

Qlik® Sales Performance Accelerator Suite

To continuously improve sales performance, most organizations need:



- **Sales operational frameworks** that enable field staff to monitor **sales performance** and **react to changes** while deals are still in the pipeline.
- A **dashboard view with drilldown analysis capabilities**, providing deep insights into pipeline, territories, sales personnel and account plans.
- The ability to **adjust to shifting organizational, market and competitive conditions**, as well as **differing sales processes** across territories.
- An **analytics application** built on a **robust data discovery platform** that can easily adapt to multiple and changing data sources, avoiding ad-hoc, manually intensive processes.

Qlik Sales Performance Accelerator Suite enables your sales operational processes

Built on our leading-edge Visual Analytics platform, the Sales Performance Accelerator Suite, offered by Qlik Consulting Services, is a set of pre-built applications that get you up and running quickly on a **real world sales framework**.

The configurable solution comes with an **industry-proven** data model, defined KPI's and analytics, all pre-tested and ready to accept your data.

We know that every company has their own unique business needs, so we have designed the Sales Performance Accelerator Suite to be a robust foundation for future customizations.



Qlik® Sales Performance Accelerator Suite – Modules

The Sales Performance Accelerator Suite has a modular design, built on a common foundation layer. The foundation layer incorporates a single data model and our configurable approach means each module can be progressively added to enhance the overall capabilities of the suite.



- ✓ **Foundation Layer:** This layer contains the user interface template and data model which is adaptable for any CRM-based system such as Salesforce.com, and is used by all applications. Pre-built hierarchy tables for the most commonly used dimensions that can be configured to your specific business needs. Examples Include: business unit, segment, geography, product, sales organization, territory, and customer.
- ✓ **Sales Analytics:** This module includes analytical insights and visual analytics through all dimensions for sales, margin, customer count, and transaction detail. Complete sales analysis, ready to use out-of-the-box.
- ✓ **Forecast & Pipeline Management (Q3 2015):** This module provides a workflow-based application that goes beyond traditional reporting and analytics, enabling sales members to maintain a healthy pipeline and forecast more accurately while providing management visibility to effectively monitor and coach their team.
- ✓ **Account Planning & Management (H2 2015):** This module utilizes additional data sources for communications and website activity, providing additional insights for account management and ensuring sales team members are focusing on the right opportunities.
- ✓ **Territory Planning & Management (2016):** This module incorporates external market data to provide insights on where sales leadership should focus their resources to improve market share and drive sales.

Note: The Foundation Layer is required for use with any Module, but only needs to be purchased once. Each Module can be purchased stand-alone or used with other Modules. Consulting Services are necessary and required to Deploy, Customize, and Extract, Transform & Load Data.

Learn more

Whether you are looking for an end-to-end implementation, enablement of your in-house team, or point-focused assistance, the Qlik Global Services team is your go-to Qlik partner.

For more information about this offering, or other Qlik Consulting offerings, please contact us at ConsultingServicesGlobal@qlik.com or via your Qlik services manager or account manager.