

# AFGRI TRANSITIONS TO QLIK SENSE FOR AFFORDABLE, RELIABLE REPORTING



"Thanks to its affordability, Qlik Sense became AFGRI's sole business intelligence and Reporting tool. Our relationship with RIC has always been a good one. The team has the resources we need, and the skills to support our Qlik environment to its fullest. We're exceedingly happy working with them."

*-Martin Van Niekerk, Business Information Team Lead at AFGRI Operations Limited*

## AT A GLANCE

### Afgri

AFGRI is a leading agricultural services company with core competencies to enhance, support and guide the growth of your agricultural enterprise.

### Industry

- Agriculture
- Food & Beverages

### Functions/ Specialities

- Agri Services
- Financial Services
- Industrial Food Processing
- Grain Management

### Geography

- South Africa
- Africa

### Solution

Transition to Qlik Sense for affordable, reliable reporting and becoming Agfri's sole business intelligence and Reporting tool

### Benifits

- Users can log into their network environment, open Qlik and have instant access to what they need
- no software installation required
- Qlik Sense is light and easy to deploy
- offers greater cost savings and efficiencies.

## OVERVIEW

AFGRI Agri Services operates to drive food security across Africa. As a leading agricultural services company, it considers itself a partner in agriculture, providing services across the entire grain production and storage cycle. With comprehensive and intimate knowledge of agriculture throughout Africa, AFGRI has a proud heritage of over 96 years in the sector. Offering financial support and solutions as well as inputs and hi-tech equipment, AFGRI is also establishing a large retail footprint.

With a view to unlocking agricultural potential across the continent, AFGRI follows an integrated approach to supporting agriculture. Its passion for the development of new era farmers - through the Lemang Agricultural Services training programme (established in 2012) and other learnerships and courses - is developing strong future farmers. To the AFGRI team it is more than a job, it is a passion.

## TRANSITIONING TO QLIK SENSE FOR ALL REPORTING NEEDS

Originally, AFGRI used a well-known enterprise data warehouse product to meet its reporting, analysis, and interpretation of business data needs. Due to the business intelligence limitations in this product, the team implemented Qlik in 2015 and operated the two products concurrently for 18 months.

"We made the decision to transition the reporting exclusively to Qlik Sense, migrating off of the other solution in 2017," confirms Van Niekerk. "Although we had initially taken a dual-solution approach, many businesses within our Group were either sold or transitioned to their own ERP systems. As a result, the original product became far too costly, and we simply could not justify the expense. When product selection became a cost saving and efficiency exercise, Qlik was the easy choice. Thanks to its affordability, Qlik Sense became AFGRI's sole business intelligence and Reporting tool."



## SEAMLESS IMPLEMENTATION WITH RIC

The transition to Qlik Sense was planned quite carefully, under the RIC team's expert guidance. "Obviously you can't just switch off one solution and turn on the other – especially since the two products are quite different by nature," recalls Van Niekerk. He adds that there were three distinctive steps to the implementation process:

- Planning, strategising, and development in close consultation with RIC;
- Testing by creating reports in the Qlik environment, ensuring that all reporting requirements could be met, and once this was established in the affirmative;
- Change management, which entailed in-house training and education, ensuring users knew how to operate and leverage Qlik Sense and all of its functionalities to access their reports.

"From this human aspect, this was a large task. Our people had used the old system for more than 10 years, so transitioning them to a new system was a challenge – it was a big move and had to be handled carefully," says Van Niekerk. Thankfully the users soon saw the value of Qlik Sense, and with its ease of use came mass adoption.

As is the case with any big implementation, some challenges were experienced during the transition. One that stands out to Van Niekerk was that the BI focus of Qlik Sense sometimes meant that users could not draw the same type of operations reports that they were accustomed to pulling from the previous solution.

"With RIC's guidance, we then implemented Qlik NPrinting to compliment Qlik Sense. This effectively ensured we could deliver the same reports – if not better – than we were delivering before," adds Van Niekerk.



*"Once we've cemented this implementation, there are a few new Qlik solutions we'd like to look at. We're very interested in doing our financial reporting through Qlik and developing what we call the 'One View Dashboarding Environment'. This is our goal – and I believe Qlik is the right environment to achieve this," he concludes.*

### **Martin Van Niekerk**

Business Information Team Lead at AFGRI Operations Limited



## BENEFITS

According to Van Niekerk, AFGRI experienced various benefits from implementing Qlik Sense as its exclusive BI and reporting tool. In addition to the vast cost saving and efficiency benefits, some practical use benefits include (among others):



### **Benefits One**

-From a user perspective, because Qlik offers single sign on functionality, staff no longer have the issue of losing their passwords and related issues - with Qlik, users can log into their network environment, open Qlik and have instant access to what they need



### **Benefits Two**

·There's no software installation required, which limits the capital expenditure and means there's no software to be rolled out to users' machines



### **Benefits Three**

·From a deployment perspective, Qlik Sense is light and easy



### **Benefits Four**

·With minimal maintenance and no software update requirements, Qlik Sense offers even greater cost savings and efficiencies

## THE VALUE OF RIC'S SUPPORT

Having had a long-standing relationship with the RIC team, AFGRI is grateful for the excellent support received. "Our relationship with RIC has always been a good one. The team has the resources we need, and the skills to support our Qlik environment to its fullest. We're exceedingly happy working with them," confirms Van Niekerk.

In terms of the Qlik Sense implementation, RIC offered AFGRI invaluable guidance in terms of the products that could be used to ensure the implementation was a success. "We recently implemented NPrinting, for example, which helps us to distribute reports and makes vital information available. From a consulting point of view RIC assisted us in building some of the apps required to take over the reporting requirements from the previous product," says Van Niekerk.