



Tagetik and Qlik Sense bring CFOs financial insights and data visualization for confident financial and strategic decision making

“Some partnerships are all talk, but our partnership with Qlik is the real deal. In a matter of weeks we were bringing very real value to our customers together.”

– David Kasabian, *Chief Marketing Officer, Tagetik*

Overview

For nearly three decades, Tagetik has provided leading-edge financial solutions to global businesses. Today, more than 750 enterprise customers in 35 countries rely on Tagetik for innovative Corporate Performance Management (CPM) software, outstanding service and in-depth financial knowledge.

Tagetik is continually recognized as a visionary in performance management and has become one of the fastest-growing, most trusted providers of scalable, unified solutions for the Office of Finance.

Tagetik’s solution helps customers meet the challenges finance organizations face today, addressing everything from strategic planning to annual budgeting, from quarterly plans to rolling forecasts, from management reporting to final disclosures – all under the umbrella of an easy-to-use platform with full visibility throughout all financial processes.

Recent analyst research recognizes Tagetik as an innovator and leader in the performance management market. To further differentiate its solution from its

competitors, which include large mega-vendors and cloud-based point solutions, Tagetik looked to Qlik to complement its offering by embedding Qlik Sense for advanced capabilities for data visualization and what-if analysis.

Growth through continual added value

An ambitious company with high growth expectations, Tagetik is always seeking new ways to offer more value to its customers. Responding to a growing demand for relevant and trusted business insight, the company wanted to complement Tagetik Analytics with powerful but business-friendly analysis tools. Tagetik recognized that a partnership would yield a market-ready solution far faster than one built from scratch.

“Qlik is a well-known, established leader in visual analytics. Many of our customers already had QlikView and they were asking for an integration with Tagetik,” said David Kasabian, Chief Marketing Officer for Tagetik.

Solution overview

Partner Name: Tagetik - a leader in global performance management software solutions.

Industry: High tech

Function: IT, processes, operations

Geography: Lucca, Italy and Stamford, Connecticut

Challenges:

- Provide the means to effectively manage finance processes and analyze key financial data with confidence, without IT support
- Further differentiate its solution from mega-vendors and cloud-based point solutions

Solution: Built-in integration with Qlik Sense empowers Tagetik customers with powerful data visualization and discovery capabilities within Tagetik’s Financial Performance Platform.

Benefits:

- Provides competitive advantage within a crowded and innovative market
- Highlights Tagetik’s ability to provide the CFO with the financial control and governance
- Presents an opportunity for Tagetik to widen its customer base and expand usage in existing customers

Strategic Benefits for Users:

- Instills CFOs with greater confidence in financial data accuracy and consistency and willingness to expand access to more decision-makers without risk
- Provides the ability to accurately forecast and analyze data, pinpoint problems early on, create and compare what-if scenarios and make informed business decisions

“From a technology perspective, our solutions are very complementary and compatible,” Kasabian continued. “With Qlik Sense, we can offer customers market-leading visualization, dashboarding, and an associative in-memory analytics engine embedded directly within the Tagetik cloud solution. And, Qlik Sense natively takes full advantage of Tagetik’s powerful financial intelligence, accounting logic, security, and governance to deliver powerful and meaningful insights with control and confidence.”

Doing what they do best – focusing on finance

In addition to bringing customers significant benefits, the Qlik partnership also lets Tagetik focus on finance – its primary area of expertise.

“Thanks to the integration with Qlik, our end users are able to create all kinds of dashboards and what-if scenarios. It’s a self-service platform without any of the usual constraints, allowing users to see the data exactly the way they want it,” said Fabio Vigolo, Director of Analytics and Advanced Applications for Tagetik. “For our customers it is seamless, they are using Tagetik Analytics as part of the unified Tagetik solution. We gain the competitive advantage of these visualization and analytic capabilities without diverting our development resources from our focus on delivering critical capabilities to benefit the Office of

Finance.”

The partnership between Qlik and Tagetik looks set to flourish in the years to come. “The partnership is a win-win for both companies, and, more importantly, for our customers. Our mutual customers get the best of both worlds – a market-leading performance management solution combined with the best and most innovative visual analytics,” said Alessandra Gamba, Partner Marketing Manager for Tagetik.

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