



# Qlik® for Federal Procurement

With tight budgets and increased scrutiny of federal spending, agencies need to maximize each dollar spent. As the world's largest purchaser—with an annual spend of \$3.8\* trillion in 2014—the US government wields considerable purchasing power. Yet a recent study by the US Government Accountability Office found that many agencies only leverage a fraction of their buying power and therefore aren't realizing significant savings. This happens because spend data often exist in silos, making it difficult, if not impossible, to identify savings opportunities within agencies.

Now enter analytics. While prevalent in many disciplines of government, acquisition data is currently underleveraged and represents a tremendous opportunity for agencies to improve their overall performance. With the right technology, agencies can use existing data to make more informed purchasing decisions, accurately forecast demand, and identify potentially risky suppliers.

Qlik empowers agencies to maximize savings and ensure compliance by exploring procurement data from every angle with flexible solutions for guided analytics and data visualization. With Qlik® applications, exploration isn't constrained by pre-determined reports. This allows anyone to rapidly create visualizations to reveal purchasing patterns and identify opportunities for consolidation, resulting in reduced cost and time spent. Additionally, users get a holistic view of contract and compliance data, enabling them to easily answer questions such as "Which contract vehicles are we using the most?" and "Have I hit my small business utilization metrics?" Visibility is fundamental for efficient procurement. Qlik's software helps users ascertain what is being bought and from whom to help answer the question: "Are we buying in the most efficient manner to maximize cost savings and leverage our negotiating power to the fullest extent?"

What's more, you can deploy Qlik solutions in days, providing an almost instant return on your investment.. One agency executive says: "Without Qlik, we would have needed 5-6 analysts working over the weekend to answer a data call. With Qlik, it took them 3 hours."

## Addressing DATA Act Requirements

By standardizing the way federal agencies report financial information, the DATA Act aims to improve the tracking and reporting of federal spend. While the ultimate goal—improving government management—will benefit everyone, the journey to standardization puts new demands on already stretched agencies. Qlik can simplify this transition, enabling agencies to quickly and easily meet new requirements while providing new insight that can help reduce spend and improve productivity.

In the first year of implementing Qlik to consolidate financial data from 38 separate organizations, the Procurement Hub at the National Health Service saved \$65M in procurement costs. "Developers, managers and stakeholders now get the intelligence they need while improving the overall performance of the Hub."

### Quickly Aggregate Your Data

Collate and consolidate data from multiple financial and purchasing systems. Then build useful information by using Qlik to automatically format and present financial data from across the agency.

### Visualize Your Data

Through simple, intuitive interfaces, Qlik enables agencies to uncover hidden insights in their data. By recognizing and highlighting relationships in the data, Qlik shows what data is associated with a selected query as well as what's unrelated.

### Ensure Data Integrity

Ensure everyone is viewing the same figures. Governed data eliminates discrepancies caused by conflicting versions of your budget and provides everyone with an accurate, up-to-date view of spend.



## Improved Efficiency

Qlik® enables agencies to consolidate purchasing data into a single, holistic view. Here, users can explore their data and gain insight via interactive analysis and rich visualizations. Finance and program managers can improve their process efficiency by decreasing long lead times caused by fragmented and disparate data. Qlik's software optimizes the acquisition process by improving forecasting, security, and inventory accuracy – decreasing the time spent on reporting and analysis, while increasing the quality of information resulting in better buying decisions.

## Cost Reduction

Qlik provides end-to-end visibility of spend data; from spend by comptroller and supplier to competition type and product/service code. Users can identify similar purchases occurring in different programs within the agency to locate opportunities for consolidation. With this increased insight, both finance and program managers can optimize purchasing and drastically reduce costs.

## Compliance And Utilization Tracking

By providing a single view across all contract data, Qlik enables agencies to ensure they meet all compliance and utilization goals. Users can track small and disadvantaged business utilization performance against goals, competition rates, and contracting vehicle usage, as well as internal metrics and adherence to Federal Acquisition Regulation mandates.

## References

Government Accountability Office study -

[http://www.gao.gov/modules/ereport/handler.php?1=1&path=/ereport/GAO-11-318SP/data\\_center\\_savings/General\\_government/Collecting\\_improved\\_data\\_on\\_interagency\\_contracting\\_to\\_minimize\\_duplication\\_could\\_help\\_the\\_government\\_leverage\\_its\\_vast\\_buying\\_power](http://www.gao.gov/modules/ereport/handler.php?1=1&path=/ereport/GAO-11-318SP/data_center_savings/General_government/Collecting_improved_data_on_interagency_contracting_to_minimize_duplication_could_help_the_government_leverage_its_vast_buying_power)

[http://www.gao.gov/modules/ereport/handler.php?1=1&path=/ereport/GAO-13-279SP/data\\_center\\_savings/General\\_government/23.\\_Agencies'\\_Use\\_of\\_Strategic\\_Sourcing](http://www.gao.gov/modules/ereport/handler.php?1=1&path=/ereport/GAO-13-279SP/data_center_savings/General_government/23._Agencies'_Use_of_Strategic_Sourcing)

\*information obtained from [fedspending.gov](http://fedspending.gov)

For more information, visit [qlik.com](http://qlik.com)