

IBT is Australia's #1 Real Time
Qlik data integration and management provider

even mainframe



45+ end points supported

← end to end platform →



Navigating the Journey from Raw Data to Actionable Insights:

Common Pitfalls and
Strategies for a Streamlined
Data System

Evan Hodge – IBT
Jeremy Sim - Qlik

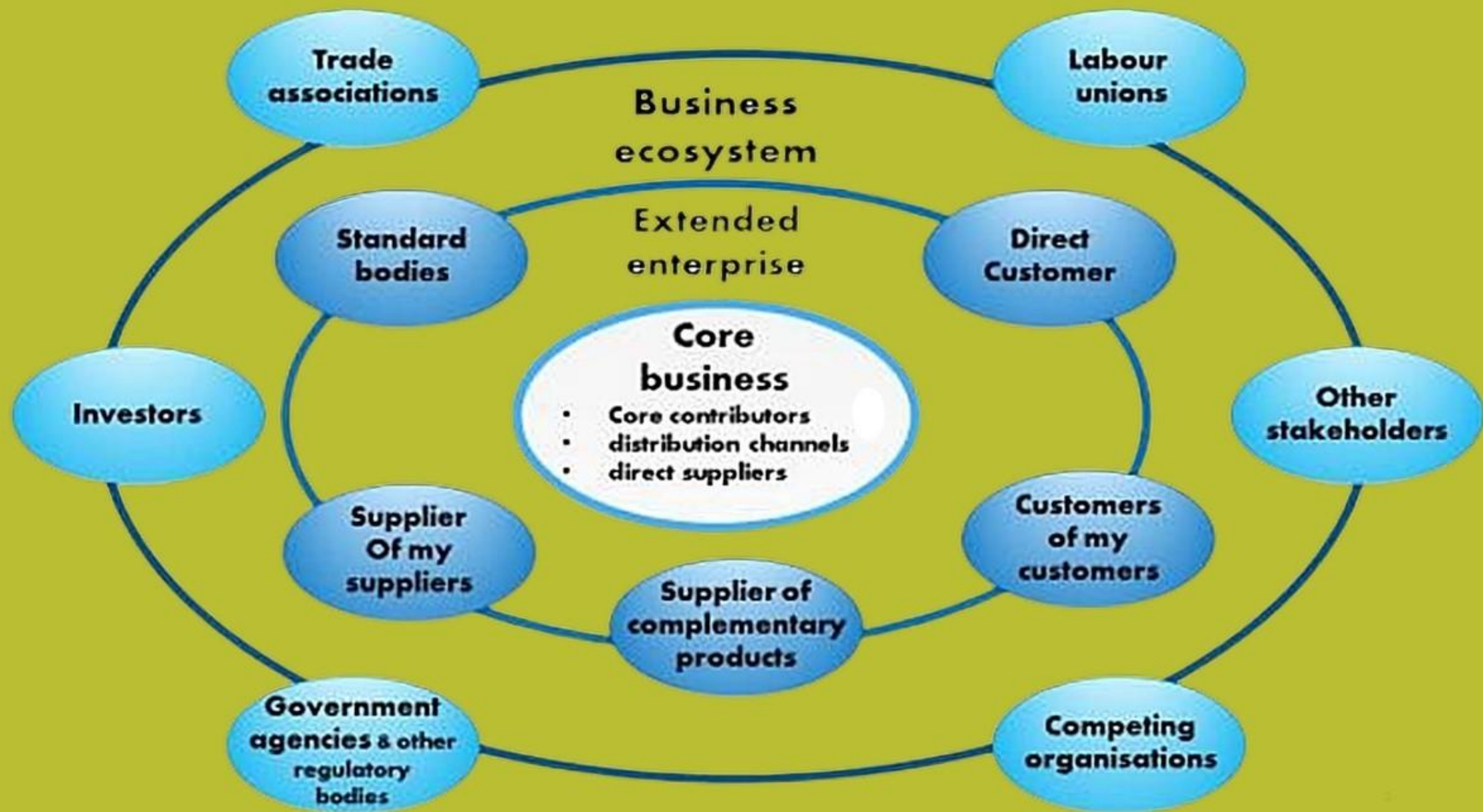
Qlik
Partner

Elite
Solution Provider

Challenges to Freeing the Data

Real-Time Data enables Real-Time Decision making

- ☐ Organisations use **many applications across differing platforms** both on-premise and cloud. Different skillsets required for each.
- ☐ Application vendors locking in the data or adding additional license fees to access your data
- ☐ Fear of job security if data is available outside of the application ecosystem
- ☐ Long time to implement
- ☐ Increased On-going support and operational costs
- ☐ Security and Risk concerns by internal teams



