlik has been fantastic. It has exceeded our expectations, even though we have really just scratched the surface of what it can do for our organization.”

– Clifford Siegel, Senior Vice President Global Supply Chain, Lifetime Brands

10 MINUTES

to compliance reporting that
used to take weeks at

BBS Foods



Increased visibility into production helped this Dutch frozen meat product manufacturer realize a **50% increase in forecast accuracy and quickly comply** with food safety regulations.

“Thanks to Qlik, we have complete control over all our business processes, including tracking and tracing. The ability to perform daily analyses allows us to adjust easily and achieve dramatic cost savings.”

– Jaap Brokking, General Manager, BBS Foods



Improved inventory management helps India's leading ecommerce retailer **cut costs and improve availability and use** across its fast-growing network of warehouses.

**5%
INCREASE**

in inventory use at

Flipkart

**25 million
rows of data
rolled out in
6 weeks**

“Qlik is a superb tool for managing inventory by allowing you to optimize stock levels and lower costs associated with excess stock.”

– Pravin Shinde, Analytics Manager, Flipkart



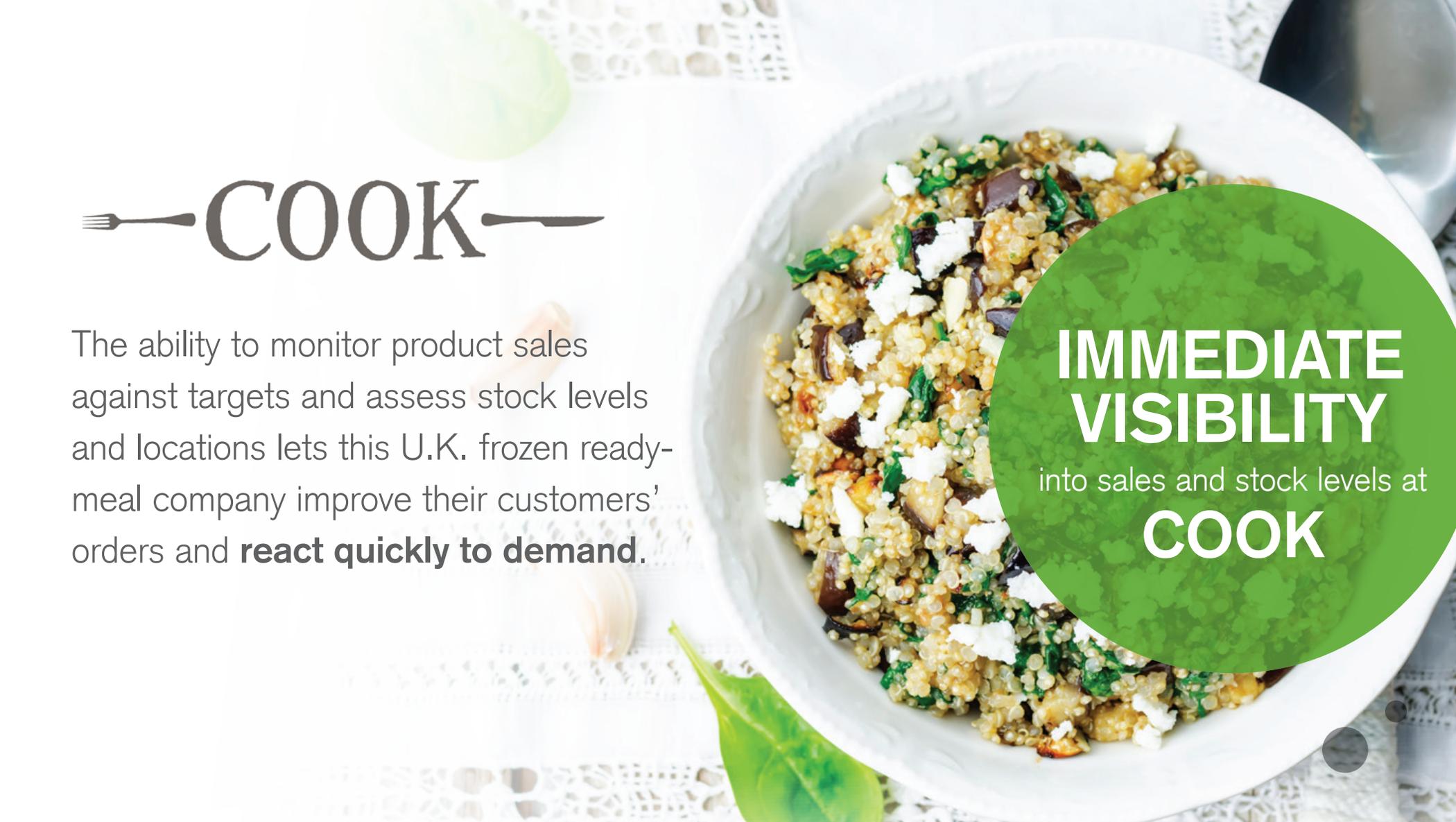
Supply chain visibility has enabled this German-based global transportation and logistics company to **ensure on-time delivery, analyze delays, improve capacity use, cut costs, and improve customer service.**

