

See the Whole Story that Lives Within Your Data





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Introduction

Qlik®: A visual analytics leader

Qlik is a leader in the visual analytics market, delivering intuitive platform-based solutions for self-service data visualization, guided analytics applications, and embedded analytics, reporting to approximately 36,000 customers worldwide. Companies of all sizes, across all industries and geographies, use Qlik solutions to visualize and explore information, generate insight, and make more informed decisions.

At Qlik, we believe that Business Intelligence (BI) is optimized by harnessing the collective intelligence of people across an organization. To successfully empower people, we focus on enabling everyone in an organization to see the whole story that lives within their data.

We believe that data is nothing more than a source, and that BI and analytics tools and technologies are only as effective as those that use them. Thus, we have set out to build a new breed of visual analytics solutions, via a platform approach, that bring out the best in the people that use them. Simply put, our focus is to amplify human intelligence.

Qlik at a glance

- Founded in Lund, Sweden in 1993
- Approximately 36,000 customers in more than 100 countries
- More than 1,500 healthcare customers globally

Solutions driving leadership in the visual analytics market:

- **Qlik Sense®** – Next-generation visual analytics
- **QlikView®** – Guided analytics and dashboards
- **Qlik® Cloud** – Web-based services for analytics and data

More than 1,700 technology, solution, OEM, consulting, and system integrator partners.

Recognized leader by industry analysts including KLAS, Gartner, Forrester, BARC, Butler Analytics, and Ventana

Research Headquartered in Radnor, PA, USA

NASDAQ: QLIK

Explore and analyze a variety of data sources

Hospitals and healthcare organizations use Qlik's visual analytics platform to explore and analyze data across internal and external sources to discover insights that streamline operations and improve overall patient care delivery.

Transforming patient care

Qlik solutions provide the analytical platform that helps healthcare providers:

- Understand which therapies work best
- Reduce variations in care
- Increase efficiency
- Lower costs
- Improve quality
- Produce predictable outcomes

Today's Digital Healthcare Challenge

Revealing hidden insights within healthcare data

The sheer amount of data is growing exponentially across all industries. The healthcare field has spent the last 20 years digitizing medical records, and the amount and sources of data continue to grow. In addition to electronic medical records, there is now information collected from telemedicine interactions, patient health monitors, fitness trackers, and more. Understanding the whole story hidden within these data sources has become a daily struggle for healthcare professionals.

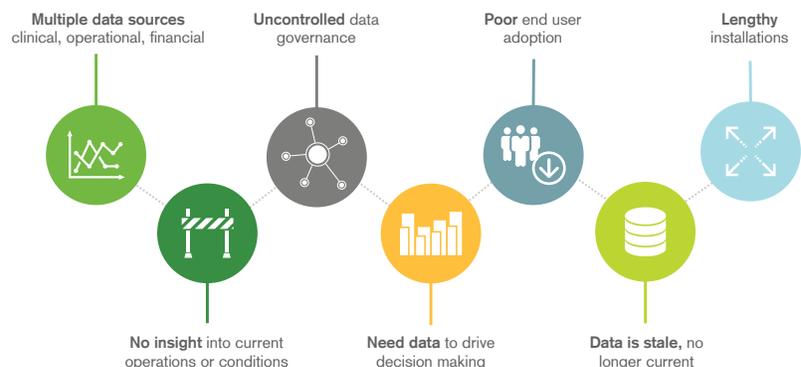
To further compound the issue, healthcare around the globe is undergoing a major paradigm shift. As costs rise and health levels fall, both public and privately-funded healthcare environments are shifting away from paying for service volume and toward paying for service value.

This new focus on value — also called pay-for-performance, quality, or outcomes — is ultimately about the good health of patients. This shift is fundamental and it's shining a light on how healthcare systems can improve quality of care and patient satisfaction while reducing costs through more efficient delivery.

By applying powerful analytics to the growing volume and sources of healthcare data, stakeholders in clinical, operational, and financial realms can gain unprecedented insights.

In the digital healthcare world of today, analytics have massive potential to improve decision making and ultimately transform patient care.

