

Differentia Consulting Customer Day

Tom Truman
Sector Manager, QlikTech

QlikView

Welcome...

- The UK's largest QlikView partner event
- DC have 160 customers and nearly half represented today
- Response to DC's first Customer Day back in 2011
- Opportunity to learn and network & discover more about QlikView
- Today is all about YOU



QlikView



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Differentia Consulting & QlikTech

- 10 years old in 2012
- DC's background in ERP and now moved into Business Discovery market
- #2 Reseller Partner in 2010
- #1 Reseller Partner in 2011
- #? Reseller Partner in 2012
- Work extremely closely in terms of both Sales & Delivery in partnership with QlikTech



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A New Kind of Software Company

- U.S.-based company, founded 1993 in Sweden
- 26,000+ customers in 100 countries
- 1,400 global partners
- 1,300+ employees across 28 offices in 23 countries
- No. 1 fastest-growing enterprise technology company (ZDNet)
- NASDAQ: QLIK
- Change Their World Grant and Philanthropic Programs
- QlikTech Hits **Top 3** in Forbes Fast Tech 25

Forbes

Broad Base of 26,000 Customers

3M

VOLVO



Deloitte.



EAT.

• T • Mobile •



NHS

Autodesk

AON

QUALCOMM



vodafone

AMCOR



...existing QlikView energy and utilities customers







Growing Customer Base



*Historical results not indicative of future results.

