



Maintaining stability

Cost reduction and expense management
for the financial services sector



Maintaining stability in the most demanding sector in the world

In order to survive and flourish in today's harsh economic climate, financial service institutions are seeking new ways to transform their businesses and increase their bottom line.

The markets are still volatile and businesses are dealing with unprecedented challenges – economic, political and social. As a result, many are looking to maximize operational efficiencies (expense management, financial reporting and IT expenditure) – in order to understand their business better and increase margins. While at the same time minimizing their exposure to risk and maintaining compliance.

Financial institutions are currently undertaking transformational challenges:

- **Maintaining stability** and operating efficiencies in an environment of decreasing margins and ever increasing regulations
- **Continued growth** and business expansion through the spotting of new opportunities in an environment of increased competition and stringent budgetary demands

Now more than ever, institutions are looking to do 'more with less' and eliminate unnecessary expenditure while running existing and new processes as efficiently as possible. In order to maintain stability across the organization, business leaders are having to analyze and review every aspect of their business, operations and IT departments seeking out efficiencies and cost-savings. This can only be achieved through the effective exploration of organizational data and unveiling previously hidden or unseen insights.

QlikView provides an enterprise solution capable of:

- Merging large volumes of data spanning multiple sources and lines of business
- Consolidating data being entered and recorded in multiple General Ledgers across complex Chart of Accounts and Cost Centers
- Analyzing activity based costs and expenses across multiple geographies, languages and currencies
- Producing consolidated analytics on demand and eliminating the reliance on end-of-month reports

Business Discovery for the financial services sector

It's no surprise that over 2,500 financial services organizations, including 20 of the top 20 North American and European financial institutions*, have turned to QlikView – transforming data into insights.

The QlikView Business Discovery platform enables business users to explore and exploit their own data without limits. It delivers self-service BI that empowers those users by driving innovative decision-making.

QlikView enables users at every level of the organization to find tailored insights, addressing their individual needs and deadlines. In essence, QlikView empowers everyone in the organization with the information they require to make informed business decisions that affect the bottom line.

Qlik works with financial service institutions devising, producing and delivering bespoke solutions and applications that help firms maintain Stability.

QlikView is the game-changer that delivers immediate insight and fast ROI.



Expense management

- Travel and entertainment
- Telephony and mobile
- Supplier spend / vendor analysis
- Legal and contractor fees
- Market data services

Financial management

- Profitability analysis
- Financial reporting
- Activity based costing
- Flash balance sheet
- RAROC and RWA

IT management

- IT asset management
- Project Portfolio Management
- IT Chargeback
- Technology spend
- Agile development

Executive dashboards and scorecards

- CEO dashboard
- COO dashboard
- CIO dashboard
- CFO dashboard
- CRO dashboard

Operations management

- Employee / contractor headcount
- Real estate
- Infrastructure and network
- Facility and equipment maintenance
- Operations monitoring

Procurement

- ROI analysis
- Preferred vendor relationships
- Enterprise license agreements
- Leasing and funding models
- Discount analysis

Systems and SLAs

- Service level agreements
- System modernization
- Process improvement
- System monitoring
- Data centers

Human resources

- Workforce optimization
- Training costs
- Employees vs. contractors
- Vacations and involuntary time off
- Retirement planning

QlikView empowers business users and decision-makers at every level, providing incredibly fast access to data-driven insight and collaboration.

* Forbes Global 2000 List

Case study: top 10 global investment bank – optimizing spend and P&L

Background:

Market Data information is used across various functions in the bank, from real-time sales and trading and risk management, to the procurement departments. Market Data accounts for the second largest spend, (9 figures), next to staff costs.

Challenge:

This firm wanted an integrated tool to drive insights and financial decision-making.

They required a flexible tool that could help users view unrelated organizational data in a single dashboard and would allow users to intuitively drill deep into the data, accurately and on demand.

Solution:

QlikView's Business Discovery platform made it possible for all Market Data users to retrieve, integrate and analyze data from disparate sources.

To ensure complete consistency and transparency between the Market Data Services Team and the Business Managers responsible for optimizing their Spend and P&L.

Benefits:

- Consistency of data across various teams and Business Managers
- Increased transparency across the various processes, systems and data
- Secure and rapid deployment of data
- ROI in 2010-2011: 6,000% (\$5M+)



The Business Discovery thought leader

Olik believes in the power of collaboration and tapping into the collective knowledge and expertise of market professionals in order to deliver pervasive business insights.

Olik has formed specialist industry communities in New York, London and Mumbai consisting of market professionals who are dedicated to sharing industry best practice and collaborating on how to best approach the key issues facing the market.

Our thought leadership is enabled through industry panels and advisory councils made up of leading market industry voices such as the QlikView Wall Street Customer Advisory Council, which specializes in Financial Services.

Our customers and partners come together with the aim of sharing and discussing market insights, intelligence and the technological innovations that can assist in providing both financial stability and growth. All key trends and insights are published in the form of white papers and within the online Financial Services Olik Community – leading the conversation and fuelling innovation. Olik also shares best-in-breed approaches and applications through industry benchmarking – allowing new and existing clients to continually learn from industry best practice.

Olik has a powerful global network of over 1,200 strategic partners, consisting of solution providers, OEM partners, business consultants and system integrators. This partner program has been designed to offer our clients world-class software solutions, consultancy and implementation support – ensuring every organization extracts the utmost from their live actionable data, fueling the innovation culture.

Each Olik partner has been chosen based on their deep sector knowledge and experience and their ability to construct solutions that removes guesswork and assists you to make faster, smarter decisions. A true partnership tailoring the right solutions for our customers at the precise point of need.

Olik is not just providing innovative solutions for the Enterprise but for the whole of the Financial Services Sector. Nurturing the culture of innovation.

