



Building Smart Solutions with Qlik

ISV success stories in data integration, analytics, and AI



You build great solutions.

Your customers make informed decisions

You know your customers well, and your solution solves core problems for them. However, chances are that certain requests are becoming familiar:

“What about creating forecasts and generating proactive alerts?”

“How can we analyze trends over time?”

“Is there a way to access data insights in natural language?”

In a data-driven marketplace, these are natural evolutions in customer needs — and they present challenges for ISVs:

1. Data integration can be complex when you’re connecting multiple sources with different formats and quality levels.
2. Building and maintaining analytics in-house diverts internal resources away from core strategic business projects.
3. Balancing the speed your customers expect with the scalability and security requirements they need requires careful planning.

You’re also navigating questions about which technologies to adopt, how to maintain performance as data volumes grow, and how to deliver analytics that seamlessly integrate with your existing platform — across devices.

Tall order, right? **Not when you have Qlik®.**

Turn your product into an analytics powerhouse

Whether you're embedding analytics in your platform or productizing your data, you need a partner who speaks your language. That means someone who understands the unique pressures ISVs face and offers a solution that actually fits your architecture, timeline, and customer needs.

That's Qlik. We work side by side with you to build, scale, and maintain leading solutions in a fraction of the time it takes to go it alone. The Qlik Cloud® platform addresses the specific challenges ISVs face, from complex data integration to enterprise-grade scalability and security. And our analytics integrate seamlessly into existing workflows, delivering the insights your customers want exactly where and when they need them.

With embedded analytics and data solutions supported by deep OEM and ISV expertise, you can turn customer requests into a competitive advantage while staying focused on your core business.

We make it possible for you to:



Accelerate your time to market
delivering data-driven solutions at speed



Differentiate your offering
with advanced analytics, AI, and actionable insights



Be positioned to scale
with enterprise-grade capacity and security

What Qlik does for you — and your customers



Accelerate Your Time to Market



Move faster by taking advantage of:

- An end-to-end, data-to-action SaaS platform
- Unification of data with an engine that instantly brings it all together in memory
- Quick embedding of AI and analytics with a no-code framework or APIs
- Easy-to-build custom UIs that fit seamlessly into your product
- Instant provisioning and deprovisioning of tenants with no-code automation

Differentiate Your Offering



Offer contextual data insights with:

- The Qlik Analytics® engine, uncovering hidden insights through free exploration of data — no queries needed
- AI-driven actionable insights in natural language
- Governed self-service exploration and customization
- Forecasting and contextual predictive insights
- Proactive alerts

Be Positioned to Scale



Proven, enterprise-grade technology provides:

- Multi-tenant SaaS
- Global multi-region deployment
- Robust in-memory data processing
- Industry compliance
- Cloud elasticity to handle fluctuating workloads and data volumes without degrading performance

ISV success stories in data integration, analytics, and AI

ISVs leverage Qlik for different reasons and in different ways. In the stories ahead, you'll find a range of use cases demonstrating just some of the many options for accelerating growth and transforming customer relationships:



Embedded analytics, enhancing adoption by delivering insights where work happens



Industry-specific applications with embedded analytics and AI, where deep domain focus accelerates impact with ready-to-use solutions



Data integration, where data is replicated, integrated, and delivered nearly instantly to analytics and AI products



Data monetization and marketplace solutions, where enterprises productize their data or data marketplaces offer curated datasets to partners or customers



Data as a Service (DaaS), where data is sourced, enriched, packaged, and provided via subscription or as a usage-based service

Find out what happens when ISV vision meets Qlik partnership [→](#)

Catalyst Cloud creates a supplier experience portal with Qlik

Embedded Analytics | Data Monetization and Marketplace | Industry-Specific Applications

Results

1%
profit growth delivered for Wickes,
representing a seven-digit gain

Millions
of SKUs managed

One
source of truth for stores
and suppliers



Challenges

Supplier collaboration

To optimize supplier management, strategies, and interactions, Catalyst needed to enable large-scale retailers and suppliers to share data and insights.

Insight delivery

Information about stock status, sales, and other financial metrics was missing, leaving critical areas of operations under-informed.

Analytics accessibility

Powerful, next-gen analytics and visualizations were missing but needed for a broad cross-section of end users.



Solutions

Supplier experience portal

Catalyst Cloud developed Coeus SEP, a web-based platform built on Qlik's analytics engine, enabling seamless information-sharing between merchants and suppliers.

