



Corporater leverages the Qlik® Analytics Platform to deliver Business Outcomes

“The Qlik Analytics Platform allows the end-user to discover value in their data. It takes data out of the IT department, and into the hands of the business. Combined with Corporater’s Business Management Platform we give business people the power to achieve Business Outcomes.”

– Tor Inge Vasshus, *Founder & CEO, Corporater*

For many outsiders, Corporater was an unlikely candidate for global success. Founded in 2000 with the objective of providing software to empower enterprises to evaluate, manage, and improve business performance, Corporater appeared at a distinct disadvantage: it didn’t reside in one of the world’s business capitals. Instead, the company is based in Norway’s fourth largest city, Stavanger, tucked away on the country’s Atlantic coast.

“In fact, Stavanger is our advantage,” says Tor Inge Vasshus, Corporater founder and CEO. “It’s a very international city, the centre of Norway’s oil industry and home to dozens of multinational companies. In terms of outlook and ambition, we were international from day one.”

Today, Corporater has 18 offices worldwide, including London, Dallas, and Dubai. “We’ve gone up against some of the software industry heavyweights and are constantly winning,” says Vasshus. “Our customers are now our best advocates.”

Corporater’s unique value proposition is providing business intelligence in a business context. “We break down the functional silos,” says Vasshus. “Our platform allows our customers to orchestrate strategy, risk, compliance, quality...everything. We’re the glue that binds it together.” Corporater is listed in Gartner’s Magic Quadrant for Strategic Corporate Performance Management Suites.

Buy or build?

To work effectively, Corporater was looking for a business intelligence (BI) solution to help their customers visualise and make sense of their vast and varied data. According to Vasshus, “We need to give the analytical power to the end-user to see insights and take action.”

While Corporater typically developed software internally, they carefully weighed the option of partnering, instead of building, a visual analytics tool.

“We considered building, but Qlik was a very good option for us to integrate into our Business Management Platform,” says Vasshus. “Once we decided to buy we shopped for the best.”

Solution overview

Customer Name:

Corporater

Industry: Software

Opportunity: Establish a single management platform to reduce business silos

Geography: Global

Challenges:

- Provide visual business intelligence allowing end-users to uncover actionable insight

Solution: Integration with the Qlik Analytics Platform empowers customers with powerful data visualization and discovery capabilities within Corporater’s Business Management Platform

Benefits:

- BI offers a key differentiator in a crowded business software market
- Development resources freed to focus on core strengths
- Ability to offer a complete suite of business management tools, to analyze, plan and execute in order to achieve business outcomes
- Single platform approach, fast time to market, and ability to explore large data volumes
- Minimizes development resources, allowing Corporater to focus on its core strengths

Strategic Benefits for Users:

- Provides end-users with a complete suite of business management tools, from Business Intelligence to planning to execution
- Delivers the means to visualize data from across business silos, gain insight, take action and execute to deliver the best business outcomes.

Keys to success

Delivering value

Qlik Analytics Platform allows end-users to discover value in their business data.

Business management suite

Corporater can now provide a full suite of business management solutions, including BI, planning and execution.

Corporater evaluated several options, considering factors such as integration simplicity, ease of doing business, reputation, and visualization capabilities. "It was quickly evident Qlik was the right partner for us. They are in the Magic Quadrant for BI, the interface is easy to use and visually appealing, and we were very well taken care of when we visited them in Sweden. Qlik has the same values as us: they want to put the customer in control."

Choosing to partner with Qlik instead of building a solution internally has freed Corporater's resources to strengthen its core product. "We focus on what we're good at, but by joining forces with Qlik we're offering something stronger," says Vasshus.

Putting the power of analytics in the hands of the business

Today, Corporater uses the Qlik Analytics Platform white labeled into its business management platform. Vasshus says the partnership with Qlik delivers instant credibility; "The Qlik Analytics Platform allows the end-user to discover value in their data. It takes data out of the IT department, and into the hands of the business. We've always been obsessed in delivering value. With the Qlik Analytics Platform it's very easy to show value."

Corporater is now able to offer their customers a full suite of business management solutions: "Now, our solution has BI, planning, and execution. Unlike pure BI platforms, we come at it from a business angle not a data angle. We cover the B in BI. This gives us an edge in reaching new customers."

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