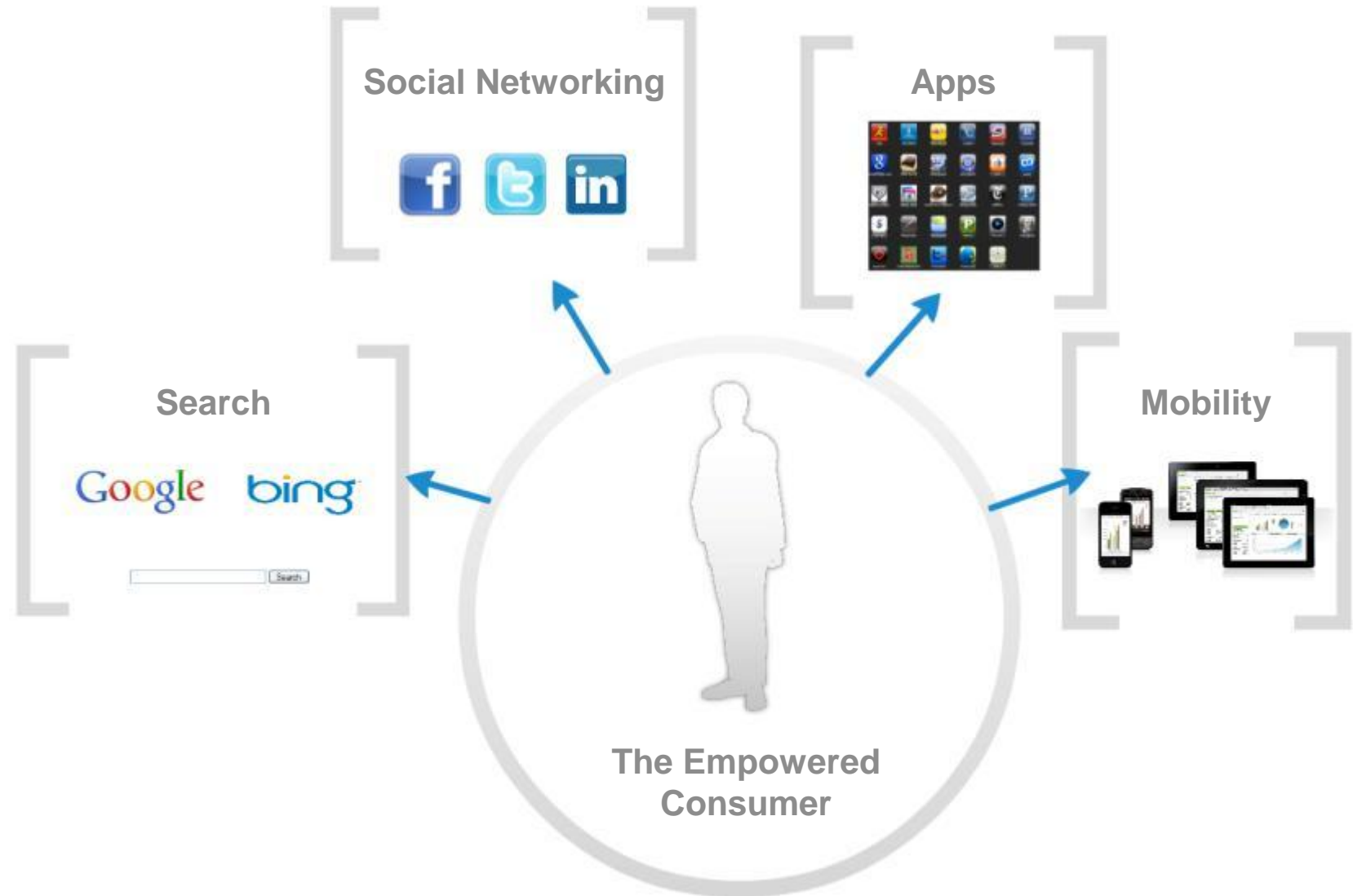


Innovations Are Remaking Markets

			
Search	Mobile Devices	CRM	BI
PageRank Search	iPhone/iPad	SAAS-based CRM	QlikView Business Discovery
SIMPLICITY	SIMPLICITY	SIMPLICITY	SIMPLICITY






















Consumerisation of Business Software



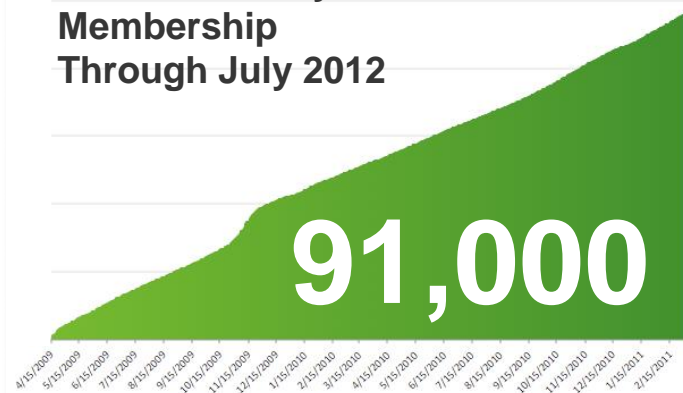
QlikCommunity: Strength In Numbers

- Self-service BI requires self-service support
- Leverages the expertise of 91,000+ users
- Vibrant, thriving online global forum at community.qlikview.com
- Most-visited and active user community in the BI industry
- Free apps and best practices
- Significant QlikTech employee participation



 Jason Long Points: 26,370 Posts: 315	 Paul Yeo Points: 17,251 Posts: 1,798	 John Witherspoon Points: 12,756 Posts: 2,294
 Stephen Redmond Points: 10,109 Posts: 294	 Shima Nakazawa Points: 8,034 Posts: 270	 Johannes Sundén Points: 7,791 Posts: 409
 Mark Points: 7,650 Posts: 155	 Philippe Points: 7,325 Posts: 174	 Rob Wunderlich Points: 7,241 Posts: 859
 Michael Solomovich Points: 6,413 Posts: 830	 Oleg Troyansky Points: 6,301 Posts: 754	 Anthony Deighton Points: 6,267 Posts: 42
 Rakesh Mehta Points: 5,900 Posts: 662	 Jean-Jacques Jesua Points: 5,697 Posts: 236	 NMiller Points: 4,461 Posts: 780
 Ralf Becher Points: 3,913 Posts: 162	 Vlad Gutkovsky Points: 3,815 Posts: 716	 Dimitri Diels Points: 3,478 Posts: 1