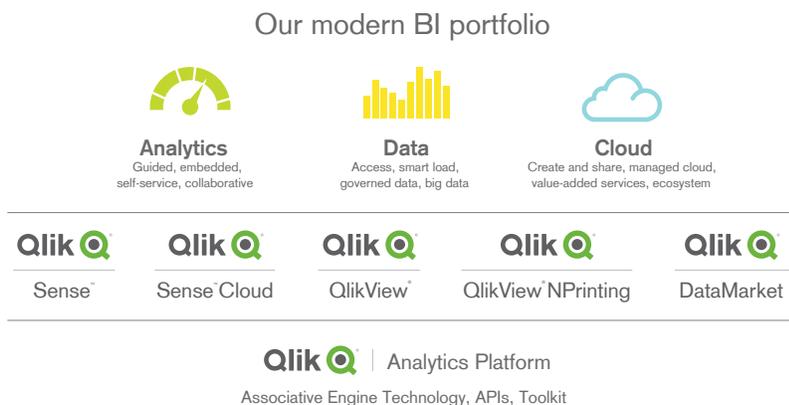
Common Provider Analytic Issues



The Qlik® Approach

Our modern BI portfolio

Today, our portfolio is comprised of three core solutions, all powered by our Qlik® Analytics Platform: Qlik Sense®, our next-generation platform-based visual analytics solution, QlikView®, our proven guided analytics and dashboarding solution, and our growing Qlik® Cloud portfolio.



A platform for visual analytics — not just a data visualization tool

The Qlik Analytics Platform enables IT to centrally deploy guided analytics, self-service data discovery, and embedded analytics across the entire healthcare organization. Our platform also empowers developers to easily and with great flexibility embed the powerful visual analytics capabilities of Qlik Sense right into their own healthcare applications. The Qlik Analytics Platform provides direct access through open and standard APIs such as the mashup API, extensions API, engine API, and management APIs. This allows developers to build fully custom guided analytics apps, embed visualizations into workflow and operational apps, and extend the functionality of Qlik Sense for new types of visualizations and objects to meet specialized business requirements.

The Qlik Analytics Platform offers both a capacity and a consumption-based licensing approach, allowing healthcare organizations to choose the licensing that most suits their needs.

Why our approach is unique

See the whole story that lives within your data

Innovative associative model enables users to probe all the possible associations that exist in their data, across all data sources, to answer not just “What happened?,” but “Why?” and “What is likely to happen?”

A platform for visual analytics — not a data visualization tool

Platform approach that enables centrally deployed guided analytics, self-service data discovery, and embedded analytics in any enterprise or web application.

Agility for the business user, with trust and scale for IT

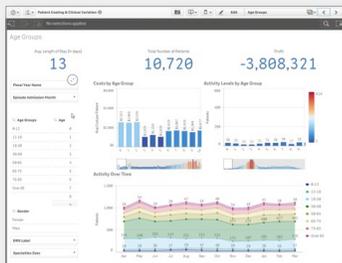
Data sourcing and preparation, visualization and analytics, collaboration and reporting — all within a governed framework.

Explore a Qlik Sense® demo for yourself

Patient costing and clinical variation

Cost effectiveness is built on knowledge of how and when clinical resources are being used. Understanding the reasons for clinical variation in the treatment of patients can result in significant, sustainable savings — and better patient outcomes.

Qlik has developed a patient costing and clinical variation demo application to illustrate the power of visual analytics in understanding the relationships between patient needs, physician profiles, and the cost of care.



Explore this sample application for visualizations related to:

- Patient cost analysis
- Clinical cost variation across physicians
- Patient average length of stay
- Individual patient breakdowns

Visit qlik.com/healthcare to explore this application and more.

See the whole story that lives within your data

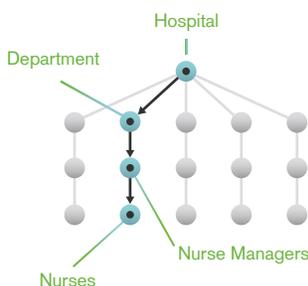
Although no two healthcare organizations are alike, they do face similar data challenges. A typical mid-sized hospital has more than 20 disparate systems collecting vast amounts of financial, clinical, and operational data on a daily basis. Comprehending the relationships between these complex data sources can be daunting. The Qlik visual analytics platform was built to enable everyone in your healthcare organization to generate insight — not just a limited number of data experts.

Qlik's innovative associative model enables healthcare professionals to probe all the possible associations that exist in their data, across all data sources, to answer not just "What happened?," but "Why?" and "What is likely to happen?"

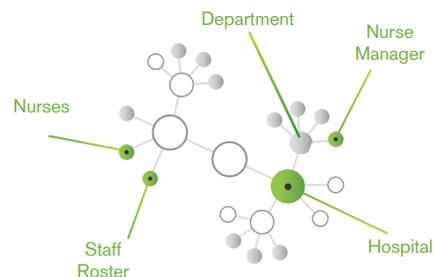
See the whole story that lives within your data

Analyze nursing overtime and agency or temporary staffing spend across the entire organization. Linking data sets together will highlight which area to prioritize and which departments/specialties are most at risk of increasing financial pressure.

