



Qlik[®] for Life Sciences

Top 10 solutions for pharmaceutical
and biopharmaceutical companies





Table of Contents

Top 10 Solutions for Pharmaceutical and Biopharmaceutical Companies	3
Executive Dashboards And Scorecards	4
Regulatory Compliance, Drug Safety and Pharmacovigilance	5
Sales Automation	6
Physician and Patient Analysis and Targeting	7
Product And Portfolio Management	8
Clinical Trial Management	9
Financial Management–Costing and Profitability	10
Supply Chain and Supplier Relationship Management	12
Contract and Revenue Cycle Management	13
Manufacturing Intelligence	14

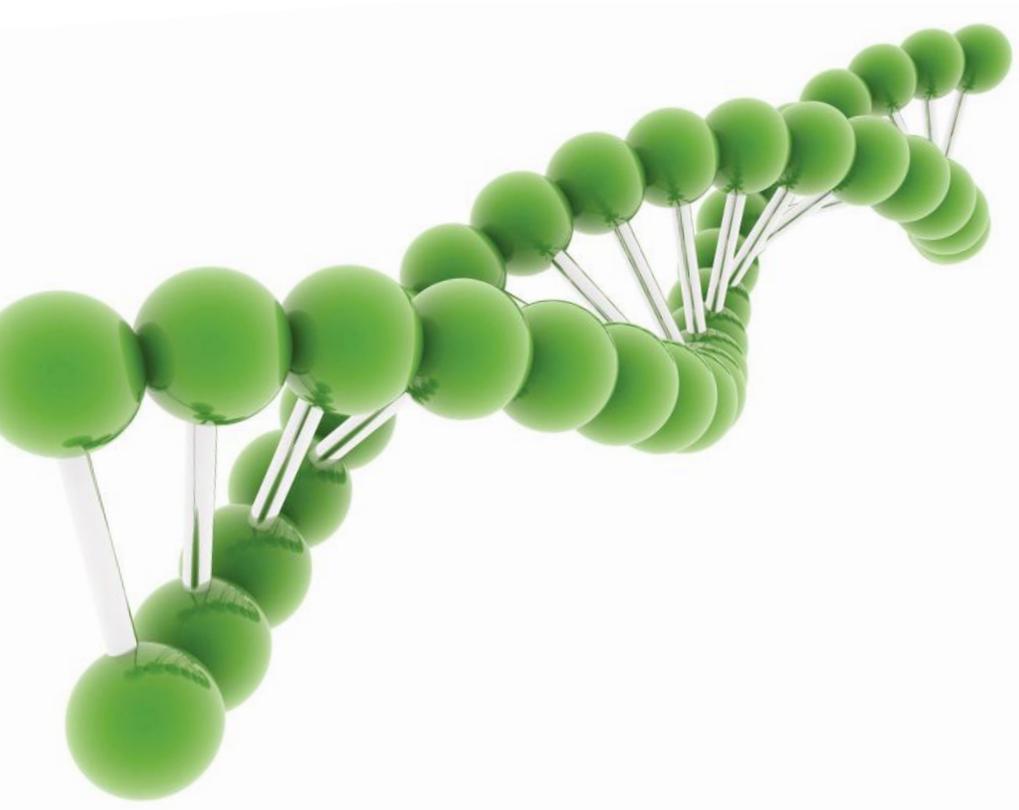
Qlik® for Life Sciences

Top 10 solutions for pharmaceutical and biopharmaceutical companies

All 20 of the world's leading life sciences organizations rely on Qlik to empower business users and decision-makers by providing access to on-demand analytics and insight anywhere, anytime.

Qlik® delivers true self-service BI that empowers business users by driving innovative decision-making. While Qlik can be applied to practically any business area, the top-10 solutions for life sciences highlight some of the most common areas Qlik is deployed across pharmaceutical, biopharmaceutical and related industries.

