

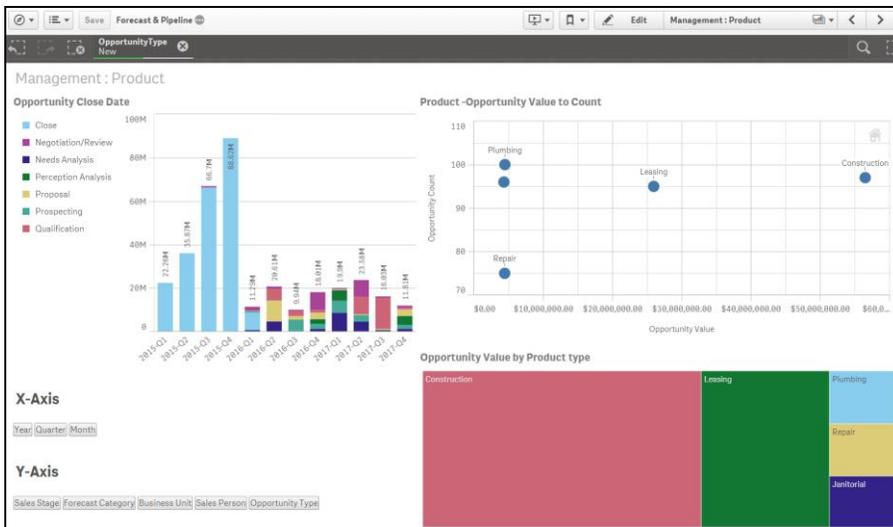


Qlik® for Federal forecasting & win/loss reporting

Accurately forecasting Federal wins can be challenging, particularly during the administration change. Qlik can help management cope with uncertainty by relying on past and present trending data analysis. To best predict bid/no-bid decisions, organizations must have the ability to see the whole story of the entire proposal cycle — from identification to win/loss announcement.

With Qlik, organizations are enabled with workflow-based applications that go beyond traditional reporting and analytics. Qlik leverages data from multiple customer relationship management and finance source systems, and also provides modern data visualizations that help maintain a healthy pipeline and more accurate forecasting.

Management and their teams gain visibility into key metrics such as services quota attainment, forecast planning, funnel management, win/loss analysis, and more. The result is a holistic view of the entire process to describe results, diagnose risk, prescribe actions, and predict outcomes.



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For more information, visit www.qlik.com/salessolutions, or contact us at unclesam@qlik.com to schedule a discussion and live demonstration.

Improved bid/no-bid decisions

The more accurate the forecast, the better Systems Integrators will be at predicting win/loss and making bid/no-bid decisions. Qlik allows SIs to gain the insight required for service quota analysis, set benchmarks, and trust the quality of the data to achieve new heights. Qlik's flexible and agile modern BI platform enables more control in forecast management to help you succeed.

Actionable account planning

By integrating customer and CRM data into pipeline and forecast analysis, organizations can account plan more effectively. This provides additional insights into accounts, activity, and competitor analysis, ensuring sales teams are focusing on the right opportunities most likely to close.