Linear Data Visualization



Qlik's Associative Experience



Healthcare Use Cases

Operational

Qlik® helps organizations collaborate across the entire healthcare network and uncover new insights to significantly improve productivity, resource utilization, and cost effectiveness. Users can easily transform huge volumes of data into fresh and clear analysis, discovering new ways to visualize operations and improve service delivery.

Financial

Qlik improves cost visibility into critical areas such as department performance, resource utilization, and supply chain, as well as provides tools to improve cost performance. Visual analytics provide solutions to complex financial reporting needs, improving accountability and helping staff balance the delicate relationship between cost reduction and quality of care.

Clinical

Qlik sparks clinical excellence with improved information visibility and streamlined collaboration. By linking data from multiple systems, Qlik helps healthcare staff visualize data and gain insight to improve the overall quality of care. Collaboration is easier and more effective when clinicians are given the tools they need to share insights and interact from anywhere.

“ We have had a lot of success with Qlik. Their visualization tools are very easy for our leaders, clinicians, and analysts to use. That is a big deal. ”¹

“ Qlik is in a class of their own in the sense that their partnership and interaction with Epic are pretty strong. ”²

Qlik positioned as a leader in KLAS Healthcare Analytics Report

In the recent KLAS report, “Healthcare Analytics: Moving Toward the Continuum of Care,” Qlik was listed as the top “cross-industry” vendor for having the best understanding of healthcare analytics and for being considered one of the most important vendors to a customer’s organization in terms of their future BI and analytics plans. Qlik also scored well above average in all other categories, including data aggregation across multiple data sources, data aggregation across the continuum of care, and most important to the organization. Providers commended Qlik on its deep expertise in the healthcare vertical customer support, and its active advisory group for the healthcare sector. According to the report, “In an increasingly complex analytics market, Qlik’s traditional strength of end-user driven analytics and speed to value are perceived well, and Qlik is now often associated with two (separate) key partnerships — one with Health Catalyst and one with Epic.”³

¹ KLAS Report, “Healthcare Analytics: Moving Toward the Continuum of Care,” March 2015, pg. 9

² KLAS Report, “Healthcare Analytics: Moving Toward the Continuum of Care,” March 2015, pg. 45

³ KLAS Report, “Healthcare Analytics: Moving Toward the Continuum of Care,” March 2015

Clients

Bassett Healthcare

Bellin Health

Boulder Community Hospital

Cancer Treatment Centers of America

CentraCare Health Systems

Children's Hospital of Wisconsin

Fairview

HealthSouth

Keck Medicine of USC

LSU Health

Mount Auburn Hospital

Nemours Children's Hospital

NYU Langone Medical Center

Orlando Health

Palmetto Health

Prince William Health Systems

Sibley Heart Center

Texas Children's Hospital

UCSF Medical Center

Virtua

More than 1,500 healthcare organizations use Qlik solutions to overcome BI challenges and improve performance.

Customer Stories

HealthSouth

Background:

HealthSouth is the largest in-patient rehabilitation company in the country. It serves patients through a network of inpatient rehabilitation hospitals, long-term acute care facilities, outpatient satellite clinics, and home health agencies. Its services range from physical therapy for relatively minor injuries to rehabilitative care for patients recovering from neurological disorders such as stroke, orthopedic, cardiac, and pulmonary conditions, brain and spinal cord injuries, and amputations.

Challenge:

With such a large network of facilities to manage, HealthSouth needed a better way to manage its labor force. Using existing tools, executives would spend an inordinate amount of time gathering and aggregating data in spreadsheets to gain visibility into cost and productivity issues. Typically, this data was out of date by the time it was analyzed. HealthSouth wanted more timely analysis and the ability to generate more insight to drive higher rates of labor productivity.

Solution:

HealthSouth deployed a labor productivity application on its Qlik® visual analytics platform and extended it across 100 of its hospitals. Now information is available virtually instantaneously.

Benefits:

This application helps C-level executives, controllers, and operational managers control labor costs and improve productivity throughout the organization. As an organization, HealthSouth can now identify trends sooner and go much deeper in its analysis to generate useful insights. This enables the organization to address emerging cost and productivity issues before they adversely impact the care delivery and the bottom line.

Texas Children's Hospital

Background:

Texas Children's Hospital (Texas Children's) is a not-for-profit organization dedicated to creating a healthier future for children and women throughout a global community by leading in patient care, education, and research. An internationally recognized, full-care pediatric hospital, Texas Children's is one of the largest freestanding pediatric hospitals in the United States. It continues to garner widespread recognition for its expertise and breakthrough developments in the treatment of pediatric cancer, diabetes, asthma, HIV, attention-related disorders, organ transplants and cardiovascular disorders, premature babies, fetal surgery, and high-risk pregnancy.