EMPLOYEES
GAIN SUPPLY CHAIN
VISIBILITY
in weeks at
Schenker



“If we didn’t have Qlik, tomorrow there would be chaos. We’ve been working with Qlik for so long that it is difficult to imagine how we could have done business without it.”

– Per-Olov Johansson, Head of IT, DB Schenker



— COOK —

The ability to monitor product sales against targets and assess stock levels and locations lets this U.K. frozen ready-meal company improve their customers' orders and **react quickly to demand.**

**IMMEDIATE
VISIBILITY**

into sales and stock levels at

COOK

“Qlik has provided us with the ability to make incredibly timely decisions about production during one of our key trading periods. It has been a massive leap for the company and we can see no shortage of opportunities for the future.”

– Jeff Turner, Head of IT, COOK



**8
DAYS**

to supply chain insight at
Quooker

Quooker[®]
THE BOILING-WATER TAP

Better insight into procurement, production, sales, supply chain, and finance by production line and region lets this Dutch boiling water tap manufacturer **mitigate risks in availability, cut costs, and improve customer satisfaction.**

“Downtime of a single production line in our factory would cost us €8.000 a day. Avoiding days of downtime using Qlik’s predictive trend analysis makes payback on the investment remarkably quick.”

– Geertjan Woltjes, Controller/Plant Manager, Quooker

arvato

BERTELSMANN

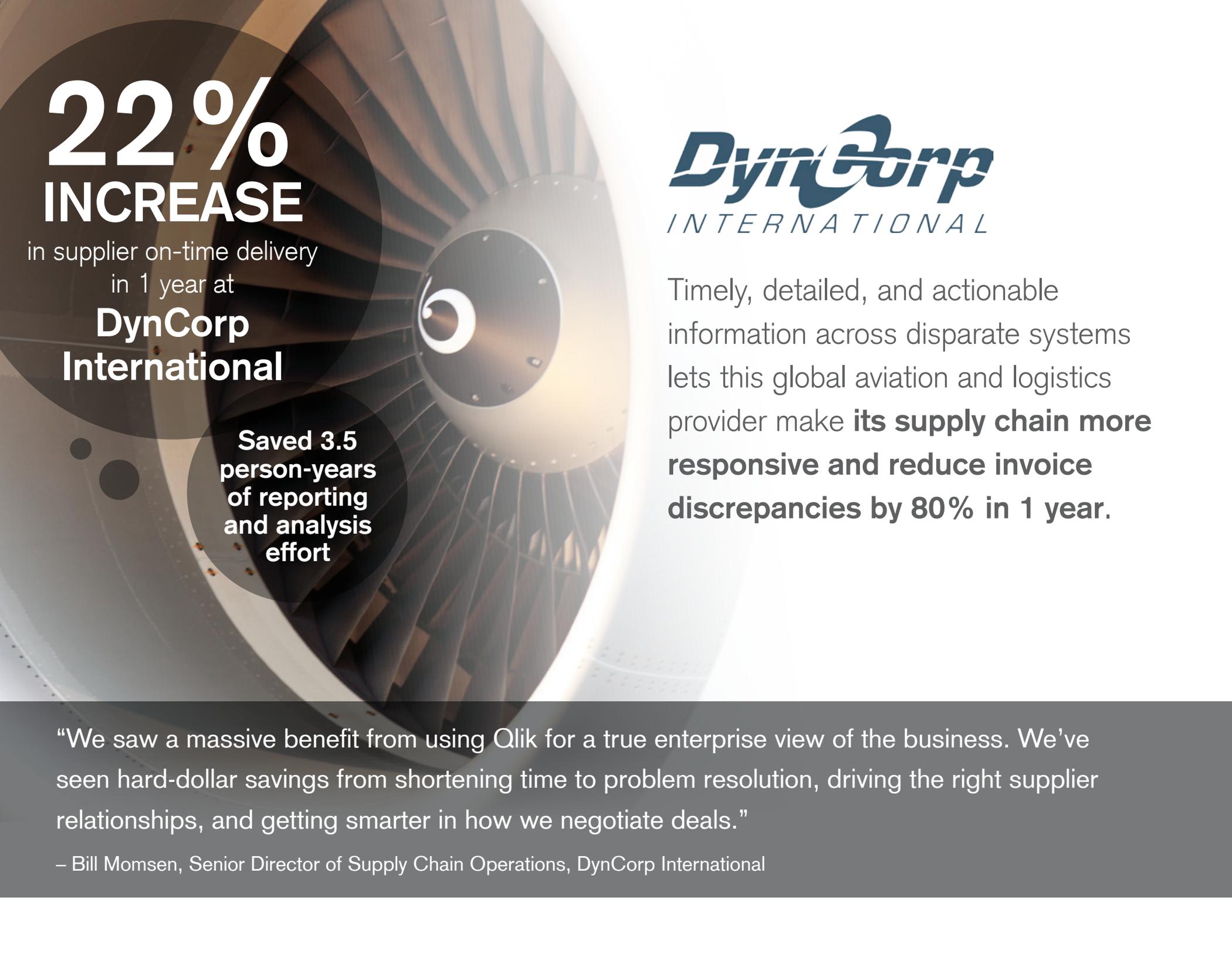
This logistics outsourcing company can provide clients a view across their supply chain so they can check the status of inventories, orders, deliveries, and invoicing.

100%
VISIBILITY

across the supply chain at