Closing the Gap

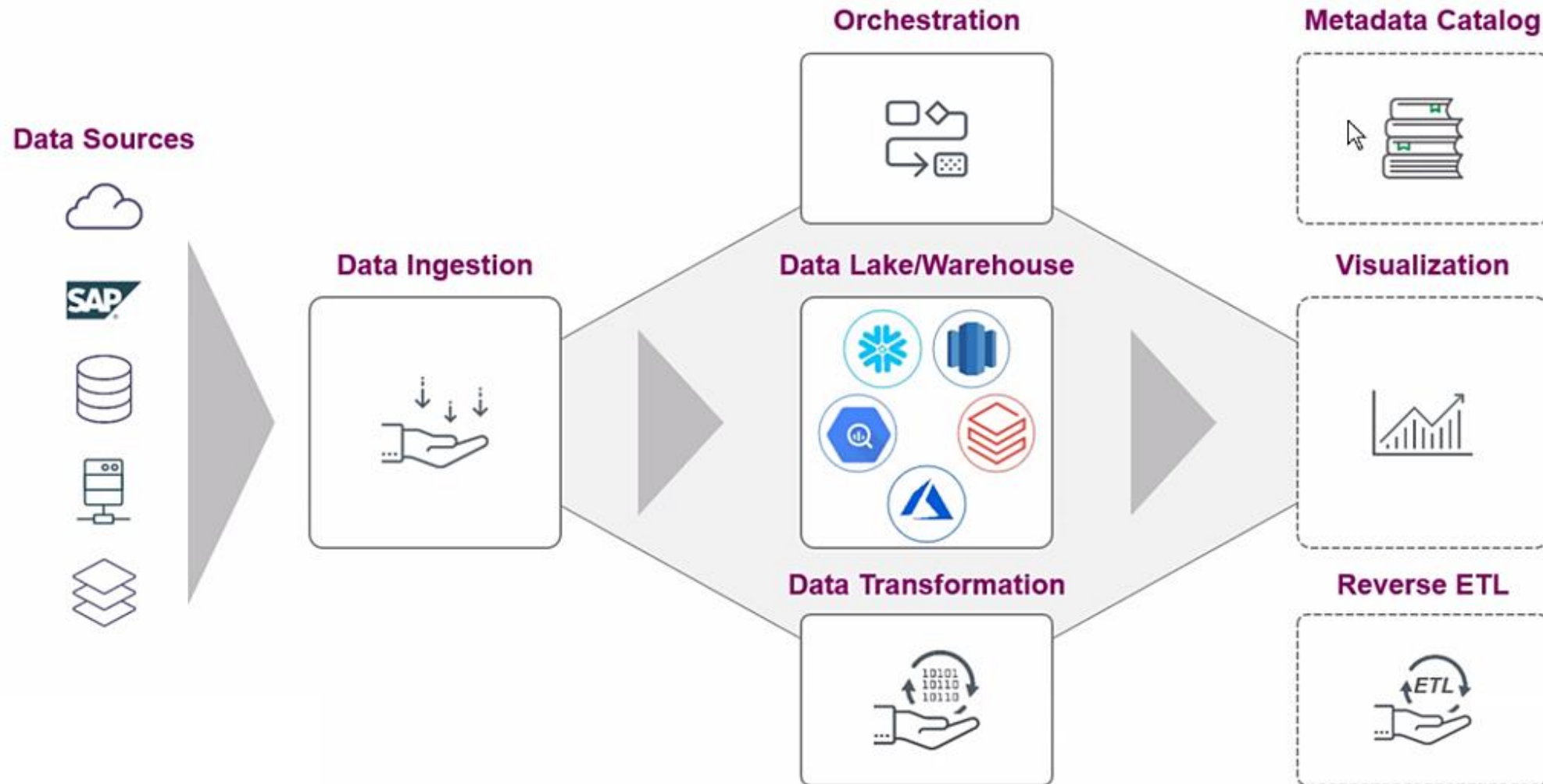
Creating the end-to-end analytics data pipeline

IT + Business



What makes up a Data Stack?

