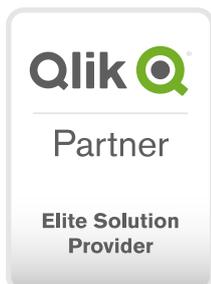




Informance – the Qlik partner for manufacturing

We provide the Qlik platform to manufacturing organisations who want limitless business intelligence that creates a smarter, more agile business across the entire manufacturing supply chain.





In the current competitive global market, the manufacturing supply chain is more complex than ever before with a myriad of suppliers delivering around the world. Manufacturing costs have risen and product lifecycles have shortened, which has driven the need for continuous innovation. At the same time, product variations have expanded making product management cumbersome, margins thinner and customer demand higher. With all these complex challenges it has never been more important for manufacturing organisations to have access to accurate, up-to-the minute information for vital decision making.

Informance is the leading provider of the Qlik Analytics Platform to manufacturers. We help organisations thrive in today's highly competitive market by empowering business users to manage complex processes across their entire manufacturing enterprise. Qlik is a platform that addresses all the challenges of your manufacturing business including: finance, operations - performance, product availability, quality, OEE, collaboration, supply chain, logistics, sales, human resources and KPI management.

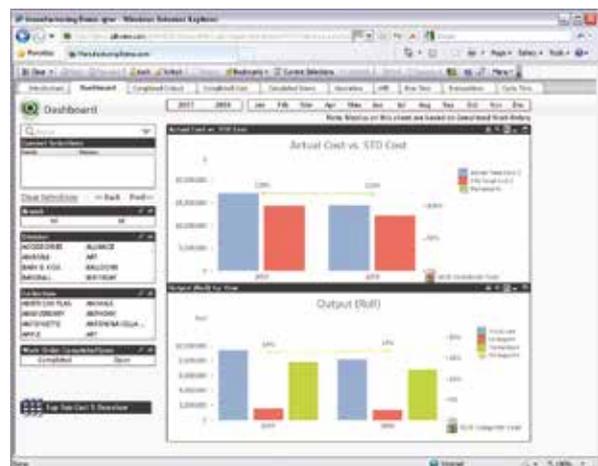
The Qlik Business Discovery platform bridges the gap between traditional business intelligence solutions and standalone office productivity applications, allowing users to forge new paths and make new discoveries. Qlik works with what you already have and infuses

a broad set of new capabilities into business intelligence. It brings a whole new level of analysis, insight and value to existing data stores with user interfaces that are clean, simple, and straightforward.

Qlik makes your whole organisation smarter by enabling every user, as well as third-party suppliers, to create their own Qlik applications. With Qlik users are able to collaborate more closely and analyse the performance of their customers, partners and suppliers which reduces costs and improves profitability. It enables you to increase business agility with quick, measurable success and identify opportunities for new product innovations and markets. Qlik has been proven to deliver measurable success quickly and without having to commit to substantial resources.

Demand-driven business runs on real-time information

Traditionally manufacturing organisations can wait weeks for updates to reports but Qlik removes the barriers to working with real-time information and enables entire workforces to make timely, accurate decisions through its in-memory associative technology. Qlik's architecture virtually eliminates the problems and complexities plaguing traditional, slow, disk-based and query-based business intelligence tools that deliver little more than static, pre-packaged data. With Qlik, all your data is loaded in-memory and available for instant associative search and real-time analysis. The outcome is complete transparency across all your business operations with the ability to analyse daily operations and visualise performance. Qlik's interactive dashboards display information for executives and management, human resources and finance, operations, supply chain, product development, research and development and sales and marketing.



With Qlik, your organisation can:

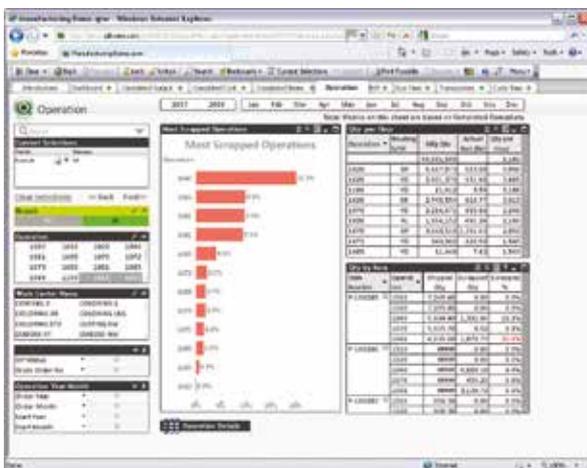
- Synchronise CRM, production, supply, distribution, and R&D processes for demand-driven manufacturing
- Mitigate supplier, compliance and cost volatility risks
- Increase effectiveness of process improvement methodologies such as Six Sigma
- Implement real-time performance management across all business functions
- Lock in future revenue by bundling creative value-added services with products
- Identify demand for speciality products and value-added services to create new revenue streams
- Keep pricing aligned with leading cost indicators to protect margins
- Unify and streamline order-to-fulfilment processes
- Improve sales forecasting and demand orchestration

“With QlikView we have more confidence in the numbers, which in turn has led to greater accountability and constructive action being taken in a timely manner. Implementing QlikView has made a huge difference to our business”.

