



## QLIKVIEW BUSINESS INTELLIGENCE

QlikView



### Market leading ventilation manufacturer uses Business Intelligence to improve pipeline control and revenue performance

#### CLIENT PROFILE:

Nuaire is a UK market leader in energy efficient domestic and commercial ventilation solutions, combining innovative products with world-class performance in quality, delivery and service.

Nuaire fans are used in all types of commercial and residential buildings, infrastructure projects and numerous applications by original equipment manufacturers in the UK and around the world.

It's a growing organisation employing over 400 people worldwide with an annual turnover of £55million.

#### QUICK VIEW:

##### PROJECT OBJECTIVES

- Better reporting and functionality
- Simplified staff performance tracking
- Improved data visibility
- Remote access to forecasting and reports

##### RESULTS

- Fast implementation with immediate benefits
- Increased staff productivity and efficiency
- Instant remote access to forecasts and reports

## BACKGROUND:

Nuair had developed internal systems that were tailored to what they had needed some years ago. As a growing organisation Nuair found that the increase in requests from staff for specific reports and functionality development of the legacy systems in house were taking up developers' time and resource.

This prompted them to look at their overall business objectives and how they could make efficiencies that would have a more productive outcome.

## BUSINESS REQUIREMENTS:

### Self-Service BI

The main objective in choosing a Business Intelligence system was to deliver a self-service experience to users, providing standard reporting and functionality that would enable them directly and reduce the many requests for new queries, report writing and development from their staff.

Nuair were also keen to streamline their sales processes. With five regional sales managers and over fifty sales staff, simplifying the process of managing staff performance and development had become necessary. Automating processes would save management's time, allowing them to concentrate on team development rather than regularly collating spreadsheet reports to track team performance.

Nuair recognised the need for remote access to live data and up to date reports, giving them visibility of activity and forecasts in the field. Having such visibility available from virtually anywhere would ultimately create flexibility and more opportunities to shorten the sales cycles and empower the staff to develop as well as give them time to focus on further revenue-driven activities.

### Simple user journey

It was important to align individuals and departments, standardising how data was sourced and presented in order to ensure consistency and accuracy, resulting in improved decision-making based on better insight for the entire business. As a further requirement, the system that was implemented had to offer a simple user-journey that would achieve maximum buy-in to encourage full user- adoption.

“We were keen to look at better ways of the sales teams being able to manage their pipelines and progress.”

## THE SOLUTION:

### **Tailored demo**

After an independent search for Business Intelligence solutions, Nuaire decided to look at QlikView in more detail with K3 FDS. They were drawn to the simplicity QlikView presented, both in terms of usability and presentation of data.

To ensure that Nuaire were comfortable that QlikView could cope with interrogating data from several different sources, K3 FDS created a tailored demo using a sample of their data to showcase how it would work for them.

They then provided Carl Thomas, Systems Development Manager, with a demo system in order that he could use the system to familiarise himself with it and, when comfortable, present it to the board for final approval. After the board saw how easy QlikView would make their system processes and the opportunity for revenue increase they approved the implementation immediately.

### **Personalised dashboards**

The reporting tools meant that not only were the commonly requested functionality requirements covered, but staff could manage their own personalised dashboards to interrogate the data in the way they needed, without the need for developers' time.

### **Tight timescale**

There was an upcoming sales conference which would provide the perfect opportunity for launching Qlikview to the company, however as this was only a matter of weeks away it presented a very tight timescale to get the system implemented. Despite the short deadline, K3 FDS committed to delivering the project in time for the conference.

“Our reports now have a higher level of accuracy and are consistent across the business.”

## THE RESULTS:

### **A greater insight**

Carl was pleased that the implementation of QlikView was executed in a short amount of time with near-immediate effects. “The sales force is using it throughout the entire sales cycle with better support from Sales Managers who are now able to oversee their forecast and development remotely.” Regional Sales Managers can now pick up trends at their fingertips resulting in a greater insight into sales pipeline and revenue performance. Qlikview has facilitated improved collaboration, which has had a huge impact on the approach and decisions that have been made regarding sales opportunities.

### **Accurate, relevant reporting**

The right people are getting the right information with a higher level of accuracy that is consistent across the business and the speed, ease and relevancy of reporting means that staff are no longer requesting additional developer time.

All objectives have been met and the plan is to roll it out to manufacturing and other parts of the business to achieve the same success. Also planned is to use QlikView to create their own documents and set and track KPI's for the business.

**Carl Thomas, Systems Development Manager at Nuairé says:**

“We were looking for a system to manage our data that could sit on top of our current systems. QlikView appealed to us with its easy to use functionality and personalised dashboards. K3 FDS were flexible in delivering the project in time for our sales conference and offered support, but the system was so easy to use that we didn't need it. We would have no hesitation in recommending them to others”

---

**WHAT IS  
QLIKVIEW?**

QlikView is a Business Intelligence platform that turns raw data from a variety of sources into easy to understand information, driving faster, smarter decision making.

It uses Natural Analytics™ which is an intuitive way to search and process information. And you have the flexibility to explore all of your data and present it in a helpful format.

Small businesses to the largest global enterprises are uncovering insights and answering hidden business questions in an instant.

**Key features:**

- Make sense of any raw data that your business has access to
- Consolidates information and turns it into insight in a single application
- Presents information in smart dashboards, tables and graphs that are easy to understand and IT friendly.

---

Web: [k3fds.com](http://k3fds.com)  
Phone: 0870 873 4387  
Email: [info@k3fds.com](mailto:info@k3fds.com)