You'll get something like:





Modern Data Stack Myths

- ✗ Free or cheap
- ✗ Easy to manage
- ✗ More agile
- ✗ Quick to deploy
- ✗ Solves data time to market

Qlik Data Integration – Platform Support Matrix

SOURCES

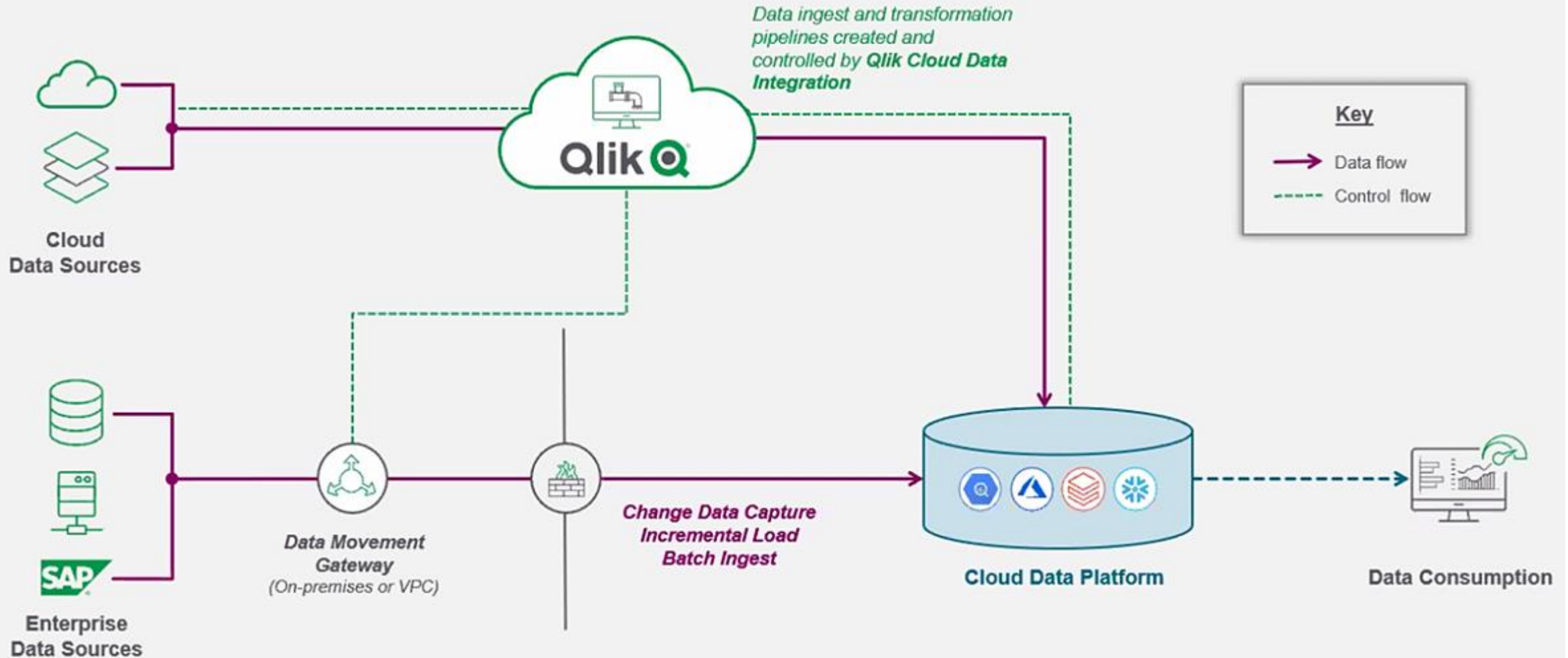
Database	Mainframe	SAP
- Oracle - MS SQL Server - DB2 iSeries - DB2 LUW - MySQL (+ MariaDB, Percona) - PostgreSQL - SAP Sybase ASE - IBM Informix - SAP HANA - ODBC w/ CDC	- DB2 z/OS - IMS/DB - VSAM	- ECC (DB: Oracle, SQL Server, DB2 z/OS, DB2 LUW, HANA) - S/4HANA - ERP - CRM - SRM - GTS - MDG - SAP HANA - SAP Extractors
NoSQL	Flat Files	Cloud
MongoDB	Delimited (e.g., CSV, TSV)	- Amazon RDS (SQL Server, Oracle, MySQL, MariaDB, PostgreSQL) - Amazon Aurora (MySQL, PostgreSQL) - Azure SQL Server MI - Azure Database (MySQL, PostgreSQL) - Google Cloud SQL (MySQL, PostgreSQL*) - Oracle on Oracle Cloud
EDW	SaaS	
- Exadata - Teradata - Netezza (via ODBC) - Vertica (via ODBC) - Pivotal Greenplum (via ODBC)	Salesforce	

