



Qlik Advisory

As a part of Qlik® Consulting, **Qlik Advisory** works with Customers to assist in shaping strategic elements related to analytics to ensure adoption and success throughout their analytics journey.





Qlik[®]
Advisory





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Introduction

The Qlik® Advisory Catalog is a comprehensive collection of service offerings, developed to assist customers with your dynamic Analytic needs.

We can help you through your entire Analytics lifecycle from shaping analytics capabilities, business alignment, to aligning in existing IT ecosystems and quantifying and generating value. Qlik Management Consulting provides customers with global reach and expertise in Analytics.

Our offerings can be purchased in a stand-alone à la carte model or as part of a packaged long term strategy. Our highly trained Management Consultants augment your company's internal resources, providing you with superior levels of expertise and personal attention from a dedicated specialist team.





Analytics Strategy

For new or existing customers, or for deployment of new instances of QlikView® or Qlik Sense®, we assist with advancing how analytics becomes embedded with organizations.



Analytics Exploitation Strategy

Business and organizations can benefit from having analytics across multiple areas, yet it often is a challenge to align business challenges to analytics capabilities. To support an analytics journey, businesses and organizations need to clearly define and prioritize analytics capabilities.

When

There is a need to define an analytics use case and prioritize to exploit the true business value analytics can deliver

Estimated Duration

2 – 4 Weeks

Benefits

- Prioritized efforts for leveraging information locked within various business functions
- Makes data useable through action-orientated analytics
- Focuses on generating insights of enhanced quality that will inform the business and support decision making

Typical Deliverables

- Business information area scope
- Information subject areas
- Data source inventory
- Prioritized Analytics subject areas
- Reporting inventory
- Roadmap of Analytics capability



Analytics Intelligence Strategy

To define how analytics can be rolled out across the organization, the key business, technology and governance need to be aligned with stakeholder expectations. Analytics Intelligence Strategy supports customers in formulating a robust approach and roadmap to implementing or expanding an analytics capability which is aligned to business goals and objectives.

When

Organizations need to define and deliver a clear approach to leveraging analytics effectively across their business

Estimated Duration

3 – 8 Weeks

Benefits

- Ensures analytics projects meet the specific needs of the business for greater adoption
- Increases ROI
- Creates alignment between business needs, technology enablers and governance

Typical Deliverables

- Current state assessment
- Future state vision
- KPI framework baseline
- Gap analysis
- Governance framework
- Solution architecture
- Information strategy
- Business case
- Roadmap



Analytics Transformation Definition

To build long-term implementation plans for Analytics, organizations need to carefully consider how they are shaping and planning programs and projects to ensure they will deliver optimum business benefits. Taking the time to plan effectively will ensure tighter control and management of the scope, budget, resources and stakeholders associated with Analytics initiatives.

When

Customers need support in shaping and planning analytics implementation programs

Estimated Duration

2 – 4 Weeks

Benefits

- Development of forward looking plans to inform future technology projects and/or key buying decisions
- Quicker time to deployment and time to value for analytics initiatives
- Increased productivity through well defined scope and measured and monitored program charters and success criteria

Typical Deliverables

- Program/project charters
- Program/project budgets
- Resource plan
- Risks/assumptions/dependencies
- Stakeholder map
- Progress monitoring/escalation processes
- Deployment planning



Analytics Data Exploration

Organizations require innovation from its analytics solutions which drive business benefits. Qlik's Management Consulting Team can help organizations in finding new insights through the production of analytics based on a customer's data sets. We can provide new perspectives to business challenges by analyzing an organization's data through Qlik solutions.

When

Customers looking to produce analytical insights via Qlik solutions

Estimated Duration

2 – 10 Weeks

Benefits

- Shapes value generating insights with greater context and usability
- Drives clarity from complexity by focusing and prioritizing data needs
- Integrates data sources paving the way for collaboration

Typical Deliverables

- Analytics Proof of Value
- Data value assessment
- Data ingestion approach
- Analytics insights inventory
- Scope definition
- Analytics insights (outputs)
- Results validation



HR Analytics Strategy Definition

HR Functions are increasingly challenged to manage the transactional aspects of HR effectively while spending more time on strategic initiatives to deliver enhanced value to the business. Having a well-defined approach to leverage analytics ensures HR can use insight to make improvements across its functions and increase impact on business performance.