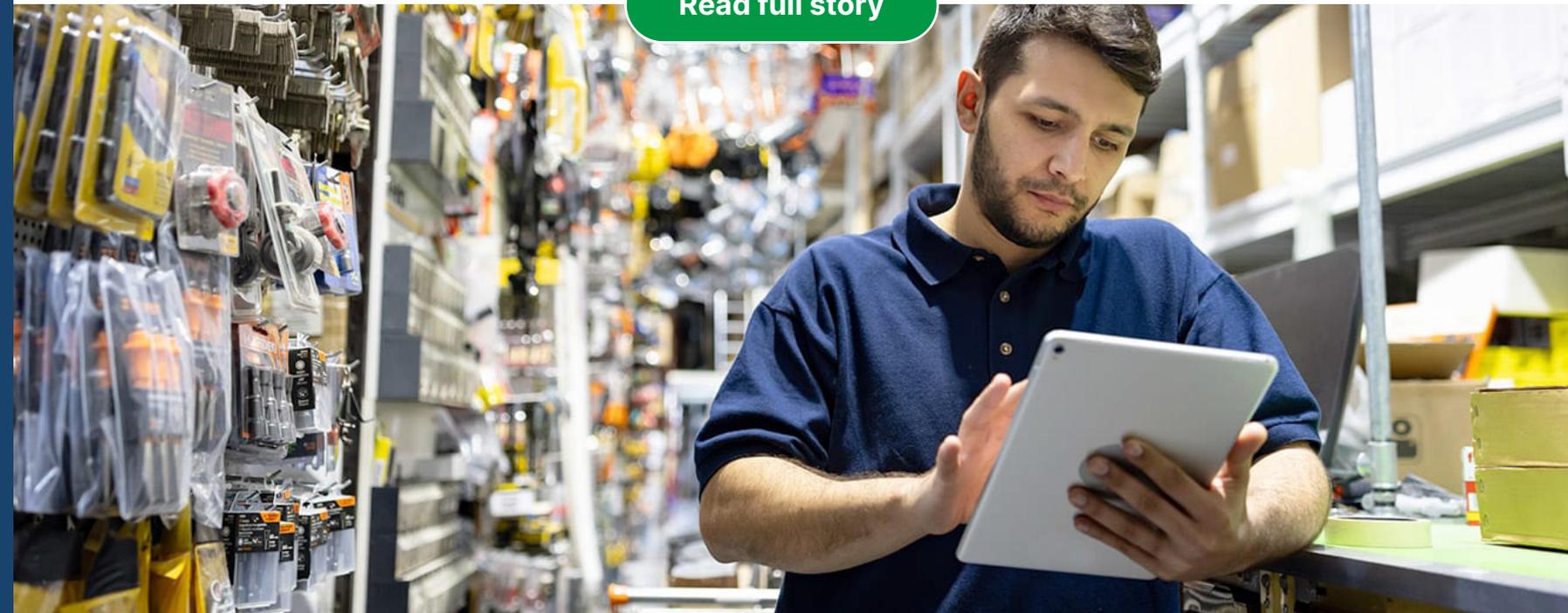
Real-time insights

Suppliers can access sales and stock information in real time through a secure, easy-to-use interface, creating one source of truth to optimize stock availability and improve merchandising decisions.

Data monetization

Coeus enables merchants to charge suppliers for access to valuable insights, with implementation taking just weeks and typical ROI achieved in fewer than three months.

[Read full story](#)





Kyriba serves Fortune 500 with 100% web-based analytics

Embedded Analytics | Industry-Specific Applications

“Qlik has always been a very supportive partner, ready to adapt to Kyriba’s constraints and business objectives. It’s a relationship based on trust rather than control.”

Vincent Siccardi, Product Director, Data and Analytics, Kyriba



Challenges

Enterprise requirements

Kyriba needed a 100% cloud-based analytics solution with enterprise security and performance to serve Fortune 500 customers demanding the best technology on the market.

User needs

Financial professionals required dynamic, granular visualizations for detailed financial investigations paired with ease of use in self-service scenarios.

Integration complexity

The company sought a partner willing to seamlessly integrate its solution in Kyriba’s product while demonstrating deep understanding of treasury business needs.



Solutions

Market-leading platform

Qlik emerged as the top choice after rigorous testing, providing 100% web-based enterprise analytics with dynamic visualizations and an intuitive UI for self-service analytics.