TARGETS

AWS	Azure	Google
- RDS (MySQL, Postgres, MariaDB, Oracle, SQL Server) - Aurora (MySQL, Postgres) - Kinesis - S3 - EMR/S3 - Redshift - Snowflake - Databricks	- DBaaS (SQL MI, MySQL, Postgres) - Event Hub - DBaaS (SQL DB) - ADLS Gen1 & 2 - HDInsight/ADLS - Synapse (SQL DW) - Snowflake - Databricks (Delta)	- Cloud SQL (MySQL, Postgres) - Cloud Storage - Dataproc/Cloud Storage** - BigQuery - Snowflake - Databricks
Streaming	Data Warehouse	Other clouds
- Kafka (Apache & Confluent) - Amazon Kinesis - Azure Event Hubs	- Oracle Autonomous DB (cloud) - Teradata - SAP HANA - Sybase IQ (via ODBC) - Netezza (via ODBC) - Vertica (via ODBC) - Pivotal Greenplum (via ODBC) - Oracle Exadata	- Oracle on Oracle Cloud - Cloudera Data Platform (CDP) Private Cloud - Confluent Cloud (Kafka)
Data Lake	Flat Files	Database
- Hortonworks - Cloudera - Hortonworks Data Platform - Cloudera Data Platform (CDP) Private Cloud - Amazon EMR - Azure HDInsight - Google DataProc**	- JSON - Delimited (e.g., CSV, TSV)	- Oracle - MS SQL Server - DB2 (via ODBC) - MySQL (+ MariaDB, Percona) - PostgreSQL - SAP Sybase ASE - SAP HANA - Informix - ODBC

