

# QlikView Customer Snapshot – Novus Sealing

“Unlike our previous reporting tools, QlikView gives us accurate and clear business information with the click of a mouse. No longer do we question the data we get from our ERP system. QlikView has provided us with clarity and visibility throughout our business.”

Sarah Morrison, Export Sales Manager  
Novus Sealing Limited



## Challenges

- Extend the use of Sales, Margin and Supply Chain analysis
- Consolidate the reporting tools in use by replacing them with one single system
- Need accurate data that can be trusted

## Solution

- Deployed QlikView Community for Sage 200 across 4 business functions:
  - Executive Analysis:* Fully evaluate high level sales by Division and Product Range
  - Sales Analysis:* Fully evaluate both high and detailed analysis by profit margin, client, representative, product range and region
  - Operational Analysis:* Efficiently assess the demand and the ability to supply by a number of metrics including customer, product, period and supplier
  - Supply Chain Analysis:* Fully evaluate key statistics on Inventory including accurate stocking levels, as well as demand by product and period
- Rapid implementation in less than 5 days
- Leveraged QlikView for Sage 200

## Benefits

- Garnered key business metrics immediately on go-live
- Achieved pay-back in less than 3 months
- Improved sales visibility and delivery performance

## About Novus Sealing

- Manufacturers of fluid sealing materials for industrial and manufacturing applications
- Headquartered in Leeds, United Kingdom with offices and distributors worldwide
- Achieved ~ \$18 million in revenue with 75 employees
- Industry: Industrial Machinery