



**RESULT**

# **Continuation of Qlik Sense platform implementation project in Resistec & group**

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# **1 Challenges in Resistec & group – continuation of Qlik Sense platform implementation project**

Resistec & group (Resistec) is shorter for 3 production units (Athos, Resistec and Mataltec) in Slovenia and several productions companies in Germany under Krah Gruppe which owns also other companies around the world.

Resistec has so far launched a project to implement Qlik Sense financial and operational reporting system in Germany. Due to lack of resources by Resistec's implementation partner EVACO project was stopped. Resistec would like to continue with a project to provide higher level of control, faster reporting, consolidating reports and controlling in general to help with current fast growth of the company.

Resistec uses 2 SAP systems as their ERP systems. Therefore, all future financial reports have source of data from these 2 SAP systems. It is also Resistec's wish to first implement financial reports and then continue with operation and production reporting where there will be various sources of data.

## **2 Type of cooperation**

We propose we would integrate reporting solutions in two separate projects that follow one another:

Phase 1: Financial reporting

Phase 2: Open development of operational and production reports

### **2.1 Financial reporting**

Based on level of current information Result received list of needed financial reports and basic KPIs (BI reports list.xlsx/sheet: BI reports 1st phase) that include:

1. Profit and Loss statement
2. Balance Sheet
3. List of basic company KPIs

All reports and KPI include actual values, plan values and historical development values where applicable. All report will be implemented for each company separately. Consolidation of financial statements are not a subject of phase 1 of this project.

Scope of work above is a general description of a project phase 1, detailed scope will be defined after additional workshop together with Resistec to dive deep into technical, procedural, and organizational matters.

Based on information gathered in workshop Result will be able to assess detailed scope of work.

Proposed structure of the project will be as follows:

1. KPI definitions
2. Rules of access definitions (permissions)
3. Visualization mock-up definitions
4. Estimation of number of end users
5. Setting up of planning forms in Excel or similar
6. Data model alternation and optimization
7. Development of Qlik Sense reports and dashboards

As mentioned, proposed structure is just a short check list and will be further developed after initial workshop.

## **2.2 Open development of operational and production reports**

After finalizing first project Resistec and Result would agree to work on Open development project consisting of several milestones agreed between both companies. Each milestone will have defined scope, due date, and assessment of effort in hours. Result will charge for actual hours reported on milestone by fix hourly rate.

**Goal of such approach is to start up Qlik Sense adoption quickly and efficiently in Resistec and further develop reporting based on priority milestones selected by Resistec.**

### **3 Project timeline**

We propose project timeline to be determined after initial workshop together with a client.

## **4 Why Result?**

### **4.1 Over thirty years of experience**

Result supports growing companies with improved information solutions for more than 30 years. Today's team of over 100 professionals tackles the hardest challenges of integration, modernization, and complex data and software projects either as designers/architects, implementors or overseeing project teams to ensure a successful outcome.

### **4.2 Our Values and Ways of Operation**

Our consultants are trained to understand business needs and adjust technologies accordingly. Therefore, business is always in front of any IT design solution. Rich experience from a palette of small- to large-scale projects gives us the ability to make optimal choices of technology and architecture and develop tailored solutions to individual customers. We aim to support our customer's business in the long run and tend to develop long-term relationships with all our customers.

### **4.3 Advanced knowledge and rich experience**

Result's full spectrum of solutions consists of advanced solutions for key business IT challenges:

- Business data analytics: setting up of content and technical implementation from data sources to data visualization. Building, management, support and development of data systems, BI systems on several platforms (Amazon, Qlik, Microsoft, IBM...). We are an active Qlik partner and Microsoft Gold Analytics partner and keep certified experts that also have long term experience in several technologies. Our focus on understanding the business benefits and wide domain knowledge helps our customers create the best approaches to achieve desired gains – their business objectives.
- We design, implement and support business planning systems for classic and integrated business planning processes. We work with Insightsoftware Planning (BizView, for which we hold exclusive partnership and participate in development board) and IBM Planning Analytics (we are an implementation partner and IBM Partner) software to achieve radical planning process improvements.

- We develop and market our own advanced solution for lightning fast operational/production planning solution Plansphere based on optimization model using advanced algorithms (AI/ML, solvers, ...).
- We design and implement integration solutions, supporting the business process and business data aspects. We have experience integrating legacy and modern business systems, from COBOL based, to SAP, Microsoft, IBM and others. Our specialty is creating and executing a modernization of a legacy system with little or no business downtime.
- We consult, design, manage projects and oversee business IT projects to help others achieve their objectives on time, scope, and budget.
- We develop specialized custom software solutions, where they are needed to supplement existing standard solutions for business and manufacturing processes.
- We set-up targeted optimization and forecasting solutions for business and manufacturing that are based on AI and machine learning algorithms.
- We design and implement data processing systems: local (on-premises), cloud and hybrid, using Microsoft Azure and Amazon AWS.

## 4.5 We are trusted by demanding customers

Our best reference are customers that are glad to refer us further. We always aim to develop a long-standing partnership and some of them are already over 20-year anniversary. Here are some of them:



# 5 Cost estimates

## 5.1 Financial reporting

For services, described in Chapter 2.1, we offer a turnkey price of 15.900,00 EUR (VAT not included). Payments are proposed to be scheduled as follows:

- 30% at ordering,
- 60% at delivery of fully functioning application versions, integrated and ready to use for user's test on the Resistec's Qlik Sense system,
- 10% at the start of production use (counts as date of first use of any part in production)

Additional work, considered out of scope of this quotation, will be estimated by the project manager and an offer will be provided separately to this document.

## 5.2 Open development of operational and production reports

The standard price for service hour is EUR 100,00 excluding VAT. Based on agreement of larger amount of service hours monthly we can offer significant discount.

## 5.3 Other conditions

The quotation is only valid as a whole. The price does not include any services that are not explicitly listed in description, infrastructure, third party services and any other items that may be required for the successful delivery of the described services.

All work is done remote unless explicitly stated otherwise.

Payment is due in 15 days, net in the amount indicated, unless agreed otherwise and indicated on the invoice.

Taxes are paid by the customer.

All deliverables and intellectual property are transferred to customer's ownership only when all dues are paid in full.

All deliveries under conditions of DAP Incoterms 2010 to the customer's location.

We hope that we have addressed your needs accordingly and remain

Yours sincerely,

Jan Markun

Head of Enterprise Performance Management Solutions

A handwritten signature in dark blue ink, appearing to read 'J. Markun', with a long horizontal stroke extending to the right.

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