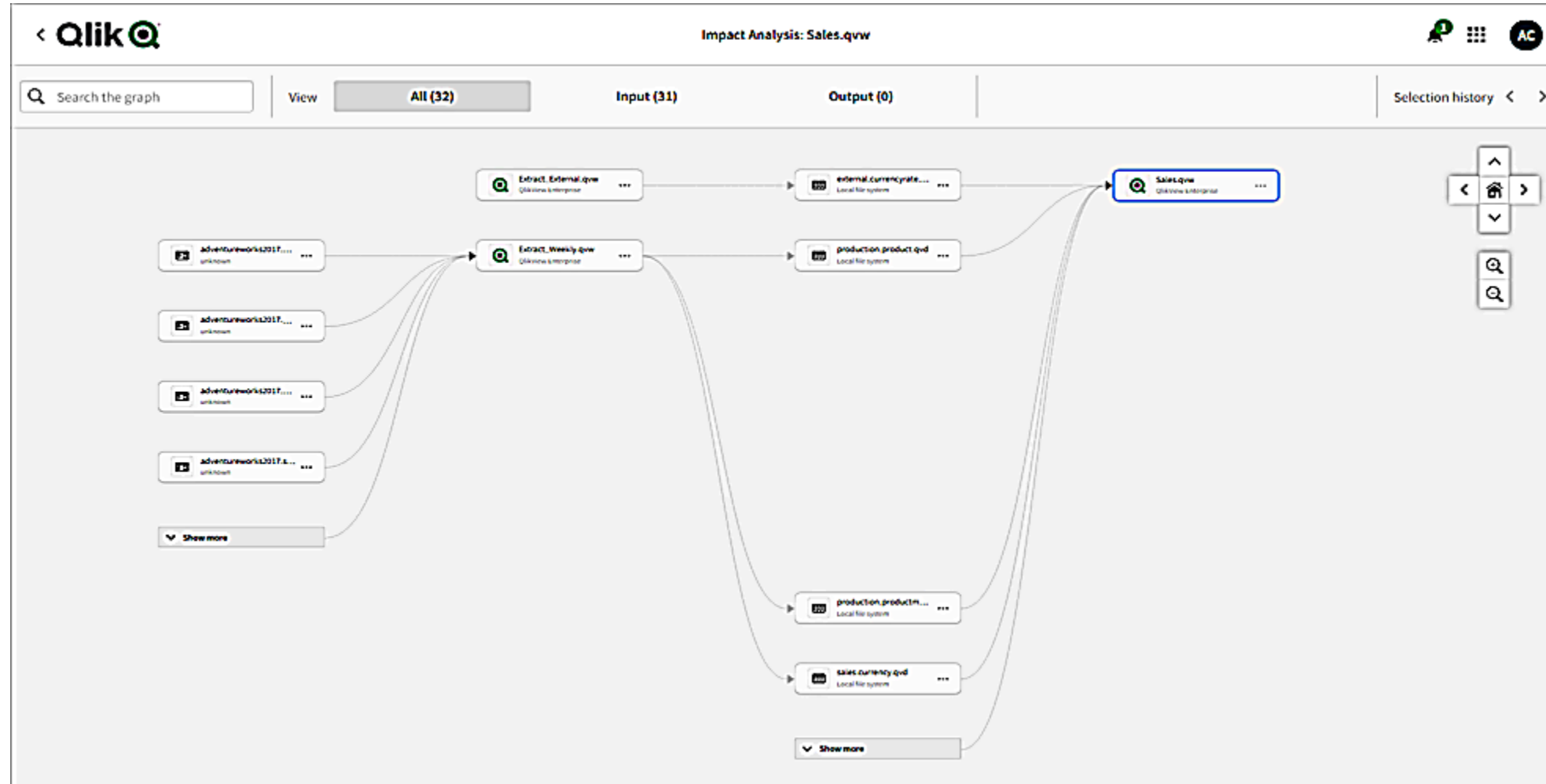
Data Movement Architecture

Data movement to cloud targets from on-premise & cloud sources



Data Catalog – Lineage & Governance

But do NOT forget Impact Analysis



Update SFDC and Notify in Teams / Editor

Editor

Output

Settings

Run

Save

Close

Search

BLOCKS

- Basic
- Lists
- Advanced
- Cloud storage

CONNECTORS IN USE

- Qlik Cloud Services
- Microsoft Teams
- Salesforce

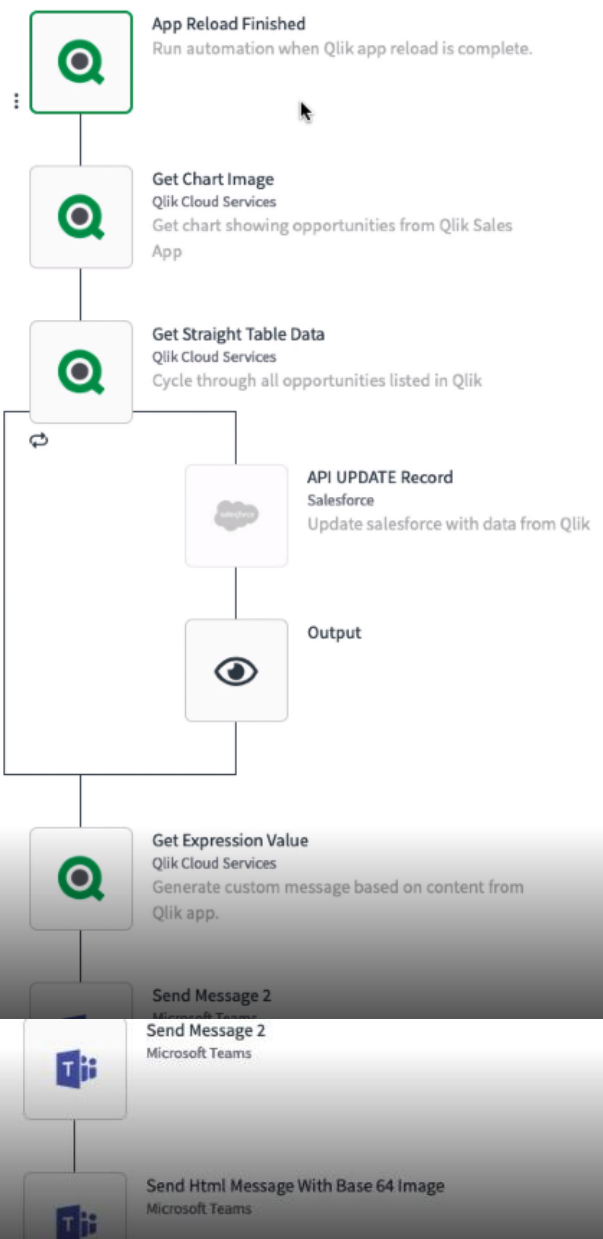
MY CONNECTORS

- Qlik Cloud Services
- Qlik Reporting
- Dropbox
- Microsoft Excel
- Microsoft Teams