**QlikCommunity
Membership
Through July 2012**

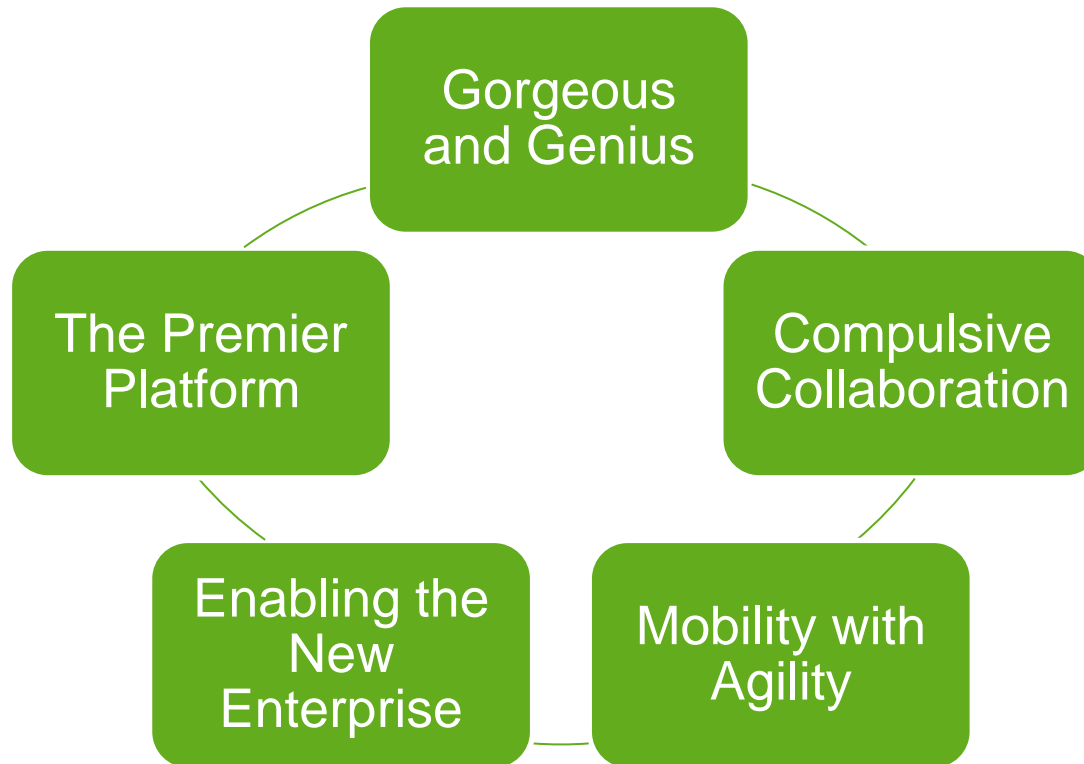




The Vision for QlikView.**Next**

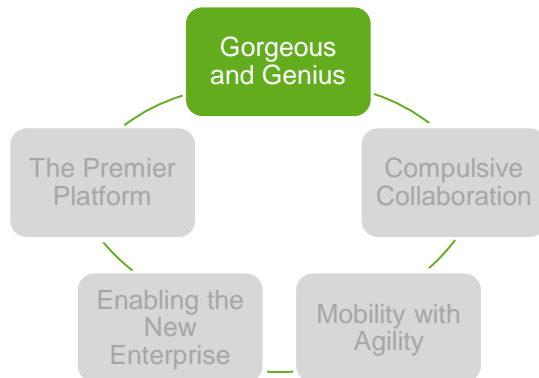


QlikView.Next



Gorgeous and Genius: The Best of Scandinavian Design

- Leveraging QlikTech's Swedish heritage
- Sophisticated technology, lovely skin, simple experience



Compulsive Collaboration: Many Ways to Make Music Together



Gorgeous
and Genius

The Premier
Platform

Compulsive
Collaboration

Enabling the
New
Enterprise

Mobility with
Agility



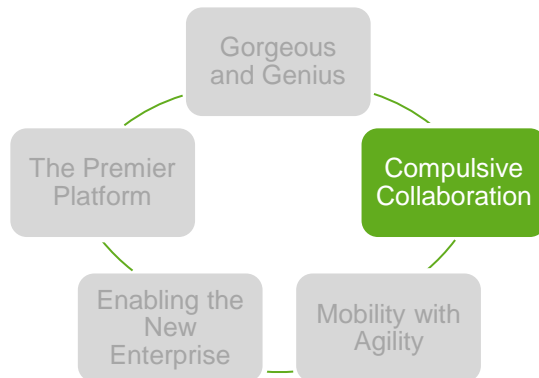
The Context for Collaborative BD Is Variable

