Qlik®

ANALYTICS

Radiall™

Radiall embraces the cloud and improves operational efficiency with Qlik Cloud Analytics™

About Radiall

Radiall designs and produces electronic components for the telecommunications industry, and notably in the aerospace and defense sectors. The company currently has 3,500 employees in the United States, Europe, and Asia.

Radiall's growth requires agile management tools that facilitate collaboration and refine forecasts. After rolling out Qlik Sense® across the company in 2018, Radiall decided to migrate its 250 applications to Qlik Cloud Analytics to simplify maintenance and benefit from the latest functional upgrades. This project was completed in record time and provided an opportunity to optimize applications and data flow integration.

"With Qlik Cloud Analytics, we benefit from Qlik's latest innovations and are embarking on a new phase of data exploitation centered on the most demanding operational use cases."

Henri Rufin, Head of Data & Analytics, Radiall

Customer Name
Radiall

Industry
Manufacturing

Geography
Paris, France

Function
Finance, HR, IT, Marketing, Operations, Sales, Supply Chain Management

Challenges
- Reconcile diverse data from multiple sources in near real time
- Meet highly operational needs within all areas of the business
- Implement a data-driven culture within the group

Solution
Migrating to Qlik Cloud Analytics made it possible for Radiall to optimize applications and benefit from collaboration, alerts, and advanced reporting features.

Results
- Rapid ROI driven by time savings in creating the sales plan and reporting statements
- Collaborative approach to data governance
- Improvement in forecasting quality

Financial control, the orchestrator of BI

Radiall's Head of Data & Analytics, Henri Rufin, and his team have been responsible for Qlik Sense since the beginning: "As financial controllers, we understand the needs of our various stakeholders and have prioritized business-oriented dashboards."

After delivering the initial applications to sales, Rufin's team focused on developing applications for all areas of the company, particularly industrial operations and the supply chain. The team then rapidly acquired internal expertise that allowed them to fulfill specialized demands from different business areas, ranging from delivering advanced applications for finance to transactional services supporting key company processes.

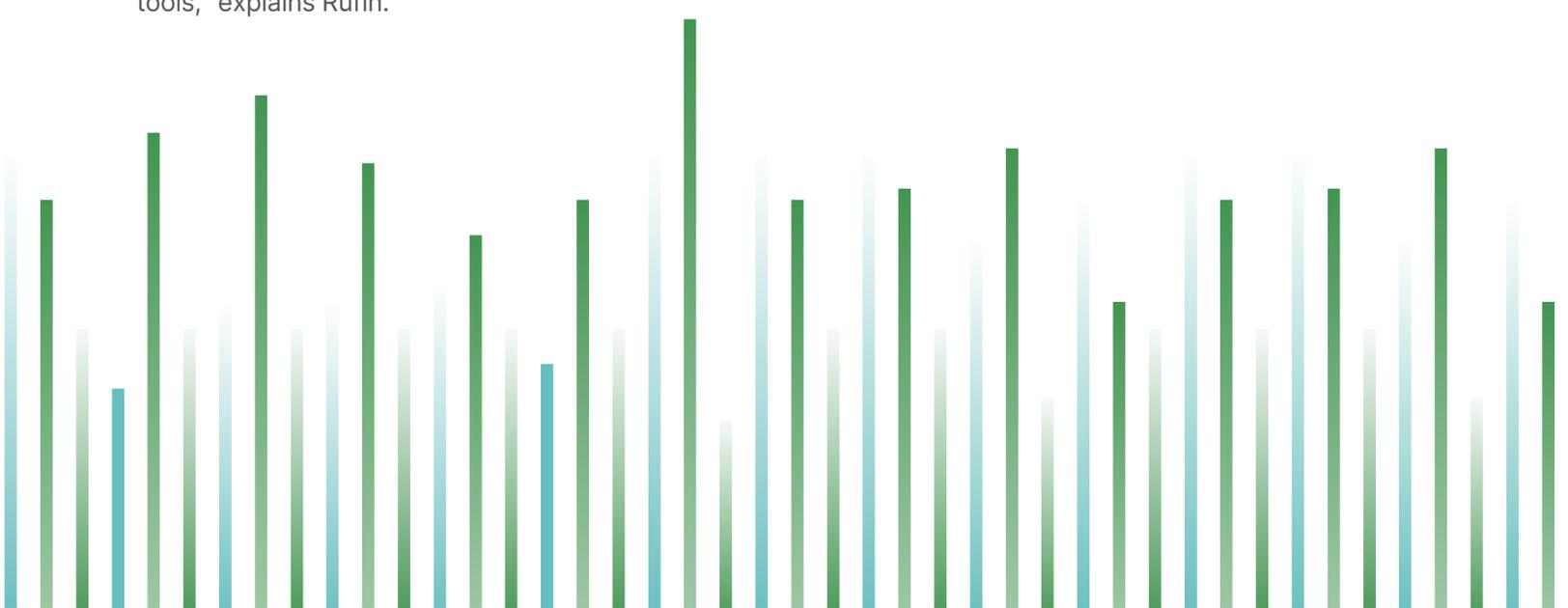## New applications for faster adaptation

