

DATA INTEGRATION



Epta carves out market-leading position in European refrigeration with Qlik Gold Client®



About Epta

Epta, based in Milan, Italy, is a multinational industrial group that specializes in commercial refrigeration, particularly in the retail, food and beverages, and HoReCa (hotels, restaurants, and catering) sectors. It is active on five continents, delivering sustainable cold technologies that create value for customers.

Epta used Qlik Gold Client to facilitate its separation from its former joint-venture partner, Viessmann. Working with Qlik's team, the company successfully managed the extraction of specific data from a shared SAP environment. The result was a clean, transparent, and effective separation of the two businesses, with no operational disruptions and full continuity of service.

“With Qlik Gold Client, the project was a fast and straightforward lift and shift. For all our stakeholders, it's business as usual.”

Federico Perego, Senior Regional Digital and IT Manager, Epta CNE



Customer Name

Epta

Industry

Manufacturing

Geography

Milan, Italy

Function

IT

Challenges

- Enable a clean and accurate separation of Epta CNE's activities from Viessmann
- Identify, isolate, and extract high volumes of SAP data
- Complete the process quickly and cleanly with minimal disruption

Solution

Epta worked with Accenture and Qlik to implement Qlik Gold Client, a sophisticated tool that specializes in managing and handling SAP data.

Results

- Epta CNE now successfully operates fully independently from Viessmann
- Clean extraction was completed in just a few weeks, with a single tool
- End-users were able to continue operations without interruption

A vision of market leadership

Epta is a growing business with big ambitions. It manufactures and markets a range of refrigeration brands with the aim of covering multiple use cases across Europe's retail and HoReCa markets – from local bars and cafes to global hypermarket chains.

When Epta announced a joint venture with Viessmann Refrigeration Solutions, its goal was to consolidate its position in Central and Northern Europe, combining Epta's existing presence with Viessmann's local expertise to build a formidable regional footprint.

"Our ultimate goal is to build on our vision of innovation and sustainability and support customers with a global offer that is comprehensive in all geographies where we are present," says Federico Perego, Senior Regional Digital and IT Manager at Epta Central and Northern Europe (CNE). "Merger and acquisition (M&A) activity is an important part of that strategy."

Epta was already active in the Nordics, as well as Austria, Germany, and Poland, and the joint venture was an excellent way to significantly consolidate and expand its regional presence. Its success soon led to the decision to allow the newly formed Epta CNE to take full control of operations and separate from Viessmann. Successfully doing so, however, would involve separating the joint SAP environment, giving Epta the necessary data to operate as a sole entity without compromising the data left behind for Viessmann.

The task for Epta and Perego was to find a tool that was acceptable to both Epta and Viessmann to achieve this effectively, transparently, and within a demanding timeline. Any overrun would involve a costly extension to the transitional service agreement (TSA) period set for the process.

"Our mission was to fully carve out our entire ICT landscape from Viessmann, and in particular the SAP instances," he adds. "It soon became clear that there were no obvious tools to do that. SAP had its own solution, but it was not accepted by Viessmann."