QlikView

Social /
Collaboration
Tools

Social / Collaboration
Environment

QlikView



Mobility with Agility: Designing for Mobile First

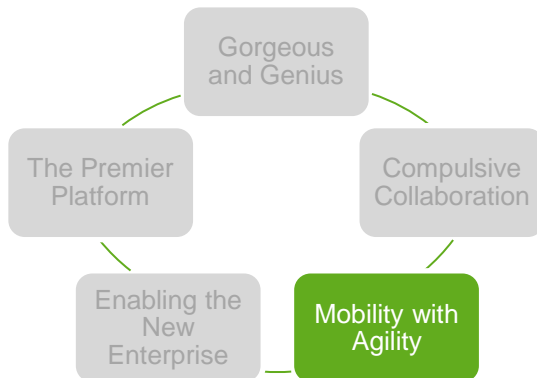
Mobility

Access from anywhere

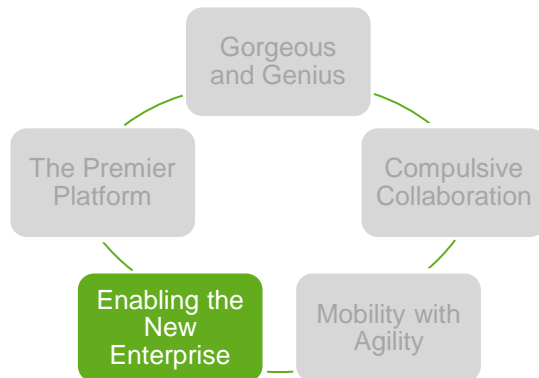


Agility

Access to full Business Discovery



Enabling the New Enterprise

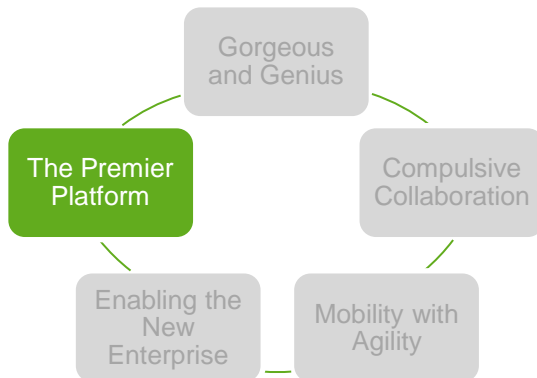


Empowering IT to empower others



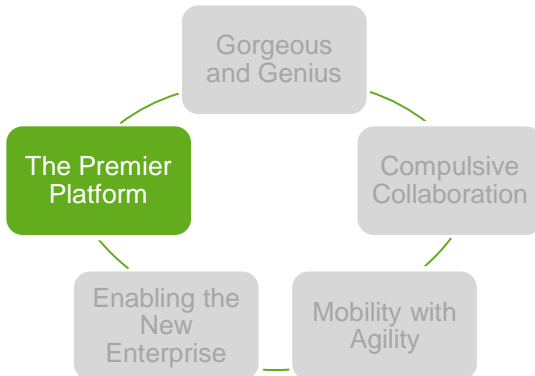
The Premier Platform

Touch One Billion Lives



Expanding the Ecosystem

- Application programming interfaces
- Data connectivity



Donald Farmer VP of Product Strategy

- <http://community.qlikview.com/blogs/theqlikviewblog/2012/08/10/qlikviewnext-in-donald-farmer-s-own-words>