When

A customer wants to leverage actionable analytics to improve the value HR performance and the value delivered to the business.

Estimated Duration

4 – 8 Weeks

Benefits

- Prioritizing HR spend
- Making investment decision that deliver tangible business value
- Ensure HR are accountable for their impact on business performance
- Enables evidence-based decisions and advice to direct the business from a people perspective

Typical Deliverables

- Talent Health Assessment
- HR Analytics Maturity Map
- KPI Definition by Talent Component
- HR Data source Inventory
- HR Data Quality Assessment
- HR Data Governance Framework
- HR Analytics Use Case
- Qlik Dashboard
- Benefits Tracking Approach



Sales Transformation

Sales performance is at the core of every business and as the market, customers and technology continues to evolve organizations must ensure they are using insight to implement sales management best practice and drive enhanced performance. Qlik's Sales Transformation offering provides a robust approach to using analytics to enable sustainable sales management and operations improvements.

When

An organization needs to shape, design and deploy an effective sales transformation program that's enabled by analytical insight.

Estimated Duration

6 – 12 Weeks

Benefits

- Increased sales reporting and forecasting accuracy
- Sales function optimization
- Increased sales velocity, value and volume
- Effective approach to measuring both leading and lagging sales indications to manage continual performance improvements

Typical Deliverables

- Sales Process, Organization and Governance Assessment
- Qlik Analytics Strategy Roadmap and Recommendations
- Qlik Value Management Approach
- Target Sales Operating Model
- Qlik Sales Performance Accelerators
- Qlik Application Design, build and Service Delivery
- Governance Definition
- Sales Centre of Excellence
- Qlik Centre of Excellence
- Sales Coaching Program

Partnership

To provide end-to-end coverage throughout the Sales Transformation journey, Qlik has partnered with The Mentor Group, who are leading experts in supporting customers to transform sales performance.





Data Management and Governance

We offer services to ensure a Qlik capability is defined and governed in a consistent manner.



Data Architecture Alignment

Organizations often need to manage multiple silos of data across various platforms, creating complexity and data management and governance challenges. Developing a deeper understanding of data consistency issues seen in analytics solutions and how to address these issues is an important step in preparing to manage data effectively. Organizations must also focus on aligning the data models and infrastructure to help establish the right foundations for analytics initiatives.

When

Organizations are seeking to align the data models and infrastructure needed for analytics

Estimated Duration

2 – 8 Weeks

Benefits

- Ensures the right foundations are in place for successful analytics projects and programs
- Improves data consistency
- Increases business efficiency

Typical Deliverables

- Data architecture gap assessment
- Data lineage matrix
- KPI definition inventory
- Data source assessment
- Conceptual data model
- MDM integration strategy
- Data migration approach
- Data dictionary
- Data policy



Data Quality Review

To make best practical use data and analytics and ensure adoption across an enterprise business users need the confidence that they can rely on the quality and integrity of the data they use. Validating the data used within an analytics solution and identifying and making relevant technology and process improvements is key for organizations to guarantee and maintain the quality of their data and information.

When

An organization wants to ensure the validity of data used within analytics solutions

Estimated Duration

3 – 6 Weeks

Benefits

- Mitigation of data and reporting quality shortfalls
- Data consistency and well defined processes for continuous quality remediation and improvement
- Sustained future data quality

Typical Deliverables

- Current state data assessment
- Data profiling report findings
- Data quality risk assessment
- Data quality remediation strategy
- Final report of findings



Data Governance Definition

Data is often not treated as a corporate asset and has no assigned ownership which can cause challenges around the maintenance and governance of data quality, adoption and consistency of information across a business. This can be addressed by building a set of disciplines to manage, operate and maintain data and ensuring the IT and business functions within an organizations understand their roles in data stewardship.