- Salesforce

OTHER CONNECTORS >

- Microsoft Excel
- Microsoft Teams
- Salesforce

OTHER CONNECTORS >



↶ ↷

App Reload Finished

🔗

Inputs

History

Run Mode *

Webhook

Connector *

Qlik Cloud Services

Event *

App Reload Finished

Filter

App Ids

Raw input

+ Add App Id

Space Ids

Raw input

+ Add Space Id

Test Payload

```
{
  "data": {
    "id": "4c1944db-0c9f-4757-830b-7cc28831fe61",
    "name": "consumer+sales",
  }
}
```

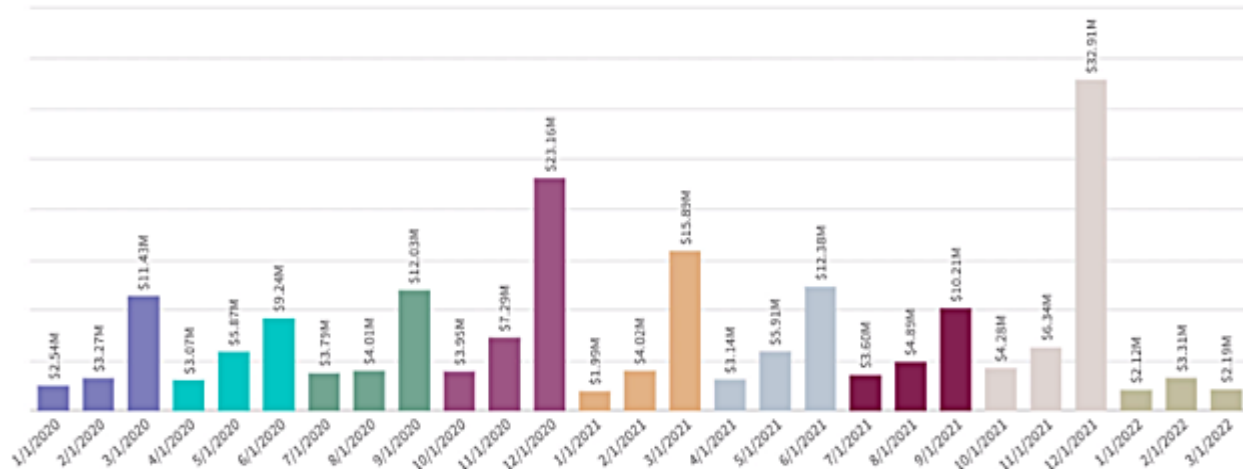
format

```
{
  "data": {
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}
```