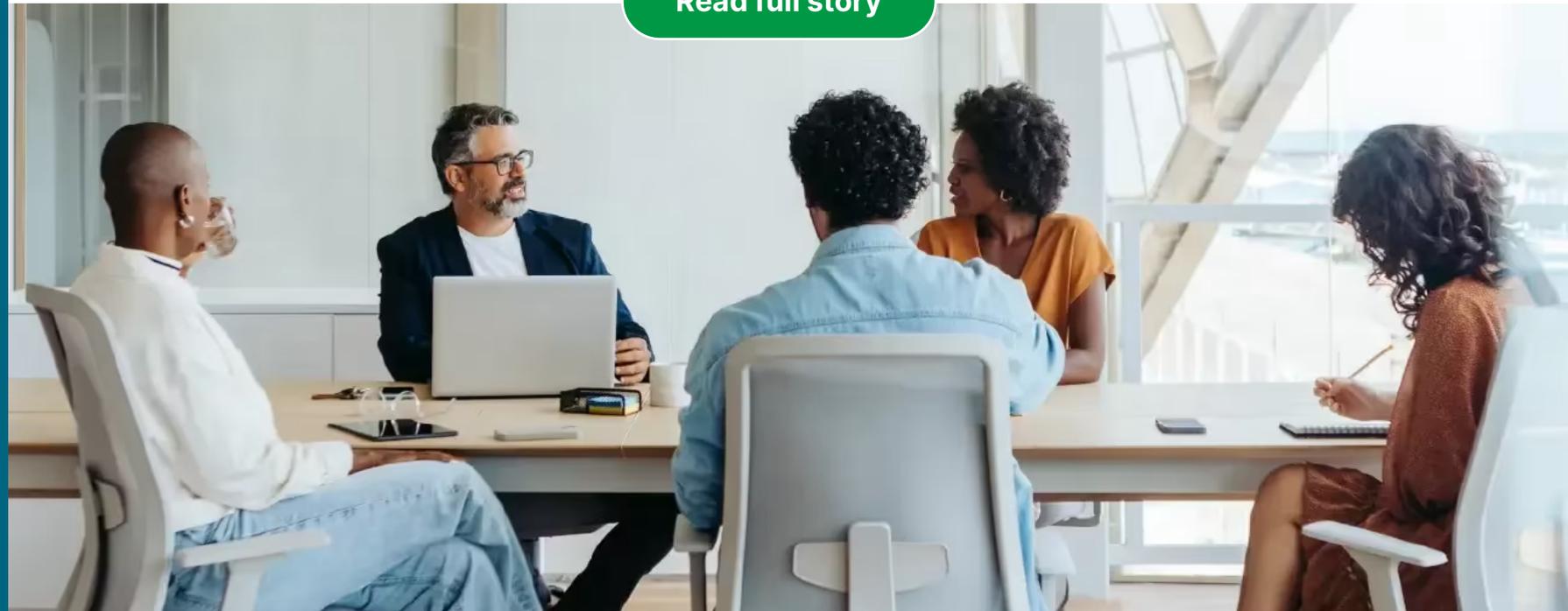
Seamless OEM integration

Qlik’s dedicated sales and technical teams demonstrated OEM expertise and partnership culture, enabling full integration as an analytics module dedicated to treasury business.

Scalable growth engine

The partnership now serves around 300 Kyriba customers representing 1,200 end users worldwide, creating differentiation in the treasury management software market with fast, easy deployment.

[Read full story](#)





CDL gives insurers a competitive edge with a real-time analytics platform

Industry-Specific Applications | Data Integration | DaaS



100 TB
of data on the move

Minutes
to access data that used
to take 24 hours

50+
instances of the platform
running 24/7



Challenges

Real-time data access

To provide its insurer clients with the real-time dashboards needed to secure competitive edge around pricing, CDL had to engineer instant access to complex critical data from a wide array of sources.

Cloud migration complexity

To build a solution that could deliver the right data near-instantly, the company required flexible data integration technology that could support multiple source endpoints and cloud-based storage like Amazon S3.



Solutions

Business intelligence (BI) platform launch

CDL built a cloud-based BI solution on AWS that provides insurers with data on demand for sound decision-making in the moment.

Qlik Data Integration Platform®

Within the platform, the company deployed Qlik Replicate®, Qlik's real-time data replication tool, to enable optimized data ingestion from multiple sources and platforms.

[Read full story](#)





Penske enables fleet analytics at scale, internally and for customers

Embedded Analytics | Data Monetization and Marketplace Solutions | Data Integration

“Qlik takes complex data and makes it easy to understand. We use visualizations within dashboards and KPIs with embedded analytics.”

