15 Companies that Are Perfecting Their Supply Chain by discovering the whole story that lives in their data.
The role of the supply chain is increasingly strategic.

It’s not just about managing the physical aspects of demand and supply. It’s about understanding the commercial context. This creates both challenges and opportunities.
Most supply chains are fragmented. Processes and KPIs straddle different functions. Numerous data sources make visibility a challenge.

Collaboration is critical in the supply chain, but how do you enable it? To achieve your supply chain goals you need to see the whole story across your supply chain.
40% of supply chain leaders use data analysis to look back, not forward

88% rank advanced analytics capabilities as a good or outstanding opportunity for their organization

Qlik has helped thousands of companies in all industries see the whole story across their supply chain.

When you read our 15 tales of improved supply chain flexibility, availability, compliance, and efficiency, you’ll see how insights quickly lead to lower costs and higher revenues.
Monitoring point-of-sale data to better manage availability and waste has enabled this U.K. prepared food supplier to make faster, smarter inventory decisions, and increase sales.

“We’re seeing some fantastic results from Qlik already. Each member of the commercial team can now easily access information on a self-service basis—that wasn’t possible before.”

– Jenny Thompson, Commercial Executive, Greencore Northampton
A single, complete view of past and present data gives North America’s leading home décor manufacturer better visibility into sales and vendor performance, inventory turns, and fill rates to quickly make real-time operational adjustments.

“Qlik has been fantastic. It has exceeded our expectations, even though we have really just scratched the surface of what it can do for our organization.”

– Clifford Siegel, Senior Vice President Global Supply Chain, Lifetime Brands
Increased visibility into production helped this Dutch frozen meat product manufacturer realize a 50% increase in forecast accuracy and quickly comply with food safety regulations.

“Thanks to Qlik, we have complete control over all our business processes, including tracking and tracing. The ability to perform daily analyses allows us to adjust easily and achieve dramatic cost savings.”

– Jaap Brokking, General Manager, BBS Foods
Improved inventory management helps India’s leading ecommerce retailer cut costs and improve availability and use across its fast-growing network of warehouses.

“Qlik is a superb tool for managing inventory by allowing you to optimize stock levels and lower costs associated with excess stock.”

– Pravin Shinde, Analytics Manager, Flipkart
Supply chain visibility has enabled this German-based global transportation and logistics company to ensure on-time delivery, analyze delays, improve capacity use, cut costs, and improve customer service.

“If we didn’t have Qlik, tomorrow there would be chaos. We’ve been working with Qlik for so long that it is difficult to imagine how we could have done business without it.”

– Per-Olov Johansson, Head of IT, DB Schenker
“Qlik has provided us with the ability to make incredibly timely decisions about production during one of our key trading periods. It has been a massive leap for the company and we can see no shortage of opportunities for the future.”

– Jeff Turner, Head of IT, COOK
Downtime of a single production line in our factory would cost us €8,000 a day. Avoiding days of downtime using Qlik’s predictive trend analysis makes payback on the investment remarkably quick.

– Geertjan Woltjes, Controller/Plant Manager, Quooker

Better insight into procurement, production, sales, supply chain, and finance by production line and region lets this Dutch boiling water tap manufacturer mitigate risks in availability, cut costs, and improve customer satisfaction.

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This logistics outsourcing company can provide clients a view across their supply chain so they can check the status of inventories, orders, deliveries, and invoicing.

“Qlik’s capabilities enable our customers to manage their supply chain independently. Providing our customers with simple access to data is a strong competitive advantage for arvato.”

– Mélanie Ogier, Solution Design SCM, arvato
“We saw a massive benefit from using Qlik for a true enterprise view of the business. We’ve seen hard-dollar savings from shortening time to problem resolution, driving the right supplier relationships, and getting smarter in how we negotiate deals.”

– Bill Momsen, Senior Director of Supply Chain Operations, DynCorp International
The ability to forecast demand in its new B2B ecommerce platform lets this electrical solutions provider to the marine and offshore industry minimize costly downtime for its clients by enabling higher availability, quick response times, overstock reductions, and a sustainable supply chain.

“This is one of the fastest technology and digital rollouts I have driven, especially when it comes to an enterprise-level and scalable solution like Qlik.”

– Ken Soh, Chief Information Officer, BH Global
Employees at this Dutch-based global exotic fruit and vegetable distributor can monitor popular products and combinations and make stock decisions on the fly, driving efficiency, reducing costs, and ensuring each piece of produce is delivered at peak freshness.

“We have the information we need within a few clicks. The reports are beautiful and provide a clear understanding of how we stand compared to the budget.”

– Roland Loykens, Data Specialist, Nature’s Pride
ON-TIME DELIVERY
due to improved control and visibility at Systemair AB

Company-wide access to critical business data lets this leading European ventilation manufacturer increase product availability, efficiency, and customer satisfaction while cutting costs.

“Availability is our primary customer value. We deliver our products throughout Europe within 24 hours. To do this we need total control over our processes. To us, this is what Qlik is all about.”

– Lars Emilsson, Project Manager, Systemair AB
Increased transparency lets this leading manufacturer of heat transfer, separation and fluid handling equipment improve planning and forecasting in collaboration with customers. The results are **reduced risks and costs, shortened delivery time, and higher profitability.**

“Qlik let us introduce new processes for sales and operations planning and inventory control, letting us significantly shorten lead times and create a platform for future growth.”

– Michael Tydén, Vice President of Operations, Alfa Laval
Customers of this Dutch fourth party logistics provider can quickly and easily visualize supply chain cost patterns, performance, maturity, transport, and cargo flows, letting them spot trends or outliers and improve performance.

“Qlik gives our customers an understanding of their data at a glance and an overview of their logistics processes in an engaging, easy-to-use interface.”

– Paul van der Burg, director of IDS
“Using Qlik we can now match our inventory levels to production levels. We can then review these numbers against our original production plan and determine our excess stock levels. This enables us to take corrective action immediately and ultimately helps us reduce our inventory costs.”

– Richard Desouza, Head of IT, Mahindra & Mahindra
Qlik’s visual analytics let you see the whole story that lives within your data, giving you the supply chain visibility you need to:

- Optimize inventory and ensure high availability
- Reduce risk and increase resilience
- Resolve issues quickly
- Reduce supply chain costs
- Increase revenue
Want to drive revenues through a responsive supply chain?

► Explore our demo on optimizing inventory and availability

► Watch our video and see how insight can drive supply chain efficiency
About Qlik®

Qlik enables organizations to explore supply chain data and processes in unprecedented ways, discovering hidden insights which result in better decision making and drive improvements in supply chain operations. Built on the industry’s leading Data Discovery platform, Qlik supply chain solutions help customers connect and manage the supply chain from end to end while increasing visibility, reducing risks, and optimizing operations. With Qlik, organizations can analyze, visualize, and explore relationships between complex data sources. The result is a more connected customer-centric supply chain which drives better business results and a competitive edge.

Take control of your supply chain.
qlik.com/supplychainsolutions.