When

An organization needs to develop the appropriate data governance organization and policies

Estimated Duration

2 – 4 Weeks

Benefits

- Assigned ownership of data management activities
- Maximized use of analytics across an organization
- Implementation of fit-for-purpose data policies and standards

Typical Deliverables

- Data governance organization
- Data stewardship
- Data governance – maturity assessment
- Data governance processes
- Data maintenance and workflow processes
- Master data standards
- Enterprise data model
- MDM solution



Center of Excellence (CoE)

To operate analytics effectively within the enterprise and produce the desired business outcomes for business teams, organizations need to ensure that the appropriate support and guidance is widely available to enable business teams. This support often comes via the definition and implementation of an analytics CoE, which acts a business partner to its internal stakeholders.

When

When there is a need to have a dedicated team to drive adoption, usage and governance in a Qlik ecosystem

Estimated Duration

3 – 6 Weeks

Benefits

- Increase adoption, usability and ROI
- Enable CoE with delivery Enablement
- Framework for continuous improvement
- Capturing best practice to generate enhanced value
- Quicker and easier to roll-out enterprise wide analytics

Typical Deliverables

- CoE target operating model
- CoE model diagram
- CoE governance framework and forums
- Qlik team structures
- Qlik role definitions
- Qlik functionality integration
- Role responsibility map
- Timeline for CoE





Information Architecture

We offer Services, tailored to your specific needs to assist in defining technology considerations to build analytics capabilities.



Analytics Solution Architecture

To support an analytics roll out organizations need to define and deliver the supporting architecture to ensure their existing IT ecosystem can service a growing set of information capabilities required by business teams. Having a well defined solution architecture helps to accelerate analytics implementations enabling a quicker time to value.

When

An organization needs to define their analytics ecosystems to support an analytics roll-out

Estimated Duration

4 – 8 Weeks

Benefits

- Definition of a long-term analytics solution architecture
- Assurance of the overall fit of an analytics solution within a businesses existing environment
- Implementation of best practice reference architectures

Typical Deliverables

- Current state assessment
- Master data design
- User interface approach
- ETL high level design
- Infrastructure design
- Design standards and recommendations
- Analytics sizing
- Solution architecture definition
- Proof of concepts



Real-time Analytics

Organizations want access to relevant data and analytics fast to turn insight into action. Defining the use cases which require real-time analytics helps organizations to better understand how and where to harness the value of real-time analytics and how to align new analytics capabilities with existing business processes and related programs.

When

Organizations need to understand how to use and embed real-time analytics in their business processes

Estimated Duration

2 – 4 Weeks

Benefits

- Defining the opportunity and impact of real-time analytics with organization-specific context
- Prioritization of where and how to embed real-time analytics
- Aligning future analytics enhancements to existing business processes

Typical Deliverables

- Improvement opportunities
- Financial and non-financial impact assessment
- Business case
- Real-time use case inventory
- Prioritization matrix
- Roadmap



Big Data Integration

Organizations are often passionate about being ahead of the curve and exploiting the business value of next generation solutions. To harness the power of big data, shaping big data solutions with qualified and quantified value that is relevant and contextual to the business is key. When exploring and integrating new big data capabilities organizations must enable their IT teams to deliver the supporting architecture, data models and frameworks.

When

An organization needs support to shape and architect next generation big data solutions

Estimated Duration

4 – 8 Weeks

Benefits

- Enables next generation solutions
- Defines and delivers the infrastructure to support big data integration
- Makes big data usable for business users
- Qualifies the value and practicalities of big data solutions

Typical Deliverables

- Business strategy assessment
- Value driver definition
- Business case
- Use case definition
- Internal and external information inventory
- Data ingestion model
- Big data ecosystem definition
- Big data modelling
- Data governance and stewardship
- Data privacy assessment