arvato

“Qlik’s capabilities enable our customers to manage their supply chain independently. Providing our customers with simple access to data is a strong competitive advantage for arvato.”

– Mélanie Ogier, Solution Design SCM, arvato



22%
INCREASE

in supplier on-time delivery
in 1 year at

**DynCorp
International**

**Saved 3.5
person-years
of reporting
and analysis
effort**

DynCorp
INTERNATIONAL

Timely, detailed, and actionable information across disparate systems lets this global aviation and logistics provider make **its supply chain more responsive and reduce invoice discrepancies by 80% in 1 year.**

“We saw a massive benefit from using Qlik for a true enterprise view of the business. We’ve seen hard-dollar savings from shortening time to problem resolution, driving the right supplier relationships, and getting smarter in how we negotiate deals.”

– Bill Momsen, Senior Director of Supply Chain Operations, DynCorp International



The ability to forecast demand in its new B2B ecommerce platform lets this electrical solutions provider to the marine and offshore industry minimize costly downtime for its clients by enabling **higher availability, quick response times, overstock reductions, and a sustainable supply chain.**

An aerial view of an offshore oil rig in the middle of the ocean, with several support vessels nearby. The rig is a complex structure of metal towers and platforms. The water is a deep blue, and the sky is a lighter blue with some clouds. A large, semi-transparent dark blue circle is overlaid on the right side of the image, containing the text '70% REDUCTION in reporting and analysis backlog at BH Global'.