Each solution includes examples of Qlik apps that are intended to showcase the art of the possible and act as a best practice example of deploying Qlik in a particular business area. The following one-page solution data sheets are comprised of an overview, sample app screenshots and real-world customer stories. Examples of each solution can be demonstrated or shared by contacting your Qlik representative.



Top 10 Qlik Life Science Solution Areas:

- Executive Dashboards and Scorecards
- Regulatory Compliance, Drug Safety and Pharmacovigilance
- Sales Automation: Territory Planning, Assessment, and Management
- Physician and Patient Analysis and Targeting
- Product and Portfolio Management
- Clinical Trial Management
- Financial Management: Costing and Profitability
- Supply Chain and Supplier Relationship Management
- Contract and Revenue Cycle Management
- Manufacturing Intelligence and Optimization



Qlik® for Life Sciences: executive dashboards and scorecards

Keep top-level decision-makers connected and in control wherever they are

Challenge

Executives in today's life sciences companies understand that they have never been more accountable. With rapidly changing regulations and new global market pressures, your executive teams need clear, reliable, and real-time performance data on everything from corporate balance sheets to the latest clinical trial results. And they need that information whether they are at headquarters or half a world away.

With Qlik for Mobile, executive teams track key performance indicators (KPIs) wherever they are – using mobile devices, including iPhones, iPads and Androids, to view dashboard KPIs and analyze huge volumes of enterprise data to get fast answers to critical questions. Your executives can get the comprehensive, visually-rich metrics they need – for departments, lines of business, acquisitions, and drug therapies – all in real time. And unlike other mobile BI solutions, Qlik for Mobile lets you dive deep using only your device – getting answers to questions on the fly based on all of your relevant enterprise data.

Solution

As your busy CEOs, CFOs, and CIOs travel around the country and around the world, they can all stay connected and in control using their iPads or iPhones. They can see the details behind highly visual performance benchmarks and scorecards, to gain insight into future performance or to find and mitigate emerging risks. Using Qlik for Mobile, your executives can view role-based dashboards and score cards for your CEO, COO, CIO, CFO, CTO/CSO, and of course, your R&D Chair. With Qlik, your executive team and the rest of your enterprise can:

- Transform your business and gain a sustainable competitive advantage
- Make faster, better business and clinical decisions
- Shorten discovery-to-commercialization product cycles
- Reduce the time and cost of regulatory compliance
- Increase sales performance and revenues
- Better evaluate investment decisions, M&A
- Track & assess company, division, departmental, business unit and product performance
- Monitor costs, revenues, and profit impact

Best of all, your executives can still interact with Qlik apps and information – even when their devices are disconnected from service. The Qlik iOS app for iPhone and iPad supports a powerful disconnected mode that lets executives – or anyone else using the app – work with Qlik even when they are offline. The app pre-downloads all of the key figures and supporting data, so even if your CEO's iPad has no service, she can still report on the company's latest developments and continue to analyze the underlying data.

Customer examples

- Genzyme uses Qlik for the executive Balanced Scorecard. The Scorecard provides top level and overall management analysis and reporting against business strategy and future planning. They see multiple views and detailed data for all key business areas e.g. customers, finance, internal processes, learning and growth; coupled with progress against departments i.e. sales, finance and legal, based on overall objectives set. Reports that used to take days or even weeks to generate can now be maintained and available for viewing on an ongoing basis.
- One of the 20 leading pharmaceuticals companies worldwide with more than 41,000 employees has built an interactive corporate executive dashboard that shows relevant figures and developments across different countries and business units using clear, at-a-glance graphics. They intend to deploy globally.