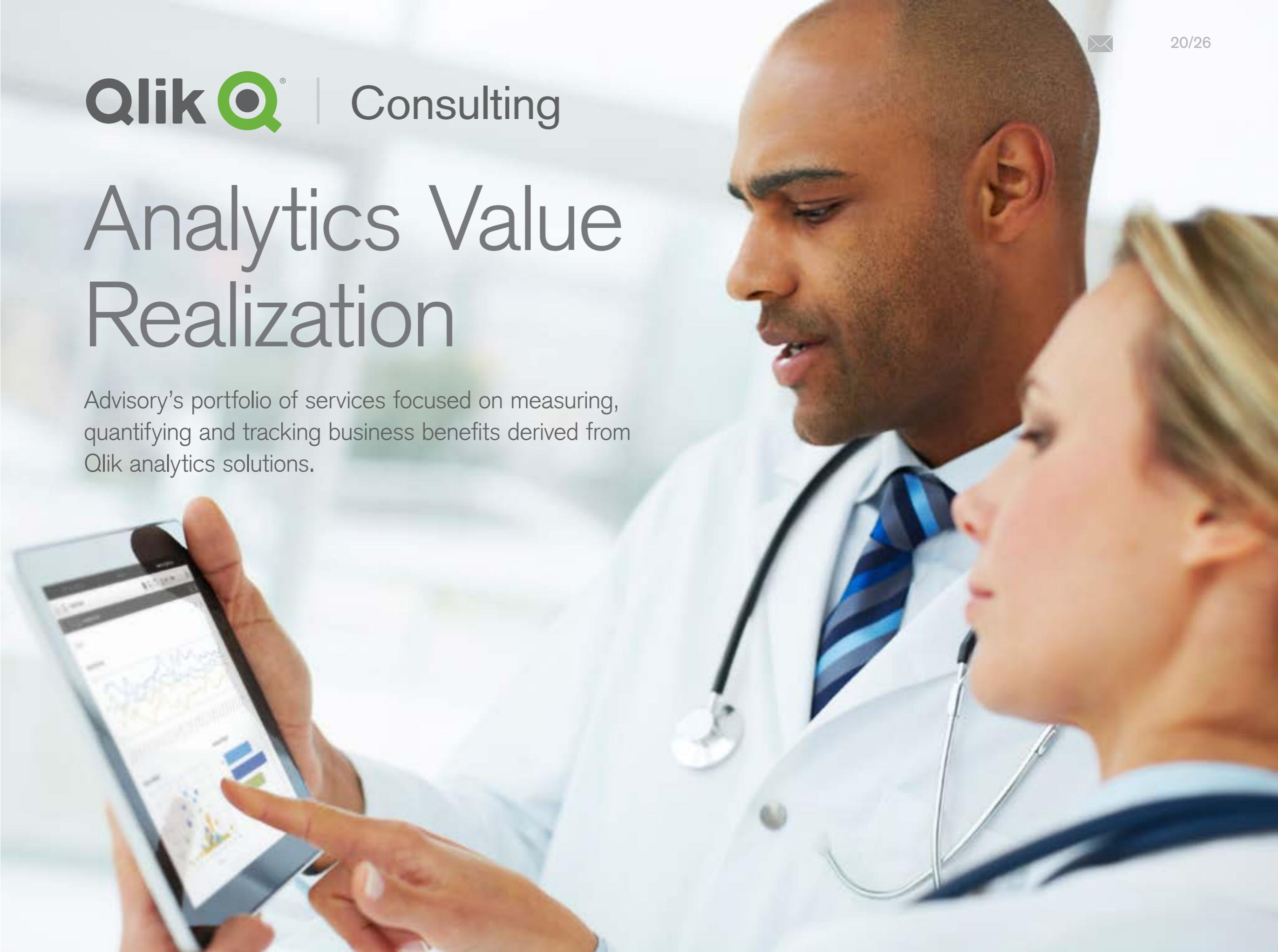




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Analytics Value Realization

Advisory's portfolio of services focused on measuring, quantifying and tracking business benefits derived from Qlik analytics solutions.



QlikView Benefits Realization Assessment

QlikView enables organizations to visualize data and interact with analytics and can deliver significant business benefits that impact an Enterprises data discovery journey. The QlikView Benefits Realization Assessment helps to review and assess the Qlik ecosystem and adoption maturity and can identify associated process efficiencies that help organizations to realize the long-term, transformative value of effectively leveraging QlikView analytics.

