



# TOP 10 Solutions for Supply Chain Analytics and Insight



# Manage costs Improve profits

**These are the top priorities for supply chain executives today.<sup>1</sup>**

But executives also know supply chains must balance availability, quality, and cost by being flexible, responsive, reliable, efficient, and resilient.

<sup>1</sup> PwC Global Supply Chain Survey 2013



With all of these competing priorities, how can you quantify the effect of your decisions? Supply chain leaders are turning to data discovery software to see the whole story across their supply chain data.

Analytics helps leaders deliver OTIF at  
**96%**  
compared with  
89% on average<sup>2</sup>

**Qlik visual analytics have helped thousands of companies in all industries gain visibility across the supply chain, collaborate with partners, and better understand risks and opportunities.**

By improving insight in 10 performance areas, supply chain leaders are able to make more holistic decisions while creating a resilient and flexible supply chain that drives growth.





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## Executive Insight

End-to-end visibility of supply chain performance across multiple functions and disciplines reveals previously unseen trends and drives better decisions. Qlik dashboards and scorecards provide this insight, elevating supply chain priority to C-level decision-makers.



Purity Life decreased aged inventory from

**1.5 MILLION  
TO  
358,000**

“Purity Life can actually correlate a turnaround in our profits with the use of Qlik. Plain and simple, we do everything in our business through Qlik.”

– Matthew James, President and CEO, Purity Life Health Products LP



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## Forecasting and Planning

Excellent sales, operational, and inventory planning involves collaboration within and outside an organization. Qlik lets you share complex data and collaborate with critical stakeholders to improve forecast accuracy, better respond to consumer demand, reduce inventory, improve production, and grow profits.



“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



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## Sourcing and Supplier Performance

Visibility is fundamental to efficient procurement, especially if supplier relationships span design, manufacturing, and distribution. Qlik lets you monitor supplier performance on delivery, price, and service to strengthen negotiations and partnerships.



Lifetime Brands can now analyze vendor performance based on a consolidated view of all past and present supply chain data.

“This agility has made a tremendous impact on our overall operational efficiency.”

– Clifford Siegel, Senior Vice President, Global Supply Chain, Lifetime Brands Inc.



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## Production Insight

A good plant must run at peak efficiency with limited downtime. Qlik visual analytics shows you the whole story across your shop floor and back office data so you can plan and schedule production, improve quality, control costs, reduce waste, manage assets, and increase efficiency.

“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



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## Warehousing and Distribution

A low-cost distribution operation results from efficient use of warehouse resources, high inventory turns, proximity of materials to need, and rare out-of-stock situations. Qlik gives you visibility across the entire supply and demand cycle so you can optimize storage and movement.



“Qlik is crucial to our logistics operations because it saves 90% of our manpower in generating reports, it is three times faster in implementation than other vendors, and its integrated analytics enable us to quickly analyze our inventory, warehouse, and supply management.”

– Sili Yuan, Director, IT Department, Anji-TNT Automotive Logistics Company Ltd



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## Transportation and Logistics

Increasingly global, transportation and storage can account for more than 30% of production costs. Qlik helps you control costs by tracking efficiency and capacity use to select the best mode and carrier, as well as monitor customs, health, safety, and environmental requirements across multiple countries to ensure compliance and on-time delivery.

**DB Schenker**  
uses Qlik to improve  
on-time delivery,  
optimize capacity,  
and cut supply  
chain costs.



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## Fleet Management

Managing a fleet means maximizing capital investment through increased efficiency and capacity use. Qlik lets you do this by keeping on top of maintenance schedules, fuel costs, lease expiration, vehicle downtime, operator safety, emissions, and regulatory compliance.



“Aviation is all about cost savings. Our customers contractually demand regular insight into cost, malfunctions, and percentages for usage and failure. Before Qlik, answering ad hoc questions would take between one and two weeks. Now, they are answered within one hour.”

– Ad Demmers, Fleet Manager, KLM Equipment Services



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## Omni-channel

Meeting customer demand with relevant offers and a high quality shopping experience across channels is highly complex. Qlik provides visibility into sales, inventory, customer, and supply chain processes for a true omni-channel view of the business and an efficient supply chain.

A woman with brown hair tied up in a bun is talking on a white smartphone. She is wearing a white blouse with small black dots. In the background, there are shelves with folded clothes and a bottle on a counter. A laptop is open on a desk in the foreground.

“The wealth of data we now have on our customers through Qlik has changed the way we develop and run our marketing communications. We can now swiftly analyze information to find out how our customers behave, segment them, and build and drive more targeted and results-oriented multi-channel campaigns.”

– Craig Smith, Brand Communication Director at Ted Baker



## Regulatory Compliance

Complying with government regulations lets you avoid penalties while building customer trust. Qlik helps you track and access compliance information from production, processes, and procedures to training, service, hazards, and labelling – across and beyond your organization.

“European food safety guidelines require us to provide a very rapid insight into data on the food chain to customers, and using Qlik we easily meet the certification requirements. All the major European market players have thus come to regard us as a reliable partner, contributing to a doubling of turnover.”

– Jaap Brokking, General Manager, BBS Food



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## IT Management

IT must serve the supply chain by managing assets, monitoring SLAs, rationalizing licenses, and managing project portfolios, often on a global scale. Qlik lets you analyze data across all supply chain systems such as forecasting, MES, WMS, TMS, and external big data to manage and improve service cost and performance.



Business users at **Fila** are using Qlik to perform in-depth, self-service multidimensional analysis and reporting with less support from IT.

# Looking for a solution to balance supply chain priorities and drive down costs?

- ▶ **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](http://qlik.com/supplychainsolutions)**

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