Example: Balanced Scorecard, Courtesy of Genzyme

“ We started working with Qlik in the financial area, since our initial concern was to clearly present our current financial performance, which we monitor on a monthly basis. With the Qlik corporate executive dashboard, management will be able to better see how product sales are faring in various countries and regions at a glance. In addition, we would like to make trends and developments more transparent through access to historical figures. ”

— Project Manager for Leading Global Independent Pharmaceutical company



Qlik® for Life Sciences: sales automation

Maximize sales performance and assess territories to drive increased revenues and future strategies

Challenge

For complex companies in the life sciences industry, managing sales territories across dispersed teams and complex product offerings can be a challenging undertaking. Sales managers need a complete view of performance throughout the sales organization to drive better results. Individual reps need a way to target the right physicians, plan their calls and visits for maximum effectiveness, and measure their own performance over time – whether they're on the road or in the office. Unfortunately, realizing these objectives often requires data aggregation across multiple sources – typically achieved through time-consuming error-prone manual effort.

Solution

High-performance apps built for Qlik were created to help companies like yours plan, assess, and manage their territories with greater efficiency and effectiveness. These self-service BI apps, developed with Qlik® partners, make relevant information available to your sales managers and reps – anywhere, anytime. With Qlik, your sales team can:

- Track and measure real-time sales performance by country, region, state, rep, and product or portfolio on dashboards and scorecards
- Compare performance and drill down for details to drive better results
- Increase visibility into physician influencers and key opinion leaders (KOLs)
- Improve territory planning and call effectiveness
- Target physicians proactively versus merely reporting on past interactions
- View new e-detailing updates in seconds
- Analyze data ranging from TRx/NRx, market %, physician profile, and call frequency

Customer examples

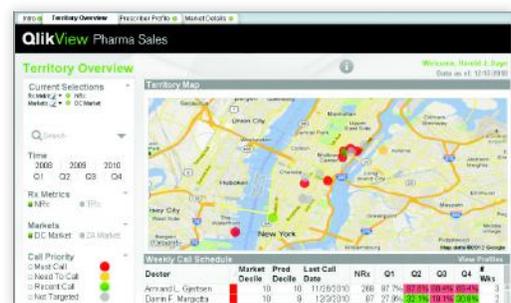
- Genzyme deployed a CRM application on Qlik to improve customer and sales activity intelligence. The solution gives a single view for all activity with customers including trends, forecasting and results – detailed by salesperson, product, account level and geography. It also tracks sales activity by target and achievements – factoring in future planning – and segments customer contacts by region with coverage and buying/revenue activity by product.
- By rolling Qlik out to the field sales organization, GSK China has been able to perform detailed customer visit and competitive analysis while improving territory planning and management.
- GSK US mobilized business discovery to their entire field sales organization and restructured compensation based on hitting strategic business goals.
- Lundbeck deployed Qlik on i-Pads and enabled write-back capabilities to their CRM system to update records and improve communications in real time.



Example: Rx Sales to measure and monitor sales rep performance

“ I've had great feedback from a variety of people within Genzyme, including a member of our sales team stating that the team liked Qlik as it 'kept it simple' and allowed them to focus on their day-to-day jobs with detailed intelligence allowing them to focus on key customer areas and exceeding their sales target. ”

— James Sharp, Regional IT Manager, Genzyme Therapeutics Ltd



Example: Rx Sales to measure and monitor sales rep performance



Qlik® for Life Sciences: physician and patient analysis and targeting

Empowering Life Sciences sales and marketing teams to grow revenue

Challenge

In the life sciences industry, understanding the market means knowing what patients and physicians need, think, and do. Based on your analysis of current attitudes, therapeutic requirements, and the behavior of healthcare providers and consumers alike, you need to target your sales and marketing activities accordingly. This is how you deliver outstanding service. But with data everywhere and spreadsheet-based analysis tools that result in errors, effective analysis and targeting for physicians and patients is a time-consuming, manual task in need of improvement.