Tim Haynes, Vice President of Digital and Customer Data, Penske Transportation Solutions



Challenges

Consistent experiences

Lack of a common platform and consistent data prevented the business from sharing insights, collaborating easily, and reporting quickly.

Untapped opportunity

Penske sought to make valuable fleet data available to customers of all sizes, from mom-and-pop operations to large-scale enterprises.

User experience

The company was looking to empower both staff and customers with self-service analytics they could easily understand and leverage to improve operations.



Solutions

Unified analytics platform

Qlik provided a foundation for reporting and analytics, with Qlik Replicate® and Talend® Real-Time Big Data enabling the processing of big data at scale from complex sources.

Customer-facing portal

A fleet-insights platform powered by Qlik delivers real-time and near-real-time vehicle operation insights to thousands of daily end users among Penske's customers.

Self-service analytics

Qlik capabilities have enabled the creation of dashboards by over 150 developers supporting 44,000 users with embedded analytics and visualizations.

[Read full story](#)



Dataspark

Analytics consultancy achieves 2,100% growth with Qlik Cloud platform

Embedded Analytics | Data Monetization and Marketplace Solutions | DaaS

Results

2,100%
increase in revenue

30
minutes to build a dashboard

Real-time
report generation



Challenges

Limited ERP analytics

Dataspark recognized that ERPs lacked effective data visualization tools, leaving small businesses unable to create meaningful dashboards from their data.

Custom reporting complexity

SMBs need highly customized analytics to gain relevant insights, making it impossible to create effective one-size-fits-all visualizations.

Resource constraints

Without in-house capabilities to build solutions, SMBs need a subscription that delivers professional insights without requiring technical expertise or infrastructure investment.



Solutions

Rapid development

Dataspark leveraged the intuitive interface in Qlik Sense® to build robust dashboards in 30 minutes, enabling rapid proof-of-concept demos and quick establishment of its core offering.

Managed cloud analytics

With Qlik Cloud Analytics, Dataspark eliminated infrastructure management and security concerns, allowing a focus on customer development and dashboard creation.

Real-time data

The solution transformed reporting at Dataspark's clients from hours or days to near-real time, with automated processes providing consolidated information across multiple functions.

[Read full story](#)





Startup leverages Qlik Cloud Analytics to process 250 billion data points

Embedded Analytics | Data Monetization and Marketplace Solutions | Industry-Specific Applications

“The OEM option showed us that Qlik was a company that cared about small startup companies like Polygon Research. It gave us a commercially viable vehicle for tapping into the power of the Qlik platform and offering it to our customers.”

Greg Oliven, CTO, Polygon Research



Challenges

Vast datasets

Mortgage industry professionals need to analyze publicly available government data, but these datasets are too large and unwieldy for traditional spreadsheet tools to handle effectively.

Actionable intelligence

Financial services companies struggle with the “last-mile problem” of transforming complex mortgage data into actionable market intelligence that can drive business decisions.

Startup limitations

Small companies like Polygon Research need to incorporate high-powered analytics into their customer-facing platforms but lack the resources to build enterprise-grade solutions from scratch.



Solutions

Cloud-based analytics

Qlik’s powerful modeling capabilities enabled Polygon to process and analyze 250 billion lines of mortgage data, providing users with instant filtering and navigation.

Predictive analytics

Qlik Predict™ enables lenders to forecast loan prepayment risks and make proactive interventions like refinancing offers, turning historical data into forward-looking business intelligence.

OEM integration

Qlik’s ISV program provided a commercially viable vehicle to embed enterprise-grade analytics into Polygon’s customer platform, allowing the startup to compete with larger players.

[Read full story](#)



insurity

Insurity slashes dev time by 70% with Qlik embedded analytics

Embedded Analytics | Industry-Specific Applications

 Results

400
cloud product clients

70%
cut in development time

Instant
access to analysis



Challenges

Inconsistent experience

Insurity sought to deliver data consistently across its product portfolio to allow cross-referencing and enable customers to make quick, accurate decisions.

Development speed

Bringing new analytics and visualization products to market required starting from scratch every time, slowing product development.

Data literacy

In an industry where strong intelligence is crucial, Insurity wanted to provide end users with a self-service experience that didn't require technical expertise.



Solutions

Embedded visualizations

Qlik dashboards, charts, and visualizations were embedded in all Insurity products, creating a unified data and user experience across the portfolio.

