CUSTOMER STORY

# Streamlining global procurement

Borealis implements Qlik Sense SaaS to boost efficiency at 18 locations worldwide

LEAD WITH DATA™    Qlik Q

BOREALIS
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"Now we have real transparency about our spending so our managers and buyers can be well prepared for negotiations with suppliers. This vastly improves the procurement performance."

Ivan Bozov, Procurement Intelligence Specialist, Borealis

## Need to make sense of a growing deluge of data

Efficient procurement is a vital cornerstone of the business mix. Market forces, pricing, payment history and supplier base are just some of the many factors in the procurement process and they are particularly important to manufacturing concerns like chemical company, Borealis.

With its head office in Vienna, Borealis employs 6,900 people and operates in more than 120 countries on five continents. It is one of the world's leading providers of advanced and circular polyolefin solutions and a European market leader in base chemicals, fertilizers and the mechanical recycling of plastics. The company's polyethylene and polypropylene solutions have a wide range of uses affecting everyday lives. They support the energy wire and cable industry, provide many of the plastic fittings in cars and are used in a wide range of white goods.

Borealis has 18 procurement locations in eleven countries across Europe, North and South America and Asia.

"Data analysis is very important to our procurement process but, like many large companies, we had a vast amount of data and no easy way to link all the information that originated from different sources," says Ivan Bozov, Procurement Intelligence Specialist at Borealis. "We used standard tools for business analysis but they could only produce static and pre-defined reports."

With data volumes growing and new data sources constantly coming on stream, Borealis found it difficult to obtain actionable insights from its analysis. It needed a new analytical platform that would support informed decision-making across the global procurement organization.

### Solution Overview

**Customer Name**
Borealis

**Industry**
Manufacturing

**Geography**
Vienna, Austria

**Function**
Finance, Supply Chain Management

**Business Value Driver**
New Business Opportunities, Reimagined Processes

**Challenges**
- Visual analytics is vital for efficient procurement
- Growing data volumes from many sources made it difficult to obtain actionable insights
- Existing tools would only produce static and pre-defined reports

**Solution**
Following a proof of concept, Borealis implemented Qlik Sense and has recently migrated to Qlik Sense SaaS.

**Results**
- Improved transparency means better procurement processes to support the business
- Business decisions are based on facts, not guesswork
- Procurement teams can concentrate on analyzing trends and identifying savings opportunities

## SaaS edition of leading analysis software

Following a successful proof of concept, Borealis implemented a cloud-based version of Qlik Sense in 2018 and has more recently migrated to Qlik Sense Enterprise SaaS, which is used by 100 people throughout its worldwide procurement locations.

"The Qlik Sense SaaS implementation process is really easy because there is no complexity in terms of building internal architecture, having to set up a server or maintenance and if you have a question you can immediately call somebody from Qlik," explains Bozov.

"One big advantage of using Qlik Sense as a SaaS solution is that we get automatic updates and regular fixes which ensure that we always have the latest version so we do not have to spend time and resources dealing with technical matters. We can focus our attention on providing information to our internal customers."

Training was carried out internally and the company has built some 20 Qlik apps and 80 dashboards. A favorite is the Interactive Spend Analysis app which takes spend information from more than 20 internal and external sources and combines it into an interactive app with nearly ten million lines of data.

Although it is early days, Borealis is increasing its use of the many new features offered by Qlik Sense SaaS. Intelligent alerting provides sophisticated, data-driven alerts for system monitoring and Bozov is impressed by the accuracy of Chat Bot and Insight Advisor.

Looking to the future, he also sees great potential in combining Qlik's augmented intelligence capabilities with the company's human expertise.

Qlik's associative engine enables all procurement information to be brought together in one place and made fully transparent, while self-service functionality saves a lot of time by enabling users to drill down into the data themselves without assistance from analysts.

## Spend transparency improves procurement process

"Our decision-making is based on facts, not guesswork," concludes Bozov. "We can obtain data in seconds when the alternative was combining 20 tables in Excel with ten million lines of data. That would be impossible with standard tools and means that people have more time now to focus on what is important, analyzing trends and identifying savings opportunities.

"Using Qlik, we have made the step from static business intelligence to visual analytics. Now we have real transparency about our spending so our managers and buyers can be well prepared for negotiations with suppliers and this vastly improves the procurement performance.

"We can make sure that deals are in line with agreed terms and that security of supply is guaranteed. It makes our internal processes transparent from purchase requisition right through to payment of the invoice. If there is a problem somewhere along the way, we can spot it immediately and fix it at the source."

### The keys to success

**10m** lines of spend data improve decision-making

**100** procurement specialists worldwide use Qlik

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Ivan Bozov, Procurement Intelligence Specialist, Borealis

# Qlik Q

## About Qlik

Qlik's vision is a data-literate world, where everyone can use data and analytics to improve decision-making and solve their most challenging problems. Qlik provides an end-to-end, real-time data integration and analytics cloud platform to close the gaps between data, insights and action. By transforming data into active intelligence, businesses can drive better decisions, improve revenue and profitability, and optimize customer relationships. Qlik does business in more than 100 countries and serves over 50,000 customers around the world.

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