Solution

High-performance apps built for Qlik were created to help companies like yours more effectively analyze and target physicians and patients. These self-service BI apps, developed with Qlik® partners, give you the information you need so you can speed analysis and more accurately meet your targeting objectives. Using Qlik, you can:

- Segment physicians by multiple criteria including region, area of focus, prescription volume, etc.
- Analyze patient demographics and target your marketing efforts with insight into volumes of data that show market uptake potential for the therapies you offer
- Maintain detailed intelligence and activity reports for key opinion leaders (KOLs) and then target your sales and marketing activities accordingly
- Track the performance of campaigns as they happen and make modifications to improve results
- Integrate third-party drug sales and market data to quickly analyze prescription trends based on a single version of the truth
- Benchmark your patient populations and physicians against national or global data
- Perform comparative analysis on multi-drug therapies to better understand physician prescription behaviors and patient use
- Analyze social media sentiment to stay on top of trends as they develop

Customer examples

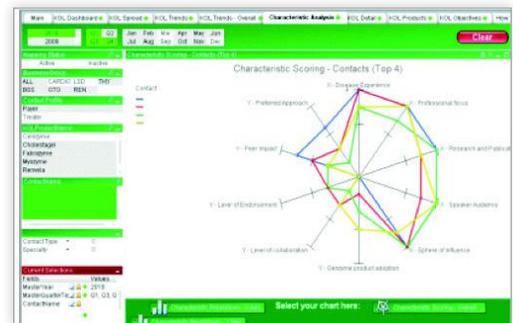
- Genzyme increased adoption of its therapies with a KOL mapping app that uses Qlik to provide detailed intelligence and activity reports on where industry advocates excel or where they could use additional training.
- FFF Enterprises, a leading multidimensional healthcare company, uses Qlik to monitor trends, identify market opportunities, and assess market performance by product and customer. This enabled timely market execution and customer responsiveness through instant information access.
- Forest Laboratories increased their insight into physician behaviors by analyzing interactions with physicians and by comparing physician feedback on products with other market data. They can now continually refine physician targeting, segmentation, and sales messaging using Qlik and can quickly assimilate findings into e-detailing and closed-loop marketing messaging for the field.



Example: An app to measure and monitor the performance of dispensing doctors, drug uptake at launch, and overall sales trends

“ Qlik is absolutely about intelligence and business discovery and I cannot think of any limitations. Qlik ‘kept it simple’ and allowed them to focus on their day-to-day jobs with detailed intelligence allowing them to focus on key customer areas and exceeding their sales target. ”

— James Sharp, Regional IT Manager, Genzyme Therapeutics Ltd



Example: A KOL mapping app that improves targeting by analyzing KOL characteristics



Qlik® for Life Sciences: product and portfolio management

Take control and make smart therapy and acquisition decisions in a drastically changing market

Challenge

The only thing constant about today's life sciences industry is change: Changes in the regulatory climate and changes in the market. Company acquisitions are on the rise, patents are expiring, and future drug therapies are still early in the pipeline. That's why it's more important than ever to understand what products you have right now and what products and acquisitions you need moving forward.

Qlik® gives pharmaceutical and biopharmaceutical companies like yours the answers you need to identify product gaps, assess complementary drug technology and intellectual property (IP), and make fact-based recommendations for new product development and acquisitions. It provides you with accurate and timely information to accelerate product information, ensure safe therapeutics and diagnostics, and empower life sciences knowledge workers.

Solution

Qlik was created to help companies like yours make the right product and portfolio management decisions, from dashboard chart and scorecard reporting of your entire drug and acquisition ecosystem to highly granular analysis of each therapy's performance. These self-service BI apps, developed with Qlik partners, can assist you with:

- Drug portfolio analysis
- Assessment and planning of new product development and acquisition
- Company valuations and what-if? scenarios
- Comparative and gap analysis
- Business assessment and discovery, commercialization potentials
- Intellectual property & patents analysis
- Product and brand management
- Physician affinity / loyalty analysis
- Product launch and performance
- Managed market analysis and management
- Labeling and Regulatory compliance
- In-licensing and out-licensing what-if? scenarios

Customer examples

- A global and diversified healthcare leader is using Qlik to expedite drug discovery and development and decrease time to market. It built a powerful planning dashboard powered by Qlik that has increased the visibility of R&D projects across its different companies, and it has improved project planning and management. The company is better tracking costs, anticipating expenses and delays, and has reduced FDA reporting time by 60%.
- Actavis is one of the largest international pharmaceutical companies. It is a TOP-5 world-rated generic company. In 2010, Actavis introduced 719 products to the world market. Actavis uses Qlik in its business development activities, specializing in the delivery of medicines for treatment of cardiovascular and neurological diseases, and also a wide range of OTC drugs. With Qlik, Actavis has been able to increase the reliability of information and increase planning efficiencies, reducing reporting time by 50% and reducing response time by 72%.



