



Success Story VOIT

**With Qlik Sense, VOIT gets faster
and more comprehensive analysis results**

Within a very short period of time, the HICO-Group consultants, together with the IT experts from VOIT, set up a Qlik Sense environment that accelerated the previous processes many times over

The task: a BI solution that replaces manual SQL queries



Jörg Irsch
IT-Manager VOIT Group

Mr. Irsch, what was your experience with HICO-Group?

"I remember that when we were selecting the BI tool, we knew very early on what we needed. The problem was the deadline pressure, the very tight time in which the whole thing had to go over. In addition to HICO-Group, its competitors also submitted bids. However, HICO-Group had the best instinct and found the optimum solution for our needs with Qlik Sense."

Why were Qlik and HICO-Group the match winners?

Only with the Qlik solution was the large workload of the specifications feasible at all in the short time. And, of course, under the guidance of the right people: Dawid Marchiniak from HICO-Group, with his characteristic calm and deliberate manner, very quickly picked us up and convinced us of Qlik. After all, we had no idea of the tool and the possibilities it offered. What I remember particularly positively is that he didn't jump from fence to fence, but consistently followed the solution path he showed us at the beginning and ultimately led us to our goal."

The VOIT-Group

VOIT Automotive is a multinational system supplier for the automotive industry and manufacturer for some of the world's largest OEMs & suppliers. The VOIT group of companies employs almost 1,000 people at its main location in St. Ingbert and a total of approx. 2,000 people at 4 locations throughout Europe. The technology company, rich in tradition, develops and manufactures high-precision customer-specific aluminium die castings with finished functional surfaces and finished casting technology as well as modules and components in forming technology. VOIT technology is used in over 250 vehicle models and 45 brands. Nearly 65% of the world's leading automotive manufacturers trust VOIT. Around 100 million VOIT parts are installed annually at Audi, BMW, Mercedes, VW, Ford, Jaguar, and Land Rover in functional areas such as engine, fuel supply, powertrain, assistance systems and body. With innovative strength, expertise, and flexibility, VOIT has been supporting automotive suppliers and manufacturers for many years.



The first steps with ERP systems

VOIT has been using an ERP system since 2005. The software was a solution specially designed for medium-sized companies, in particular for automotive suppliers, metal and plastics processors, and machine builders. It was able to map the processes and requirements of single-item, series, and variant manufacturers and had functions for project, service and workflow management, a product configurator and advanced planning and scheduling, among other things.

The system has been continuously developed over the years. Then in 2017/2018, after a comprehensive software upgrade, VOIT was able to manage not only production-related processes, but also controlling and integrate information into accounting. A separate dashboard also facilitated data access for employees.

Detailed analysis capabilities with automatic data updates

Pain point: Optimization of data processing

2018 saw the first contact with HICO-Group during a proof of concept of a Qlik Sense system solution with Jörg Irsch, the IT manager of VOIT Group. This was because VOIT was looking for intelligent data processing capabilities, which Qlik offered, for example, since the company was working with SQL databases accessed by the ERP system. Jörg Irsch was looking for a future-proof system that was not only state-of-the-art on the front end, but could also replace the SQL batch runs on the back end, which cost an enormous amount of time and manual work.

```
45 SELECT p.Name AS ProductName,  
46 NonDiscountSales = (OrderQty *  
47 Discounts = ((OrderQty * Unit  
48 FROM Production.Product AS p  
49 INNER JOIN Sales.SalesOrderDet  
50 ON p.ProductID
```

Qlik Sense convinced

The POC with Qlik Sense convinced the IT manager: Qlik offered many interesting possibilities to simplify SQL data processing and thus drastically reduce the time required through automation. Different data sources could be easily combined, and the data could be updated with the help of automations. In addition, users could build fully interactive analysis apps using drag and drop. A perfect tool for VOIT.