70%
REDUCTION
in reporting and analysis
backlog at
BH Global

“This is one of the fastest technology and digital rollouts I have driven, especially when it comes to an enterprise-level and scalable solution like Qlik.”

– Ken Soh, Chief Information Officer, BH Global



Nature's
Pride

Employees at this Dutch-based global exotic fruit and vegetable distributor can monitor popular products and combinations and **make stock decisions on the fly, driving efficiency, reducing costs**, and ensuring each piece of produce is delivered at peak freshness.



**COMPLETE
VISIBILITY**

into supply chain for peak
freshness at

**Nature's
Pride**

“We have the information we need within a few clicks. The reports are beautiful and provide a clear understanding of how we stand compared to the budget.”

– Roland Loykens, Data Specialist, Nature's Pride



ON-TIME DELIVERY

due to improved control
and visibility at

Systemair AB



Company-wide access to critical business data lets this leading European ventilation manufacturer **increase product availability, efficiency, and customer satisfaction while cutting costs.**

“Availability is our primary customer value. We deliver our products throughout Europe within 24 hours. To do this we need total control over our processes. To us, this is what Qlik is all about.”

– Lars Emilsson, Project Manager, Systemair AB



Increased transparency lets this leading manufacturer of heat transfer, separation and fluid handling equipment improve planning and forecasting in collaboration with customers. The results are **reduced risks and costs, shortened delivery time, and higher profitability.**

20%
reduction
in capital

70%
REDUCTION
in lead time at
Alfa Laval

Up to 100%
increase in
supply time
reliability

“Qlik let us introduce new processes for sales and operations planning and inventory control, letting us significantly shorten lead times and create a platform for future growth.”

– Michael Tydén , Vice President of Operations, Alfa Laval



Customers of this Dutch fourth party logistics provider can quickly and easily **visualize supply chain cost patterns, performance, maturity, transport, and cargo flows**, letting them spot trends or outliers and improve performance.



**MAXIMUM
TRANSPARENCY**
for customer supply
chain performance at
IDS

“Qlik gives our customers an understanding of their data at a glance and an overview of their logistics processes in an engaging, easy-to-use interface.”

– Paul van der Burg, director of IDS



Fast insight from near real-time reporting has enabled one of the largest Indian multinational vehicle manufacturers to improve inventory control, cut costs, and quickly identify sales opportunities.

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INSIGHT
IN MINUTES
instead of days at
Mahindra &
Mahindra

“Using Qlik we can now match our inventory levels to production levels. We can then review these numbers against our original production plan and determine our excess stock levels. This enables us to take corrective action immediately and ultimately helps us reduce our inventory costs.”

– Richard Desouza, Head of IT, Mahindra & Mahindra

Qlik's visual analytics let you see the whole story that lives within your data, giving you the supply chain visibility you need to:

- Optimize inventory and ensure high availability
- Reduce risk and increase resilience
- Resolve issues quickly
- Reduce supply chain costs
- Increase revenue



Want to drive revenues through a responsive supply chain?

▶ **Explore our demo**
on optimizing inventory
and availability

▶ **Watch our video**
and see how insight can
drive supply chain efficiency



About Qlik®

Qlik enables organizations to explore supply chain data and processes in unprecedented ways, discovering hidden insights which result in better decision making and drive improvements in supply chain operations. Built on the industry's leading Data Discovery platform, Qlik supply chain solutions help customers connect and manage the supply chain from end to end while increasing visibility, reducing risks, and optimizing operations. With Qlik, organizations can analyze, visualize, and explore relationships between complex data sources. The result is a more connected customer-centric supply chain which drives better business results and a competitive edge.

Take control of your supply chain.
[qlik.com/supplychainsolutions.](http://qlik.com/supplychainsolutions)

qlik.com