Example: Product and Portfolio Competitive Analysis by TA

“ With Qlik we are not simply analyzing the data faster and more effectively, we’ve built a comprehensive analytical platform that has marked a new step in our business development. ”

— Sergey Shubnikov, IT Director, Actavis Russia



Example: Asset Management App



Qlik® for Life Sciences: clinical trial management

Improving trial and site performance from Phase I through post market

Challenge

It's hardly news that clinical trials for potential new therapies are long, complex, costly processes that require a lot of manual effort and demand extensive resources. And at the heart of this process is an incredible amount of data management. You constantly need to glean the data to analyze outcomes and compare results to other trials and therapies.

You also need to share all of this data with collaborating parties and regulatory authorities. To speed timelines and reduce costs while maintaining the highest standards to ensure trial accuracy, smart firms in the life sciences industry depend on Qlik®.

Solution

High-performance apps built for Qlik were created to address and demonstrate capabilities related to clinical trial management. These self-service BI apps, developed with Qlik partners, streamline the clinical trial process to improve regulatory oversight, speed product approvals, and ultimately accelerate the pace at which you can monetize new therapies. You'll be able to:

- Share-cross functional visibility with regulatory and drug safety organizations
- Assess performance for trial sites and principal investigators (PI)
- Manage multiple trials simultaneously and compare results across all of them
- Streamline product approvals and accelerate clinical development
- Increase the speed and depth of analysis for large studies with very high data volumes
- Identify the best trial sites and PI's for your trials
- Focus on projects that deliver highest value and best fit with corporate strategy
- Reduce trial costs through greater efficiency and real-time insight into trial data

Customer examples

- In just 14 days, ALK-Abello implemented a test version of Qlik to give them an overview of clinical data ahead of a demanding MRP procedure. The company was impressed with the results. Today it uses Qlik across departments to yield insights into a wide range of areas.
- Lundbeck uses Qlik to consolidate the data from more than 150 different reports into a compatible SDTM format for easier viewing and detailed insight. Fully compatible with FDA and EMA requirements, this Qlik solution puts in one place all the relevant information the company needs for pharmacovigilance, medical writers, biostatistics, clinical data operations, clinical pharmacology, medical analysts, and clinical trial project managers. This has helped the firm increase data visibility and improve trial efficiency.
- A global and diversified healthcare leader is using Qlik to expedite drug discovery and development and decrease time to market. It built a powerful planning dashboard powered by Qlik that has increased the visibility of R&D projects across its different companies. It has also improved project planning and management. Today the company is better at tracking costs and anticipating expenses and delays. It has also reduced FDA reporting time by 60%.



Example: Clinical Trial Project Management and Pipeline Competitive Analysis

“ Qlik is all about making the planning and execution of our clinical studies faster and more effective – we can, in a word, exploit all the data we possess in a more effective way. ”

— Jack Jakobsen, Application Manager Specialist, Lundbeck



Qlik® for Life Sciences: financial management—costing and profitability

Analyzing spend and P&L to unlock hidden productivity and profit opportunities

Challenge

For pharmaceutical and life sciences companies like yours, data is the cornerstone of your business and access to timely and reliable information can mean the difference between success and failure. And with today's growing global competition and a more stringent regulatory climate, you need to get more productivity and value from your entire business infrastructure – from your people, your facilities, even your equipment.

Qlik® can help. You can bring more innovation to market, while simultaneously containing costs, increasing revenue, and mitigating non-compliance risk. Qlik can help you achieve full reporting compliance, hit milestones and spend targets, and improve margins. It leverages information across your enterprise and around the world. You can improve visibility into sales revenue, operational processes and costs, and get the information you need for faster, smarter decision making.