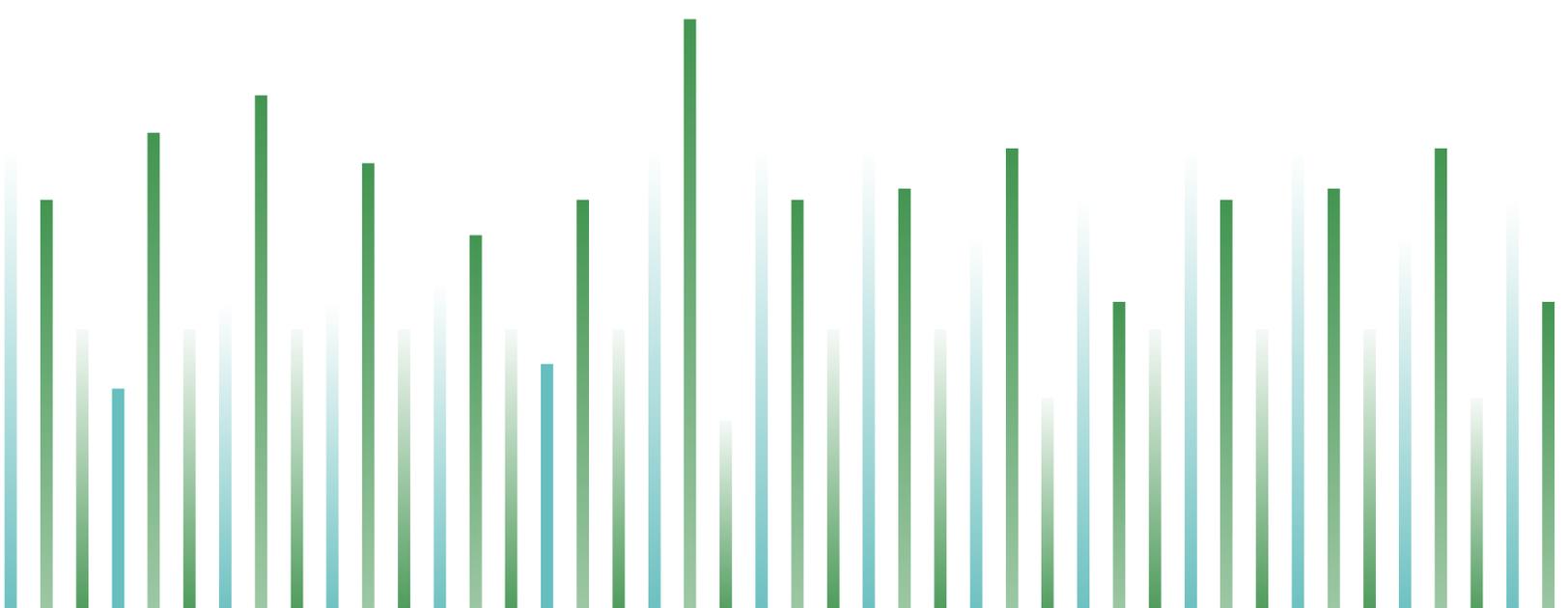
A clear plan with clear evidence

Epta was working on other projects with Accenture, which had recently handled a very similar process for another large-scale business. Its team contacted Perego with a suggestion.

"Accenture played a pivotal role in suggesting that Qlik Gold Client would be a good fit," he explains. "The tool was new to us, so we contacted Qlik to find out more."

Epta worked with Qlik to set the requirements and establish how Qlik Gold Client would be able to deliver value. Its SAP data fell into three main categories: master data, transactional data, and customizing data. Working with the first two, Perego notes, was relatively straightforward.

"The master and transactional data clusters are 100% ours, so there was no entanglement," he adds.





“It was just a question of setting out a clear plan and providing evidence of the extractions. The logs that do that are an integral part of Qlik Gold Client’s design, so that was the easy part.”

The trickier job was extracting the customized data, which contained cross-client system configurations that weren’t clearly isolated.

“Qlik Gold Client allowed us to access that data and prove that there wouldn’t be any leaks when we made the extraction,” says Perego. “It was clear that it was a tool that everyone could trust – and that the trust was backed up by the logs. We could show that the process was successful to everyone.”

Working with Qlik, Epta and Viessmann began the extraction in December 2024, and were quickly surprised by both the speed and ease with which Qlik Gold Client achieved its aims.

“We could have completed the whole SAP process in around a week,” Perego adds. “It was only because there were other satellite systems, a bespoke ecommerce tool, and other technical elements in place that the whole project took longer.”

A smooth, successful delivery

The project was completed in April 2025, on schedule, to plan, and with minimized costs incurred by the TSA. For Perego, there is one clear and critical indicator of its outcome.

“Epta CNE is now 100% independent from Viessmann,” he says. “The project was successful, and we were absolutely amazed at how quickly we could complete it.”

The smooth process enabled by Qlik Gold Client delivered a clean, transparent separation delivered by a single tool. Equally important to Perego and his team was the lack of disruption to Epta CNE’s operations, with the go-live processes completed in under 48 hours.

“With Qlik Gold Client, the project was a fast and straightforward lift and shift,” he adds. “For local stakeholders, it’s business as usual. They’re using the same tools and processes they’re used to, with no turbulence or large-scale transformation.”

Epta Group reported revenues of €1.7 billion at the end of 2024, and its new Europe-wide market dominance will see continued expansion. This successful project and its considerable ROI also pave the way for further use of Qlik Gold Client as Epta’s M&A strategy continues. For Epta CNE, business as usual means growth.

“Epta’s strategic decisions will see us both acquire and divest businesses,” Perego notes. “Qlik Gold Client will absolutely be our first option for the future.”

There is the potential for Qlik Gold Client to manage non-production storage for Epta's SAP instance. In addition, key data extracted by Qlik Gold Client is now feeding into Qlik Sense® to deliver powerful analytics use cases.

"We're absolutely happy with the outcome. I've never had a challenge as great as this, but working as a team with Qlik allowed us to succeed," Perego says. "Now, we can really concentrate our efforts on supporting the business in reaching its targets."

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About Qlik

Qlik transforms complex data landscapes into actionable insights, driving strategic business outcomes. Serving over 40,000 global customers, our portfolio leverages advanced, enterprise-grade AI/ML and pervasive data quality. We excel in data integration and governance, offering comprehensive solutions that work with diverse data sources. Intuitive and real-time analytics from Qlik uncover hidden patterns, empowering teams to address complex challenges and seize new opportunities. Our AI/ML tools, both practical and scalable, lead to better decisions, faster. As strategic partners, our platform-agnostic technology and expertise make our customers more competitive.

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