Providing the competitive advantage

QlikView is the world's first Business Discovery platform designed to assist organizations in achieving both stability and growth.

Business Discovery platform

Business users want to analyze information — looking for associations and deriving insights — through visually appealing interfaces. QlikView incorporates best of breed visualization capabilities including a broad range of charting and display options. The simple and easy to use QlikView interface makes it broadly appealing to business users. A simple click can transform the analysis and open up new analytical paths and ways to visualize data. Based on their security, business users can interact with QlikView Apps and make modifications, additions and/or create new apps without requiring complex training or ramp-up times. If users need a specific visualization component that is not included in core QlikView, web developers can easily and seamlessly integrate custom and third-party components.

Associative experience

The QlikView Business Discovery platform enables users to explore data, make discoveries, and uncover insights that can be used to help them solve business problems in new ways. One of QlikView's primary differentiators is the associative experience it delivers to users. Business users conduct searches and interact with dynamic dashboards and analytics from any device. They follow their own train of thought.

The Associative Experience leverages QlikView's in-memory approach to deliver the familiar experience of a search engine, finding critical information and getting fast business answers. Similar to Google's new Instant Search, QlikView's Associative Search provides instant results as you type. Its intuitive interface highlights important relationships between your data. This enables ordinary business users to explore data and gain better insights about customers. The inference engine maintains the associations in the data automatically — alleviating the need for developers to do so through rigid hierarchies and hard coded drill paths.

What is Business Discovery?

Business Discovery is userdriven BI that helps people make decisions based on multiple sources of insight: data, people, and place. Users can create and share knowledge and analysis in teams, groups and across organizations. Business Discovery platforms help people ask and answer streams of questions and follow their own path to insight — on their own and in formal or informal groups. Business Discovery platform deliver insight everywhere, an app model, mobility, remixability and reassembly, and a social and collaborative experience.



“ QlikView’s enterprise expenses solution is a seamless and comprehensive tool that helped us, for the first time, to truly see and understand the detail behind our data. ”

– Director of Expense Management

Collaboration

Business decisions are seldom made in isolation, they are collaborative. They are based on social exchanges driven by real-time debate, dialog, and shared insights. QlikView's approach places collaboration at the very heart of Business Discovery, allowing users to share and collaborate on relevant data across individuals, workgroups, and departments. It lets them collectively discover within in-context workspaces, capture notes and conversations, securely share information, and review decision results. QlikView provides users with the freedom to securely and privately collaborate as they choose.

Mobility

Financial institutions understand the power of decision-making while on-the-go. Users can test their hypotheses while they are out 'on location', interacting with their analysis apps where and when they need them. The result? Faster decision making. QlikView for Mobile provides the full QlikView platform, with the full range of functionality, on any device, at any location, thus reducing IT's support burden. QlikView provides the complete Business Discovery experience, allowing users to understand what's happening with their business as it happens, instantly and securely.

Enterprise ready

The QlikView Business Discovery platform is highly scalable, supporting large volumes of users and data. It can scale at the rate the business requires, with a rapid implementation process. Once QlikView has solved a significant business problem that traditional BI could not address, other departments soon take notice. It does not take long before the solution evolves into a server-based enterprise Business Discovery platform, delivering insights and opportunities previously unseen.

IT professionals are no longer tasked with creating data models, building large semantic layers, creating queries or building reports. Instead IT is responsible for retaining control over the data, helping to validate and deliver relevant analytics while enforcing security.

The QlikView Business Discovery platform enables business users to assemble data from multiple sources, explore it, make discoveries, and uncover insights that enable them to solve business problems in new ways. QlikView works the way the mind works. Users conduct searches and interact with dynamic dashboards and analytics from any device. They ask and answer streams of questions on their own and in groups and teams. They forge new paths to insight and decision.

“One of the strengths of QlikView is the fact that you can compare or combine the analyses based on different views. Our controls are complex and the number of users high, but the results are incredibly simple and readable with QlikView.”

Jean-Luc Masselin, *Director of Internal Control, ABN AMRO*



Qlik is the Business Discovery specialist in the financial services sector

QlikView's ability to seamlessly complement traditional BI (stack vendor) solutions, provides the enterprise with a bespoke Business Discovery solution that is designed to meet their specific requirements. This, coupled with Qlik's unparalleled knowledge and expertise in Business Discovery solutions, means financial services institutions are maximizing current BI investments while providing the tools to help decision-makers make faster, smarter decisions.

QlikView is at the very heart of the conversation through the online Global Financial Services Qlik Community, comprised of industry leading professionals, solution providers, OEM partners, business consultants and system integrators.

This, together with the aggregation of years of development and successful implementations, ensures every client benefits from their collective knowledge and expertise. QlikView is tried, tested and proven as the leading Enterprise Business Discovery solution.

Qlik remains focused on leading the market through the provision of thought leadership and driving innovative solutions every step of the way. The goal is simple; to assist financial institutions achieve both stability and growth.

Qlik's partnership approach and methodology is based on "Proof of Concept" (which QlikView refer to as "Seeing is Believing"). A collaborative approach designed to demonstrate the power and flexibility of the solution, by using your very own data.

QlikView helps financial institutions to achieve true ROI in a fraction of the time it takes traditional software to be deployed.

Seeing is believing.





Insight Everywhere

Qlik has offices worldwide with expert, friendly staff ready to help you drive smarter, faster decisions with QlikView.



For contact details please visit:

<http://www.qlik.com/us/company/contact-us>

Global Headquarters

Qlik Technologies, Inc.
150 N. Radnor Chester Road
Suite E220
Radnor, PA 19087
Phone: +1 (888) 828-9768
Fax: +1 (610) 975-5987

qlik.com