QlikView.**Next**

Simplifying Decisions for
Everyone, **Everywhere**

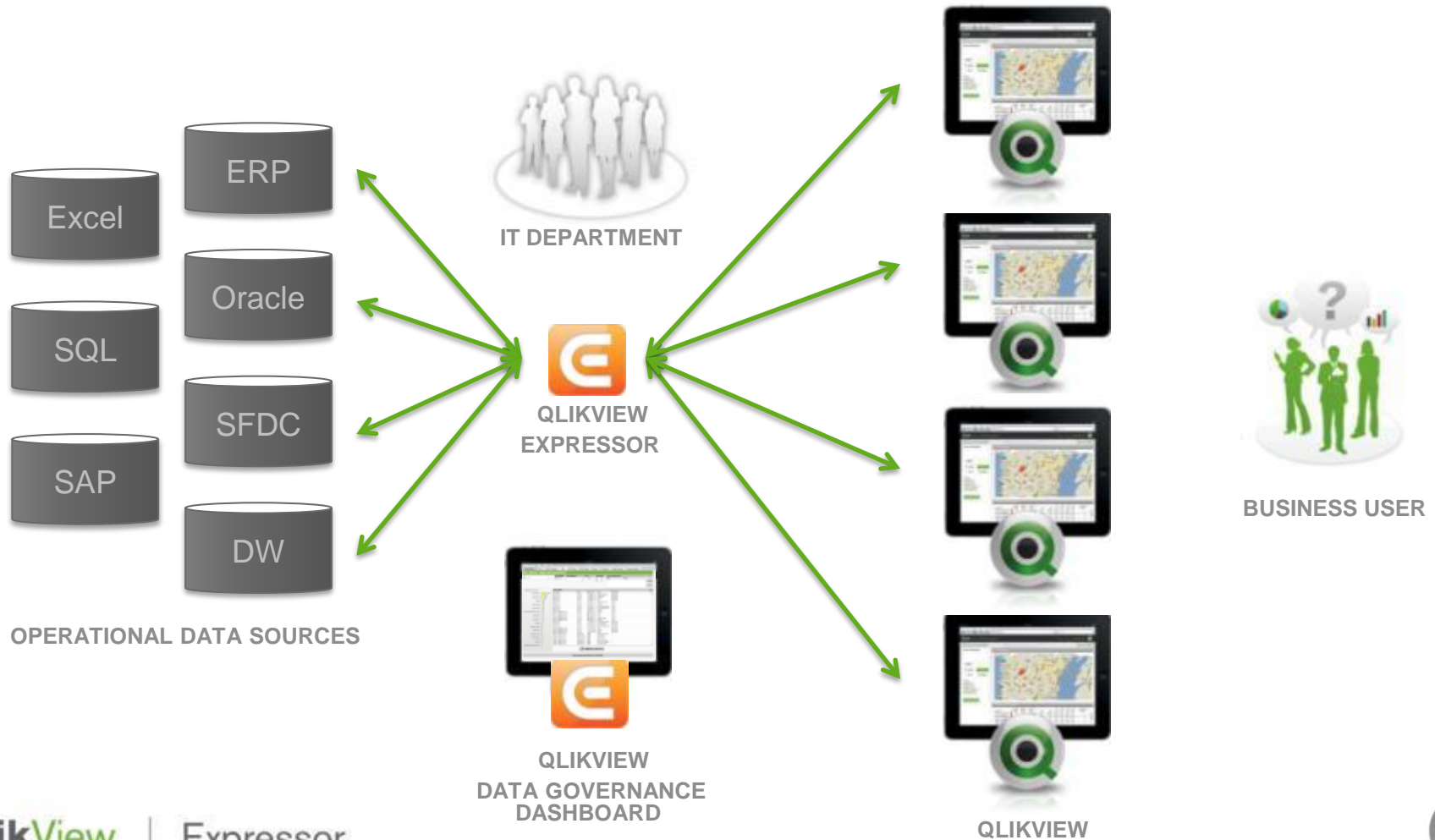


QlikView and Expressor

- Help facilitate the expansion of Business Discovery
- Improve speed of deployments with consistency
- Provide greater trust and confidence in the data



Business users get data, IT gets governance



BDWT London 2012 – 23rd October

- Venue: the Brewery, London
- Theme: **Business Discovery for Everyone**
- Keynote Speakers:
 - Donald Farmer
 - David Rowan, editor Wired magazine
- 5 breakout tracks
 - Including partner sponsored customer breakout track
- 23 partner sponsors (3 sessions sponsors)



Summary...

- Strongly focused in the next generation of Business Discovery
- Significant business benefits from QlikView Version 11 and beyond
- QlikView has a big part to play in the 'Big Data' environment
- BDWT Event – 23rd October 2012
- Sean Farrington (QlikTech UK MD) and others present at lunchtime
- Enjoy the day...



QlikView



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Simplifying Decisions for Everyone, **Everywhere**