When

A customer needs to assess, enhance and measure the benefits realized through QlikView

Estimated Duration

2 – 4 Weeks

Benefits

- Enables the benefits derived from QlikView to be tracked and measured effectively
- Quantifies analytics benefits, empowering business and IT users to embed data as part of their daily decision making
- Helps to simplify the Qlik analytics landscape increasing adoption and scalability
- Enhances the business alignment and maturity of the processes associated with benefits realization
- Creates alignment between business objectives and analytics benefits

Typical Deliverables

- Current state assessment
- Review of KPI's and business objectives
- QlikView Inventory
- Usage assessment
- Adoption maturity map
- Benefits realization assessment
- Benefits realization improvement roadmap
- Benefits tracking dashboard



Benefits Realization

To clearly demonstrate the benefits generated from analytics and assess and validate the true impact to the business, organizations need the ability to quantify the value of analytics and justify current and future investments. Business Teams need to operate a model of continuous improvement and to do this they must have clear objectives and a robust approach to track, monitor and measure analytics benefits..

When

There is a need to quantify and expand the strategic and tactical efficiencies gained with analytics

Estimated Duration

3 – 6 Weeks

Benefits

- Evidence as to how IT and analytics impacts business operations
- Identifies opportunities to optimize business processes
- Fact based usage of data and analytics to monitor how to improve business performance

Typical Deliverables

- Business objectives
- Business process and analytics mapping
- Current state impact assessment
- Stakeholder matrix
- Benefits tracking KPI's
- Benefits tracking dashboards
- Data assessment
- Benefits tracking operational processes
- Benefits tracking communications



Industry Benchmarking

Baselining and comparing business performance against peers and industry standards enables organizations to identify opportunities to improve performance and to use the insights generated from data and analytics to increase productivity and operate more efficiently. Understanding how to be competitive in an increasingly busy marketplace is often critical to a companies success and market share.

When

Organizations need to use analytics to compare performance against peers and/or industry standards

Estimated Duration

4 – 8 Weeks

Benefits

- Independent view of current market positioning
- Shapes organizational goals, objectives and strategy to drive enhance performance
- Deeper understanding of business performance to identify gaps for improvement

Typical Deliverables

- Data assessment
- Business process inventory
- Internal KPI scorecard
- Industry benchmark KPI's
- Gap assessment
- Benchmarking dashboard
- Historical performance dashboard
- Improvement opportunities
- Findings report



Analytics Monetization

Most organizations now own a significant volume of data and analytics that may have the potential be repurposed and monetized to generate new revenue for the business. Organizations looking at how to monetize their data must first be clear on what the commercial proposition and the benefits they seek to realize. Taking into account the scope, regulations and/or company policies and procedures can be critical in successfully progressing analytics monetization opportunities.

When

Organizations are looking to innovate through analytics to generate new revenue opportunities

Estimated Duration

2 – 4 Weeks

Benefits

- Using analytics to fuel innovation and support additional fiscal benefits
- Identifying the potential to generate new revenue streams
- Clarifying the propositions and benefits of analytics monetization specific to organizational needs

Typical Deliverables

- Scope definition
- Analytics monetization opportunity assessment
- Value proposition
- Analytics commercials
- Market analysis
- Breakeven planning
- Data selection strategy



DataMarket Assessment

Leveraging external data effectively can help organizations to develop a deeper understanding of their business with added market context that supports translating analytics into actions that drive enhanced business performance. Qlik DataMarket provides customers with seamless access to external data from within Qlik and the Qlik Advisory Team can help shape how best to use, integrate and align DataMarket data to support a robust analytics strategy.

When

A customer wants to use and embed external data within their analytics landscape

Estimated Duration

2 Weeks

Benefits

- Defines how to embed and align external data to deliver analytics objectives
- Integrates new data sets for seamless adoption
- Generates enhanced analytics to help identify opportunities for functional, operational and process improvements that drive enhanced business performance

Typical Deliverables

- External data requirement review
- Data KPI's and analytics objectives
- Current state assessment (existing data sets, data usage)
- External data gap analysis
- Data mapping
- Integration of external data
- Analytics Proof of Value
- Benefits analysis
- Report of findings and recommendations





Contact

To learn more about how Qlik Advisory can help you in your Analytics journey, please contact us at QlikAdvisory@qlik.com.