Solution

High-performance, self-service BI apps built for Qlik with Qlik partners are designed to help companies like yours seize every opportunity to improve productivity and profit, so you can:

- Improve visibility into P&Ls by division, product category, region, business unit, and therapeutic area
- Accelerate development and monetization of new therapeutics
- Reduce operational costs and streamline processes with tighter controls over R&D and clinical expenses
- Analyze sales margins, pricing, procurement spend, and vendor/supplier spend
- Better track asset depreciation, as well as expenses around travel and entertainment, legal and contractor services, telephony and mobile, etc.
- Implement activity-based costing
- Create flash balance sheets

Qlik also supports automated and agile processes to manage and report on your financial performance. It eliminates the need for manual intervention and poor visibility into accounting processes and underlying data. Using Qlik, your financial executives can:

- Automate processes to consolidate financial reporting
- Track P/L views from the enterprise to individual cost centers
- Improve financial controls and predictability of performance
- Follow progress toward revenue targets with scorecard KPIs
- Reduce the time and cost of regulatory compliance (IFRS, SOX, etc.)



Example: Expense Management App. Developed by Project Brokers, Elite Qlik Solution Provider

“ We started working with Qlik in the financial area, since our initial concern was to clearly present our current financial performance, which we monitor on a monthly basis. With the Qlik corporate executive dashboard, management will be able to better see how product sales are faring in various countries and regions at a glance. In addition, we would like to make trends and developments more transparent through access to historical figures. ”

— Project Manager for a global, independent pharma & animal health leader

Customer examples

- Genzyme deployed Qlik across all major operations including users in finance, sales, marketing, HR, IT, and more. They have been able to save over 8 hours per week in finance and greatly improved reporting accuracy.
- With Qlik, Merck Sharp & Dohme (MSD) has insight into all its relevant rules-based financial information, anytime. It can analyze product, inventory, pricing, and sales data in no time - all focused on driving corporate profitability. With Qlik Server, MSD easily supports security and visibility. It can now analyze large data volumes and simplify its budgeting – all while remain fully compliant with their unique financial reporting rules.
- In negotiating contracts with managed care organizations, Daiichi-Sankyo uses PharmaLytics, powered by Qlik, to understand the impact of discount levels and formulary restrictions on deal profitability and product performance. Negotiators can quickly ascertain discount exposure, margins and product performance; and predict financial outcomes of numerous contracting scenarios prior to contract signatures.





Qlik® for Life Sciences: supply chain and supplier relationship management

Optimizing your supply chain and supplier relationships to improve performance and profit

Challenge

For pharmaceutical and biotech firms, increasing complexity is simply a fact of life. Whether it's researching new compounds or analyzing clinical trial data, nothing is simple –including managing your supply network. The fact is that without clear visibility into operations, supplies, inventory, vendors, and supplier relationships, you can't collaborate with partners or make the right daily decisions that make your supply chain your competitive advantage.

That's why some of the biggest global companies are using Qlik to make their own supply networks more competitive by streamlining operations, improving quality, and lowering cost. Qlik provides the metrics and analytics you need to make improvements across the supply network: From tracking supplier performance to identifying top vendors. You can analyze procurement to aggregate suppliers and improve your price negotiating position across R&D, clinical, and manufacturing operations.