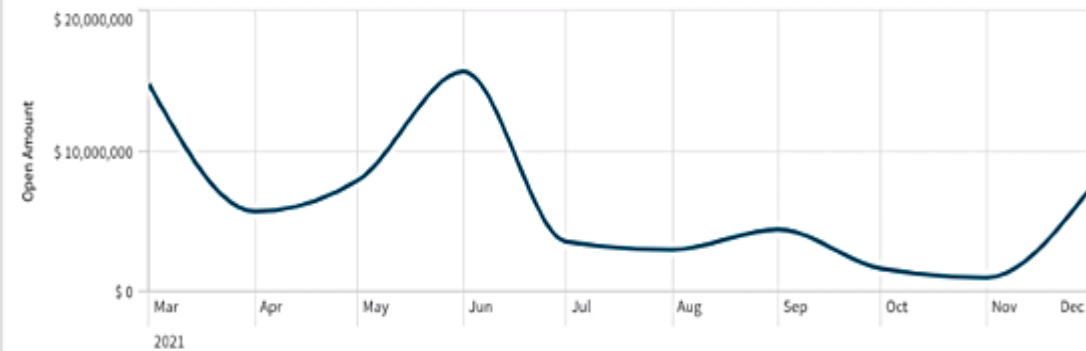
format

Dashboard - Enhanced

Closed Won Opps / Month

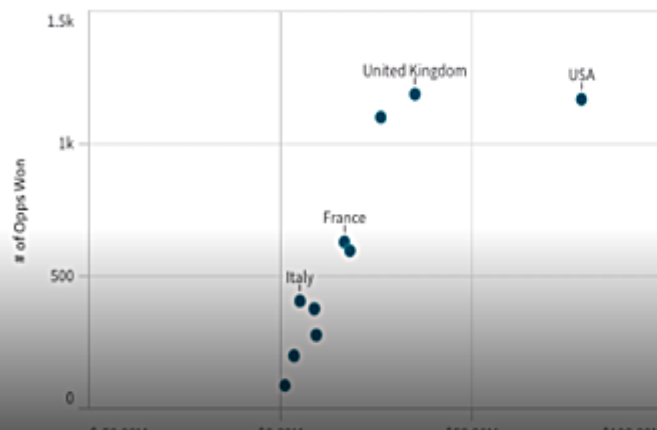


Open Amount over Opportunity Close Month/Year



Win/Lost Prediction: WON

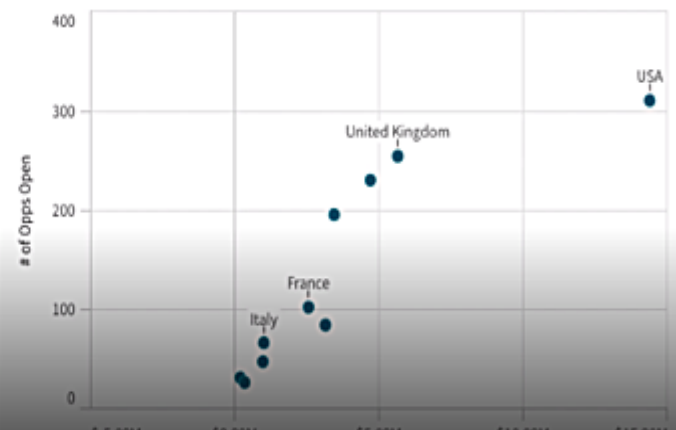
of Closed Won Opps vs Amount



Open Opps

Opportunity Name	Open Amount	Opportunity Forecast Category	Win/Lost Prediction	Win Probability
Totals	\$89,545,617			44.3%
Lenny Traycheff Opp 12327	\$2,683,218	Pipeline	WON	47.2%
Brice Noakes Opp 173	\$1,597,897	Forecast	WON	67.5%
Otto Moschetti Opp 166	\$1,213,265	Pipeline	WON	41.8%
Otto Moschetti Opp 166	\$1,213,265	Pipeline	LOST	36.3%
Linwood Shumpert Opp 9587	\$1,128,701	BestCase	WON	50.5%
Risa Leonardo Opp 9164	\$943,371	Omitted	WON	79.8%
Vicente Bergemann Opp 10312	\$885,571	BestCase	WON	55.2%
Elizabet Yglesias Opp 78	\$874,621	Forecast	WON	58.1%
Jamar Materna Opp 2200	\$835,255	Pipeline	LOST	30.3%
Vance Rayl Opp 10197	\$679,663	BestCase	WON	69.9%