Challenge:

With a vast network of healthcare professionals working together to deliver optimal care, Texas Children's needed a comprehensive system that could bridge the gap between all the groups across the enterprise and unify them. Furthermore, the organization implemented an EMR system, increasing the amount of data with which employees were inundated. After years of underusing data to improve quality of care, Texas Children's needed a solution that would optimize its EMR system and be able to present useful information to employees across the organization.

Solution:

Texas Children's chose the Qlik® visual analytics platform to turn its data into meaningful insights. The system was up and running within 90 days of the initial deployment. Today, more than 1,000 healthcare workers use the company's 70 Qlik applications.

Benefits:

Since deploying the Qlik visual analytics platform, Texas Children's reports the following benefits:

- Improved operational processes, including staffing procedures
- Bridged the gap between teams of clinicians and administrators working toward a common goal
- Improved quality-care practices

“ Qlik is one of the few solutions Texas Children's Hospital has acquired that actually did what it promised it would do. It has delivered. Employees from all corners of the organization are amazed at how easy it is to access useful information demonstrating the correlation between data and quality improvement. ”

– John Henderson
*Director,
Enterprise Systems,
Texas Children's Hospital*

“ [The Qlik visual analytic platform] dramatically reduces the time to answer business and clinical questions. It’s helping ThedaCare transition to a truly analytical environment where any information can be rapidly accessed, analyzed, and viewed exactly as needed. ”

– Brian Veara
Manager,
Decision Resources,
ThedaCare

ThedaCare

Background:

ThedaCare is a community health system committed to providing access to world-class healthcare. Having provided healthcare to Northeastern Wisconsin for over a century, ThedaCare has established an environment that encourages innovative thinking and best practice tactics for navigating today’s healthcare environment. Facilities under ThedaCare’s umbrella — such as Appleton Medical Center and Theda Clark Medical Center — were reported among the overall lowest cost hospitals for both inpatient and outpatient care in the state of Wisconsin.

Challenge:

With escalating data volumes that were outgrowing its existing reporting systems, ThedaCare needed to transition its static reporting tools to a system that allowed for real-time decision making. Supporting 43 customer sites, 5,400 employees, and 225,000 annual patients, ThedaCare required reporting and analysis tools that could assist with the ever-growing amount of data related to its healthcare community and patient network. ThedaCare specifically needed a solution that would allow it to upgrade beyond its current system with minimum capital investment in new hardware and software licenses.

Solution:

ThedaCare chose the Qlik® visual analytics platform to improve upon the quality of its healthcare services. Deploying Qlik to 1,200 business and clinical users, ThedaCare now has the ability to synthesize 110 million rows of data each day from electronic record management, patient management, finance, call center, and time card systems. Through their newly acquired enterprise solution, they can now easily analyze financial performance, disease management, patient care, and the quality and availability of services.

Benefits:

After launching the Qlik platform, ThedaCare can turn around business and clinical analysis in seconds. No longer waiting days for reports, end users are now allotted time for information analysts to perform their own analysis and ad hoc querying. ThedaCare was able to see the rewards of its investment by achieving a full ROI in Qlik before completing its full rollout of the product.

Summary

With the volume of healthcare data increasing at an exponential rate, finding actionable insights has become a daunting task. In today's digital healthcare world, effective analytics have massive potential to improve decision making and ultimately transform patient care.

Let Qlik® be a partner in your transformational success. Qlik's visual analytics platform combines data from your many information systems, even across functions and facilities — allowing physicians and managers to identify patterns and trends and use these insights to minimize costs and improve quality of care.

More than 1,500 healthcare organizations already use the Qlik visual analytics platform to understand and share formerly hidden insights within their clinical, financial, and operational data. Join the growing community and benefit from a number of capabilities.

- **See the whole story that lives within your data.** Qlik solutions enable everyone in your healthcare organization to generate insight, not just a limited number of data experts. The power of analytics is realized across the entire organization and becomes an integral part of the core business process anywhere — and anytime — decisions are made.
- **Agility through innovation.** Building on our foundation of challenging the status quo, we recognize the need for agility and are constantly innovating ahead of the market.
- **Partners in your success.** We continue to embrace our core values and partner with our customers for ongoing success.

Learn more

To find out more about how Qlik can help your healthcare organization drive higher levels of performance, reduce costs, and improve quality of care, visit us at qlik.com/healthcare.



Insight Everywhere

Qlik® has offices worldwide with expert, friendly staff ready to help you drive smarter, faster decisions with Qlik.



For contact details, please visit:

<http://www.qlik.com/us/company/contact-us>

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