Best Practice

The HICO Group consultants dug deep into their wealth of experience and implemented the most interesting solutions possible with Qlik Sense at VOIT. A great deal of emphasis was placed on intelligent automation, which saved considerable time resources. With the SQL knowledge of the VOIT IT experts, there was not much of a learning curve behind Qlik to get started.

Working as a team with HICO consultants, they built apps that eliminated SQL database batch processes while running automatically, efficiently, and stably. They were also significantly less costly to operate. The transformation process had begun, and the results were extremely successful.

In discussion: Jörg Irsch IT-Manager VOIT-Group

That sounds like a big issue...

„Yes, but that was the only way to do it in the short time available. Dawid did a very good job of introducing us, explaining the possibilities and providing excellent guidance. His coaching helped us a lot.“

When did you take over?

„It went smoothly and hand in hand. It was always important to us that we ultimately mastered the topic independently and were not permanently dependent on external help. With the Qlik templates, we can now quickly and independently create apps and trigger fully autonomous data queries via the automatic system.“

Are you still mourning Excel?

„One example quickly answers your question: like all OEM suppliers, we are also cost-triggered. We always have to have the cost structures in front of us in detail: what did the order cost, how high were the wage and material shares, etc.? All of this is broken down to the individual booking. Over the years, a large number of data records are accumulated; we are currently working with around 30,000,000 data records. There is no need to think about Excel evaluations when we compare data with the history over 10 or 15 years. Qlik is very powerful and fast here: a perfect tool for our needs.“

The solution: Qlik Sense



Dawid Marchiniak
HICO-Group

"It's never easy to step into a new system and leave your beloved Excel spreadsheet. But in the end, a transformation process is the way to a better solution. And that's what we have achieved together with VOIT. The ERP world at VOIT is much better than before, the data processing challenges have been solved with Qlik Sense, data processing is now much more efficient and, thanks to automation, much easier than before."

"We have achieved a lot in the VOIT-HICO team. It was a project of the heart, which was of course also due to the excellent cooperation with the highly motivated IT experts of the VOIT Group. We turned them into Qlik professionals with training and coaching and are happy to continue supporting them as a Strategic Partner. Thank you for the wonderful cooperation!"



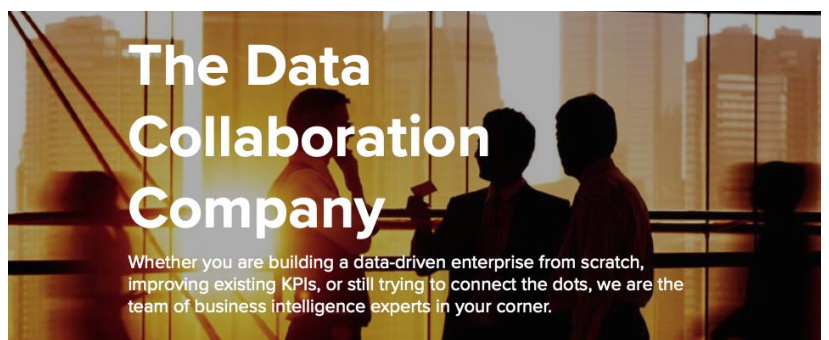
Results

In addition to the very good visualization of the analyses, the high speed of data availability was a key success of the project. The data was now much more usable, key figures could be identified more quickly. One example was the stock movements: previously, the stocks were kept in Excel tables and manually entered into the system via CSV exports in SQL batch runs; after project completion, the stocks were automatically updated every hour.



Partner: HICO-Group

The BI experts and data management consultants of the HICO-Group design, implement and integrate 4th generation business intelligence controlling systems across industries and functions. In partnership with the market-leading software manufacturers of JEDOX®, QLIK®, MICROSOFT® (POWER BI®), and TimeXtender®, internal value creation processes are significantly improved. The HICO-Group is a Qlik Elite Partner.



"We would definitely choose Qlik and working with HICO-Group again! The analytics capabilities with Qlik are incredible."

Jörg Irsch
IT-Manager, VOIT-Group



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