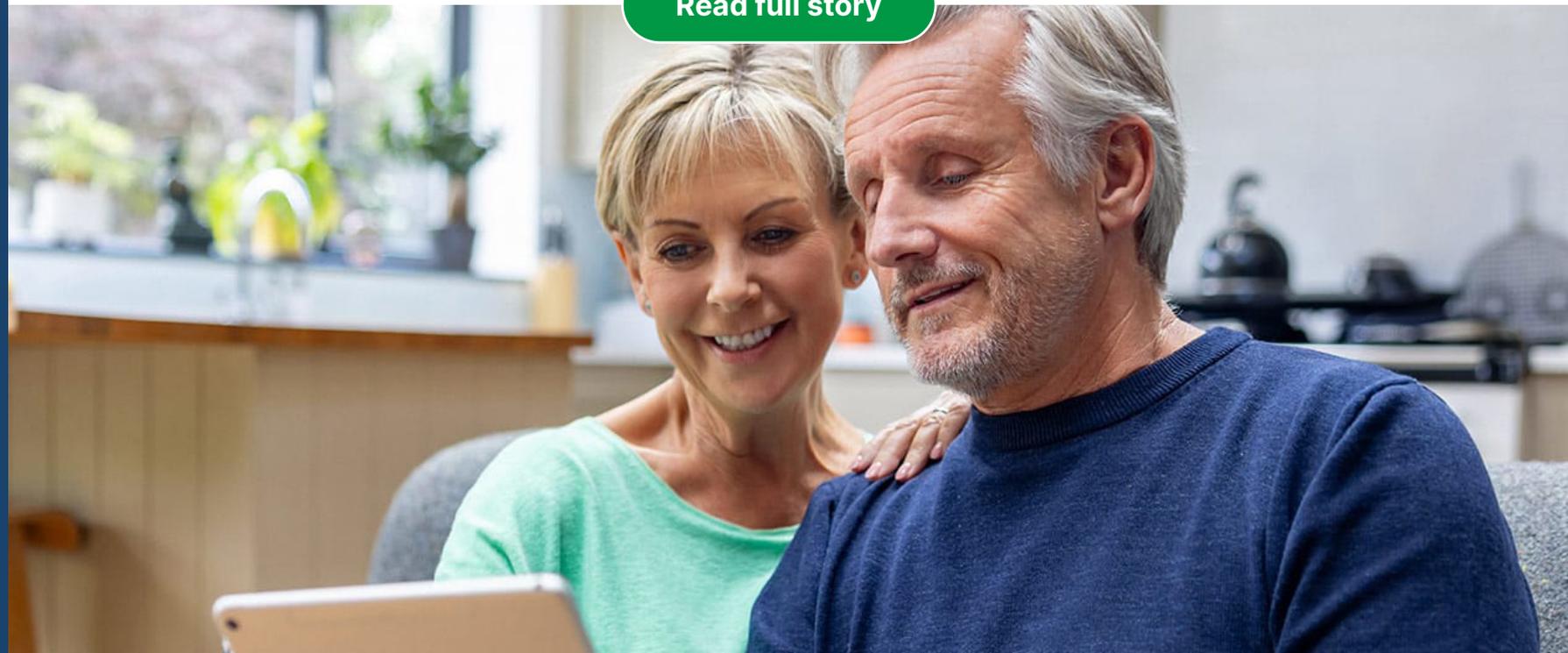
Accelerated development

Qlik enabled 70% time savings for the development of each new product by allowing Insurity to copy apps and move them forward into new spaces.

Leading platform

Qlik provided the missing piece for best-in-class visualization technology, enabling users at all skill levels to explore and understand their data.

[Read full story](#)





SLA delivers 90%+ forecast accuracy for food producer Steinemann

Embedded Analytics | Industry-Specific Applications

Results

1%
deviation

90%+
forecast accuracy

1,000s of tons
of food waste eliminated annually



Challenges

Forecasting inaccuracies

One of SLA's clients — German food producer Steinemann — struggled to align daily production with demand, resulting in costly excess inventory, storage expenses, and product downgrades that eroded profitability.



Solutions

AI-powered forecasting

SLA introduced Qlik Predict to analyze historical order data combined with external factors (weather, store size, delivery locations, holidays), achieving 90%+ forecast accuracy for precise production planning.