Solution

High-performance, self-service BI apps built for Qlik with Qlik partners are designed to help companies like yours leverage information across your enterprise and global supplier network, so you can:

- Reduce operational costs and streamline processes
- Measure and assess sourcing and supplier performance
- Improve forecasting and planning for production & inventory
- Provide multi-division and tiered analysis
- Distribution mapping, safety, and compliance
- Better manage and map supplier relationships, data comparisons and redundancy
- Provide complex multi-stream project management
- Assess supplier sourcing and demographics
- Improve contract compliance and management
- Provide actionable procurement analysis

Qlik can also integrate your global supply chain – even if your supply and distribution channels vary considerably by geography, product type, local regulatory approvals, commercial relationships, and other factors. Qlik can help you account for those variances and minimize any adverse effects to cost and competitiveness. You can:

- Increase collaboration with customers and partners
- Improve visibility into inventories of distributors and major pharmacies
- Eliminate data errors and redundancies across supply chain databases
- Reduce stock outages, surpluses and operational costs
- Track conformance with Pharmaceutical Supply Chain Initiative (PSCI) best practices

Customer examples

- A world leader in injectable drugs and infusion technologies uses Qlik to meet the challenge of rising costs in healthcare. They were able to reduce inventory waste and improve on-time project delivery both by more than 5%, and saving over \$2 million annually using Qlik company-wide.
- FFF Enterprises, a leading multidimensional healthcare company, implemented Qlik across 3 divisions in 4 weeks to do comprehensive Supply Chain Analysis. With Qlik, they were able to provide up-to-date figures on demand chain synchronizing planning by business partners and customers, which enabled them to meet the heightened flu vaccine demand, shipping over 1 million doses.
- Advantage Pharmacy Group, uses Qlik for analyzing stock, sales, margins, and performance, they were able to provide greater control over margins and optimize product ordering with store allocation accurately reflecting demand.



Example: Supplier Spend Analysis App

“ Qlik is a great, flexible tool that supports our people. When I saw that we shipped a million doses of the flu vaccine to one of our largest customers, I sent a voicemail to the team. There were ‘high-fives’ all around! ”

— Bob Coates, Vice President of Technology, FFF Enterprises



Qlik® for Life Sciences: contract and revenue cycle management

Get more profit and revenue out of your contract negotiations and account receivables

Challenge

When it comes to negotiating more profitable contracts with managed care organizations, pharmacies, and distributors, far too often analysts spend more time aggregating data from different sources than actually analyzing it. Cost and revenue projections are manually created, increasing the risk of error. What's worse, many companies don't fully understand a contract's margins, discount exposure, and sales performance until after the deal is signed. And far too often, the same lack of insight extends to the rest of the revenue stream: Which means missing opportunities for more proactive – and profitable – billing and collection practices.

Solution

High-performance apps built for Qlik were created to help companies like yours improve contract performance and revenue management. These self-service BI apps, developed with Qlik® partners, bring millions of records together and enable your contract and account analysts to:

- Negotiate better contracts with managed care organizations
- Transform sales operations
- Reduce operational costs and streamline processes
- Manage better billing and collections for accounts receivable and track and uncover delinquencies
- Track contracts and rebates
- Analyze accounts payable
- Better budget and forecast
- Run what if scenarios for pricing and contracting

Customer examples

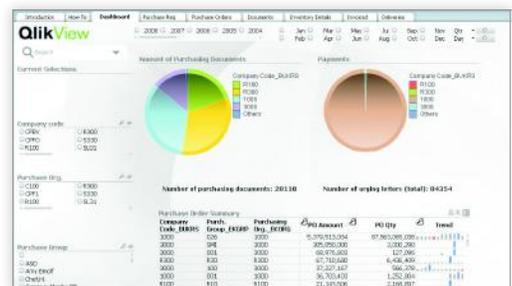
- Daiichi-Sankyo wanted to negotiate more profitable deals with managed care organizations. It uses PharmaLytics, powered by Qlik, to understand the impact of discount levels and formulary restrictions on deal profitability and product performance. Contract negotiators can predict financial outcomes of numerous contracting scenarios prior to contract signatures, and use enhanced modeling to improve deal profitability and targeting.
- Actavis Russia wanted to bring all of its complex data together into a single information portal that would increase the efficiency and speed of its financial reporting. Using Qlik, Actavis built a comprehensive analytical platform that delivers fast and effective data analysis to reduce report generation times by 50% and response times to report requests by 72%.