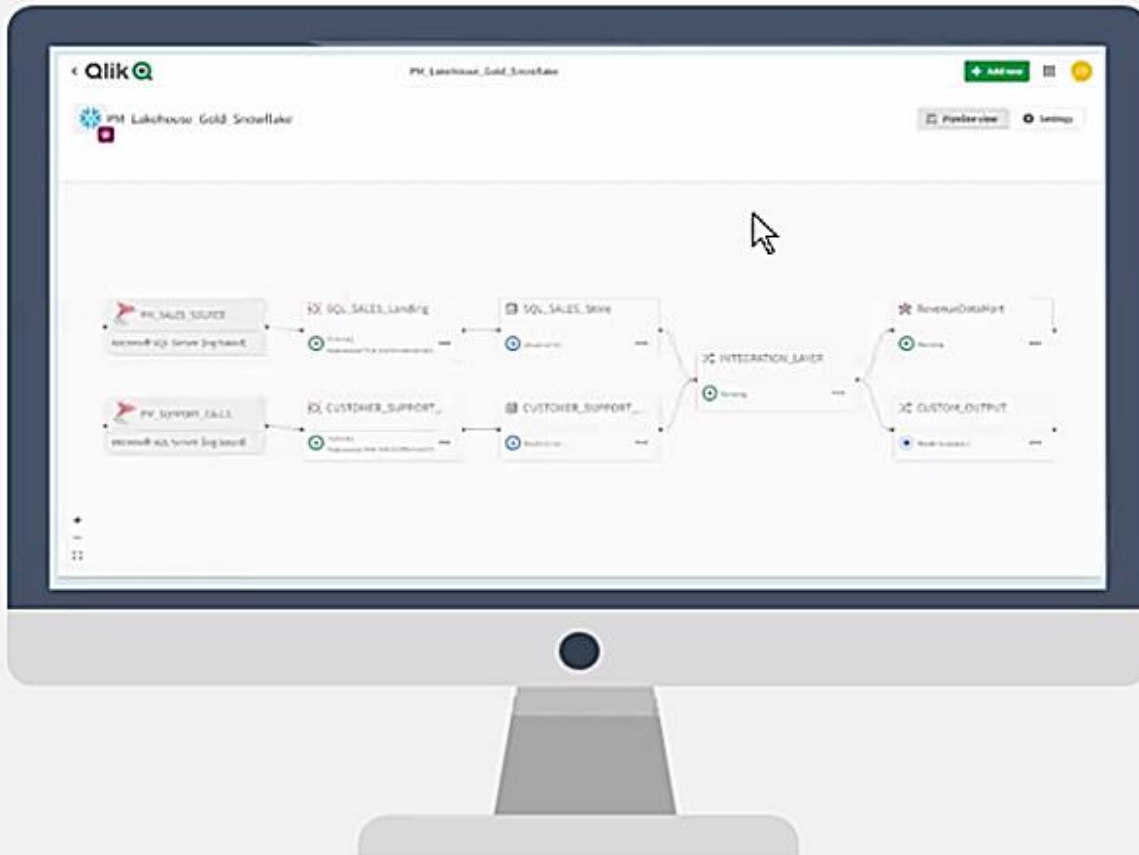
of Open Opps vs Amount



Qlik Cloud Data Integration

Unmatched capabilities

#TheRealModernData Stack



Real-time data movement



Push-down data transformation



Integrated data & lineage catalog



Automated data pipelines



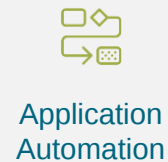
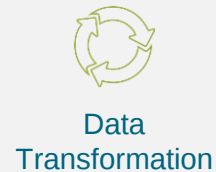
Process orchestration

Qlik Cloud

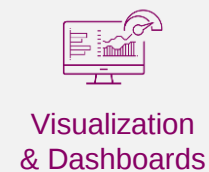
Qlik's Platform for Active Intelligence



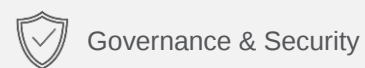
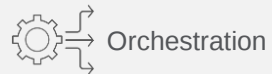
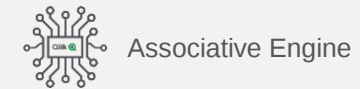
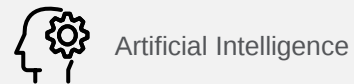
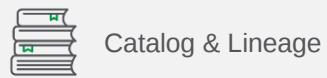
Data Services



Analytics Services



FOUNDATIONAL SERVICES



Hybrid Cloud

Universal Connectivity





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THANK YOU

We welcome your Questions,
Thoughts or Opinions!