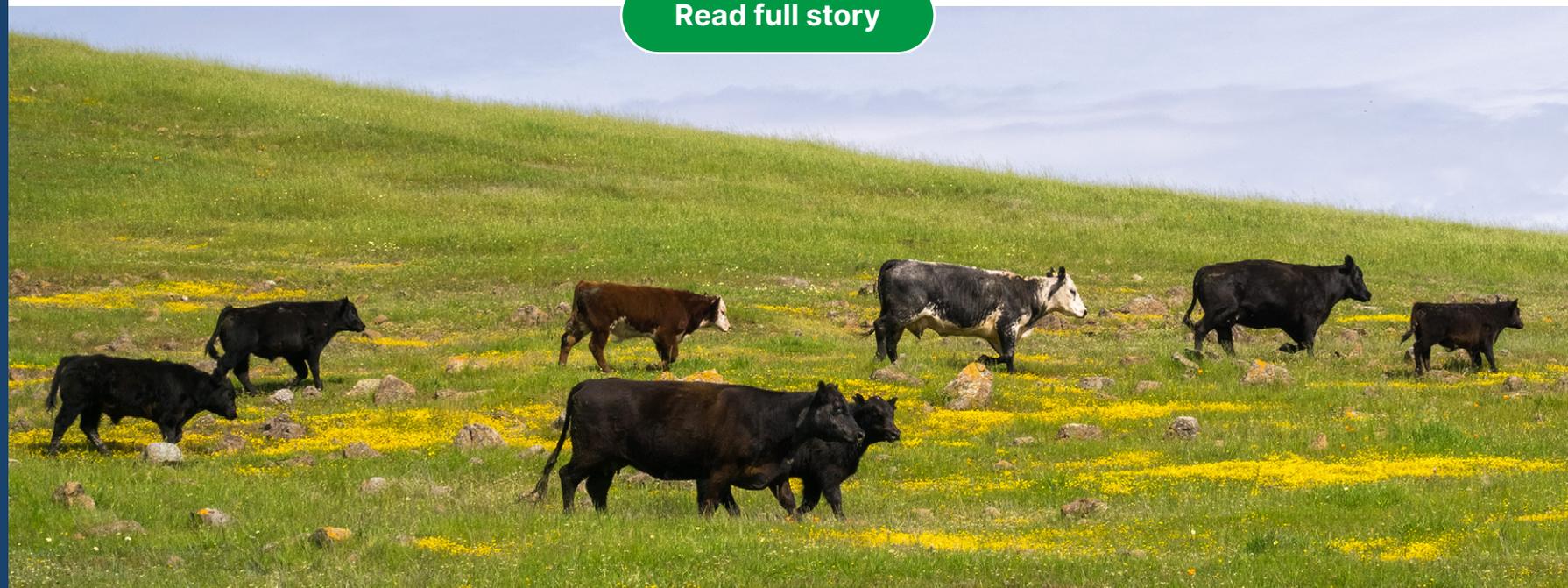
Limited systems

Steinemann's existing analytics tools couldn't account for the multiple variables affecting food production demand, leaving the business unable to forecast accurately.

Industry-optimized platform

Qlik Predict was deployed in just two weeks, enabling Steinemann to quickly realize benefits and minimize disruption to its existing production operations, while Qlik's industry-optimized platform and advanced analytics capabilities — delivered by SLA — provided tailored solutions to address the unique challenges of the food production value chain, from demand prediction to inventory optimization.

[Read full story](#)



The complete data-to-AI journey

From startup disruption to enterprise transformation, ISVs are using embedded analytics and data solutions to accelerate growth, better serve customers, and scale their operations.

Remember: To build smart solutions, you need more than simple analytics. You need a trusted data foundation, advanced analytics and AI capabilities, and a SaaS platform that seamlessly scales with your solution. That's exactly what we offer.

Qlik is an end-to-end platform that streamlines the development, deployment, scaling, and maintenance of your solution while interoperating with other systems, data sources, and applications in your tech stack. From real-time data integration and quality management through advanced analytics and no-code AI, everything works together seamlessly.

The ISVs featured in this ebook didn't just add analytics; they transformed their entire value proposition. Now it's your turn to see what's possible when you have the right platform and partnership in place.

[Request a Demo](#)

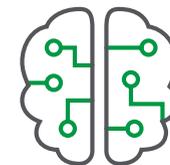
THE TOTAL SOLUTION



DATA INTEGRATION AND QUALITY
including real-time data movement, automated data preparation data quality, and enterprise governance



ANALYTICS AND VISUALIZATION
with Qlik's unique analytics engine, self-service capabilities, and intuitive and deeply customizable visualizations



AI AND AUTOMATION
triggering actions and providing deeper insights at any skill level



About Qlik

Qlik converts 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 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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