Ross Ashton, Finance Director, Smithfield Foods Ltd

Create the business agility required for sustainable success

Typically manufacturers face pricing pressures and shrinking product lifecycles from global competition and recession fallout. To reduce costs, organisations are constantly shifting strategies to minimise inventories and allow market demand to drive production and supply chain processes. To increase revenue streams, organisations are expanding aftermarket sales and entering into new markets. Qlik enables you to reduce risks, costs and threats to margins and increase profits on products, aftermarket sales and product line extensions. With information at your fingertips it enables you to capture new market opportunities efficiently and be the first to respond to demand changes and sales opportunities.



With Qlik, your organisation can:

- Synchronise operational processes with real-time customer demand signals
- Improve value chain execution with intelligent demand/supply analytics
- Manage product life cycles for optimal ROI
- Ease administrative and IT burdens associated with data analysis and reporting across business functions
- Improve agility for demand-driven product and aftermarket sales
- Improve enterprise governance of risk, safety and compliance programmes

“With QlikView we can extract data from multiple systems which has enabled us to have a 360 degree view of our business. This gives us the data we need at our fingertips and enables us to make rapid commercial judgements with one version of the truth across the whole enterprise”. Westley Mason, Head of IT, Bristan Group

“We found QlikView to be exceptional and implementing it has made a huge difference to our company. QlikView has helped us improve our customer service, delivery, quality and margin performance”. James Briggs, Chairman, Harboro Rubber Company



QlikView – Manufacturing by Numbers

- 38% increase in business agility
- 33% increase in employee productivity
- 12% increase in revenue
- 95% customer satisfaction
- 17% reduction in operating costs
- 192% return on investment
- 74% deployed QlikView in less than 3 months

Qlik for manufacturers

The success of UK manufacturing is under constant pressure from emerging economies and rising costs and there is little room for error in timely decision making. For manufacturers, creating visibility into every part of their organisation is vital if they want to truly assess their needs and stay ahead of the competition. At every turn, businesses are presented with not only challenges but also opportunities which could potentially be missed without access to the right information. Identifying and seizing opportunities can only happen when organisations have full business transparency, complete trust in their data and the right information for fast decision making. This is where Qlik thrives, as it speeds up the reporting process and gives organisations the level of transparency they need across their entire business. Qlik enables you to control rising operational costs and identify new revenue streams by helping you respond to opportunities faster, right from demand planning and supply chain synchronisation through to production changeovers and product distribution.

Wring more profit from products and processes

Qlik offers real-time visibility across your entire manufacturing value chain and eliminates the wait to make business decisions. It helps you collaborate more closely with suppliers, partners and customers and improves business agility for intelligent, demand-driven manufacturing.

Qlik increases the value of your existing business systems and leverages the wealth of data stored in them by providing quick, flexible, ad-hoc analysis. It has connectors for some of the most established manufacturing solutions for intuitive access, comprehensive analytics and sophisticated visualisation. The result is happier, more productive business users and a higher return on your entire enterprise investment.

Operate leaner, smarter and more profitably

Lessons learned during the global economic downturn have driven manufacturing companies to operate leaner and smarter. Organisations are shifting to 'demand pull' and 'made-to-order' business models. Market success depends on a new business agility that responds rapidly to demand changes, supply chain risks and fluctuating energy, commodity and transport costs and enables new product innovations. Qlik combines data from disparate systems and simplifies analysis and reporting. It streamlines the order-to-fulfilment process and improves agility for demand-driven product and aftermarket sales. It improves enterprise governance of risk, safety and compliance programmes and eases the administrative and IT burdens associated with data analysis and reporting across business functions.

What does Qlik deliver and what are the benefits for your organisation?

Informance and Qlik bring together everything your organisation needs to develop, deploy, analyse and collaborate for better decisions and faster action – all in one solution. QlikView delivers power and simplicity, without the cost and complexity of traditional business intelligence applications.

- Develop powerful analysis, reports and dashboards – seamlessly integrating all available data from any system with drill-down access in a few clicks.
- Deploy and update applications to tens or thousands of users from desktop to laptop to browser to mobile with anywhere accessibility and reliable security.
- Analyse data at the speed of thought. Qlik works the way your mind works so you can explore information intuitively – not hierarchically. The results spark the insights you need to act, allowing you to investigate down to the lowest detail for instant answers.
- Collaborate through shared applications and shared findings. Integrate Qlik directly with your other desktop applications for unparalleled productivity.

In addition to Qlik, we provide an end-to-end IT service that helps your organisation create and deliver its reporting, analytics and BI vision.

Implementation

We have a well-proven implementation methodology and our experience in the manufacturing sector means that we can guide your organisation correctly to get the best results from its Qlik technology.

Consulting

As Qlik's business discovery tools are fundamentally easier and faster to deploy than traditional BI solutions most organisations can be up and running in just a few weeks. We will install and configure the Qlik Analytics Platform as a complete project delivery, whilst passing our knowledge to your staff.

Training

We provide Qlik Certified training courses that are unique to manufacturers and tailored to deliver the maximum value in the shortest time possible. We also run customised workshops that help our customers get the best from their Qlik technology.

Support

We supply the Qlik Analytics Platform with an exceptional customer service delivery and measurable benefits. We offer support at every stage of engagement and also provide access for you to join the online Qlik Community which is a virtual meeting place for Qlik users to share ideas and advice.

About Informance

Informance is a Qlik Elite Solution Provider who focuses on providing the Qlik platform to manufacturing organisations who want to improve operational efficiency and profitability through better data-driven decisions. We have a high-level of manufacturing sector expertise and a proven track-record having delivered over 100 successful Qlik implementations.



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