Following the Covid-19 pandemic, the need for responsiveness has increased further. With production sites located in different parts of the world, a global outlook is needed to manage operations. Rufin's team took advantage of this to accelerate the delivery of budgetary services, including the production, delivery, analysis, and generation of reports and consolidated financial statements.

For this, Radiall uses Fiplana, a write-back extension that allows the integration of different scenarios into dashboards, providing an immediate view of the impact. "This solution incorporates a budget preparation module that together with Qlik Cloud Analytics transforms into a planning tool, without the weight and inconvenience of traditional tools," explains Rufin.

Thanks to this extension, Rufin was able to roll out advanced planning solutions rivaling the leading enterprise performance management (EPM) solutions on the market within a few days. "We are now capable of providing unique financial services through the Qlik® platform, including sales and financial planning, closing management, and monitoring of accounting controls," he says.

The team's expertise has also enabled the implementation of proforma analysis, meeting specialized financial control requirements, such as reviewing consolidated financial statements (balance sheet, profit and loss, and cash flow), monitoring the break-even point, simulating change impacts, and analyzing workforce-related P&L. Additionally, using the platform during closing makes it possible to manage allocations, the production of social balance sheets, intragroup reconciliation, budget monitoring, and SAP transactions review via the implementation of an integrated control mechanism that supports business processes. The finance team has now seen a reduction in closing times by several days, as well as more reliable, comprehensive information.

These benefits extend beyond closing management to budget preparation. The use of planning, automation, and reporting features have enhanced the reliability of processes, improved the quality of deliverables, and automated the production of 150 summary slides. All of these processes have immense value: the sales and P&L budget are displayed on numerous axes, together with margin analysis and real-time change simulations.

Applications in all departments

Radiall has successfully deployed Qlik Cloud Analytics across every major function, including finance, sales, purchasing, production, supply chain, IT, HR, quality, communications, and CRM, delivering nearly 250 tailored applications to support approximately 800 users. This achievement was driven by a small team of just five, enabled by a strong business partnership and effective collaboration with IT.

The wealth and diversity of the applications available demonstrate the team's experience of data governance and the platform adoption rate among departments. Rufin's team has built on this success over time, contributing to the establishment of a data department at a group level.

Both the sales and marketing teams now monitor their performance indicators, manage the Salesforce CRM opportunity pipeline, margins, pricing, and delivery delays, and oversee sales forecasts. Industrial operations and supply chain management (SCM) produce delivery management plans, monitor quality indicators, oversee the alignment between demand and the production plan (S&OP), manage stock levels, and perform bias analysis.

Purchasing is now responsible for monitoring investment requests, overseeing expenditure, and managing delivery delays and service levels.

Meanwhile, the data team supports the corporate division with numerous regulatory matters, such as carbon footprint assessment, required for producing the company's BEGES report.

There are many more examples as Radiall has taken full advantage of the power of Qlik's associative engine, built-in ETL capabilities that allow data aggregation from multiple sources, and the advanced data governance and enhancement features.

Cloud migration optimizes existing applications

Upon discovering the advanced capabilities of Qlik Cloud Analytics, Rufin immediately started to migrate the company's applications: "The functionalities such as alerts, advanced reporting, automation, and collaboration with application notes are very useful in our decision-making processes."

The cloud migration allows Rufin's team to review applications while still ensuring their usability and ease of navigation. Certain optimizations were carried out on scripts and displays, taking slightly longer than a standard migration process while still allowing the team to migrate more than 200 applications in less than nine months with no disruption to the fulfillment of new requests. "We have advanced applications with sophisticated write-back and automation features integrated within them," adds Rufin.

Next, Radiall is ready to tackle a new phase of upgrading its data platform, evaluating Qlik's data integration solutions with a view to streamlining end-to-end data processing. This will be an essential step towards real-time data processing.

Make game-changing analytics accessible to everyone

Learn more

Qlik

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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