Example: Managed Markets

“ PharmaLytics Reporting, powered by Qlik, eliminates redundancy and allows us to use our reports as the sole source of truth. Now, we spend our time talking about how to run the business instead of how to run the numbers. ”

— Edward McAdam, Senior Director of Contracting, Pricing, and Analytics, Daiichi-Sankyo, Inc.



Example: Contracting and Purchasing Demo



Qlik® for Life Sciences: manufacturing intelligence

Take control of your entire manufacturing operation to maximize quality, efficiency, and output

Challenge

When it comes to manufacturing in today's life sciences companies, it's no longer enough to ensure compliance with GMP, cGMP, GLP, cGLP, and other quality and safety guidelines. You also have to do more with less. Unfortunately, many life sciences companies have isolated manufacturing processes, with highly proprietary and facility-specific production planning and monitoring systems. When manufacturing facilities operate in virtual isolation to each other and other key operations in the company, then excess delays, inventory, and costs can result.

Qlik can break through those information and process barriers. It leverages information across your enterprise and around the world to improve visibility into operational processes, manufacturing sites, staffing and equipment, and product quality for faster, smarter decision making. With Qlik you can increase plant efficiency, lower inventory and waste, and reduce productions costs - all while preserving the highest levels of safety and compliance.

Solution

High-performance, self-service BI apps built for Qlik with Qlik partners help leading life sciences manufacturers worldwide to:

- Drive sourcing and procurement efficiencies
- Measure and monitor plant utilization and efficiency
- Manage asset infrastructure more efficiently and consistently
- Improve enterprise governance of risk, safety, and regulatory compliance
- Improve collaboration with partners and suppliers with visibility across the entire value chain

Qlik lets pharmaceutical companies improve production forecasting and reduce manufacturing facility downtime. In addition, companies can:

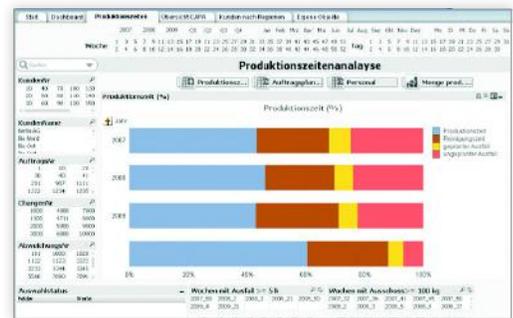
- Identify staffing and supply gaps, measure and trend production and capacity, and improve performance
- Better monitor and schedule calibrations, cleanings, and in-house equipment audits
- Ensure GMP, cGMP, GLP, cGLP compliance

And when looking to reduce production costs and waste, reducing the time and effort in compliance activities is absolutely critical. Not only can you take advantage of the latest initiatives by regulatory agencies for electronic recording keeping, but your production planners and managers can:

- Refine/extend process improvement methodologies (Six Sigma, Lean)
- Integrate production data with other business and compliance data
- Contribute to higher levels of customer service and regulatory confidence
- Extend operational cost reductions beyond the production floor

Customer examples

- A global and diversified healthcare leader implemented Qlik across all of its companies to expedite drug discovery and development. Using Qlik, it built a powerful production planning dashboard to optimize its portfolio of development activities. The company can now better track costs, planned expenses and delays. Qlik has also helped reduce FDA reporting time by 60%.
- A subgroup within the pharmaceutical and medical products field has amission to research, develop, manufacture, and market innovative products that improve people and animal health worldwide. The firm uses Qlik in manufacturing for pharmaceutical production, batch analysis, and packaging, and was able to standardize KPIs across all European manufacturing sites, benchmark between sites, and improve quality. Unscheduled downtimes and malfunctions are immediately visible. They saved 1.5 FTE at the site with one application.



Example: Manufacturing Site Uptime Performance App

“ Qlik dashboards serve as ‘command central’ for the management team, giving them an overall view of the business and the ability to drill into the details to identify issues and solve problems quickly. ”

— Analyst, Leading Global Pharmaceutical and Chemicals Company