



K4 ANALYTICS

WE MAKE YOUR ANALYTICS ACTIONABLE

Version 1.0

Introduction Manual

March 2017

Table of Contents

What can you do with K4?3

How does K4 work?4

What are the development steps?5

 Workflow process overview5

 Preparing the buffer tables.....6

 Basic settings7

 The three K4 steps overview8

K4 Analytics: demos overview13

 Profit & Loss (P&L).....13

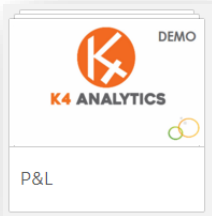
 Sales budgeting14

 Product forecast19

 Human resources (HR).....20

What can you do with K4?

K4 allows you to leverage all the flexibility of spreadsheets inside QlikView and Qlik Sense. Using an Excel® file as a template, keeping all the formulas and the formatting, K4 dynamically fetches data from Qlik dataset and SQL live queries to populate the Excel template.



You can, for example, use K4 to manage a simple Profit&Loss statement with amazing speed and simplicity: just build the template in Excel, link cells to data and use it inside Qlik, users are not required to have MS Excel installed.

And it doesn't stop here ... you can even enter data, text, date, checkbox and drop lists in K4, saving on the fly to a SQL database!

Simple P&L

P&L : Division A - 2015, budget version.

P&L accounts - Division A	Actual	Budget	Budget - Actual	Variance %	Note	Status
Gross Sales	\$ 824,826	\$ 1,000,007	\$ 175,181	-17,5%	To be updated after new consolidation.	<input checked="" type="checkbox"/> on hold
Sales Return	\$ (29,005)	\$ (30,005)	\$ -1,000	-3,3%		<input checked="" type="checkbox"/> on hold
SubTotal	\$ 795,821	\$ 970,002	\$ 174,181	-18,0%		
Off Invoice Discounts	\$ (45,575)	\$ (45,575)	\$ -	0,0%		<input type="checkbox"/> rejected
Sales Promotions	\$ (176,489)	\$ (176,489)	\$ -	0,0%		<input type="checkbox"/> input
NET SALES	\$ 573,757	\$ 747,938	\$ 174,181	-23,3%		
	70%	75%				
Cost of Sales	\$ (428,540)	\$ (428,540)	\$ -	0,0%	COGS 2013	<input type="checkbox"/>
Warehousing	\$ (46,189)	\$ (46,189)	\$ -	0,0%		<input type="checkbox"/>
Freight & Delivery	\$ (23,744)	\$ (23,744)	\$ -	0,0%		<input type="checkbox"/>
TOTAL COST OF SALES	\$ -498,473	\$ -498,473	\$ -	\$ -		
	-60%	-50%				
GROSS MARGIN	\$ 75,284	\$ 249,465	\$ 174,181	-69,8%		
Selling Expenses	\$ (215,000)	\$ (220,000)	\$ -5,000	-2,3%		<input type="checkbox"/>
General & Administrative	\$ (176,522)	\$ (176,522)	\$ -	0,0%		<input type="checkbox"/>
TOTAL OPERATING EXPENSES	\$ -391,522	\$ -396,522	\$ -5,000	-1,3%		
	-47%	-40%				
OPERATING INCOME	\$ -316,238	\$ -147,057	\$ 169,181	115,0%		
	-38%	-15%				
Non-Operating Expenses	\$ (7,075)	\$ (7,075)	\$ -	0,0%		<input type="checkbox"/>
NET INCOME (LOSS)	\$ -323,313	\$ -154,132		109,8%		

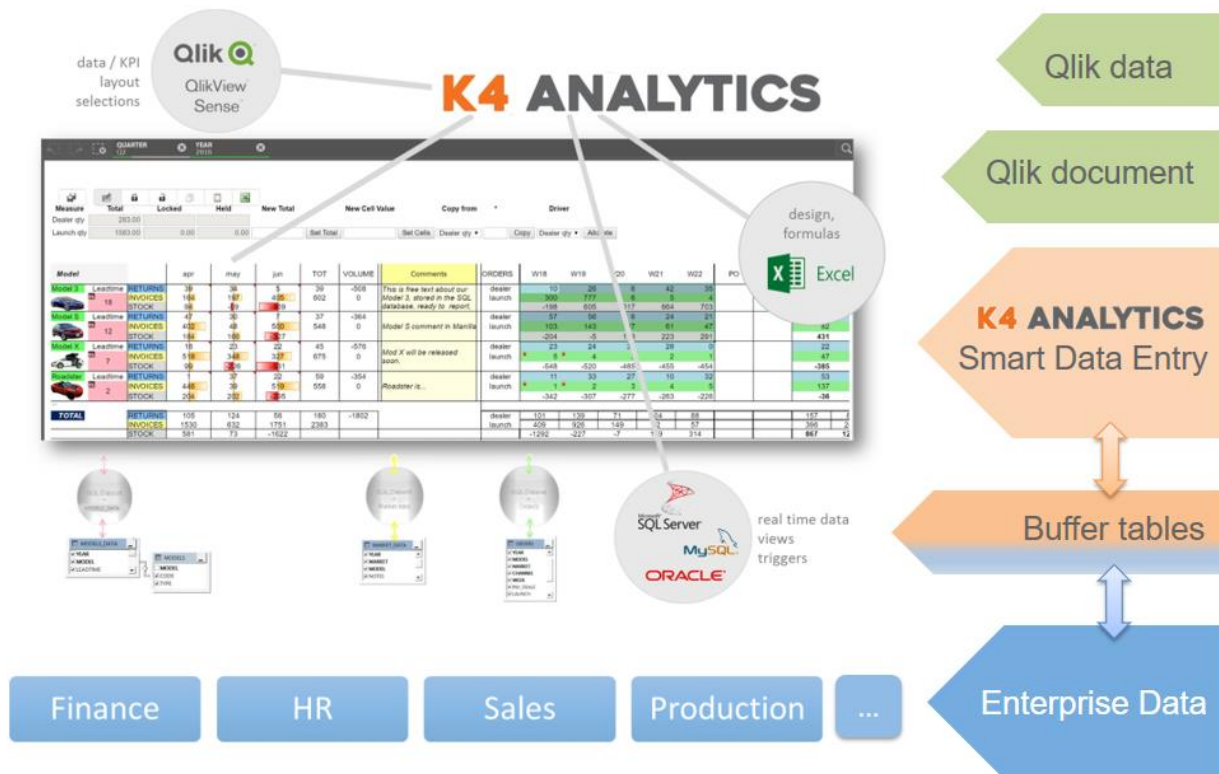
In a very simple way you can **lock data** (disable the data-entry) on a cell-by-cell basis through a Qlik or a SQL expression: you can display actual data for closed month and editable cells for planning months. The locking logic can be as complex as you need: taking into account for example the current date versus the planning calendar and the current user versus the hierarchies.

You can manage a **distributed planning process** with multiple users entering data in a common database with full control thanks to K4 **Audit Trails** feature.

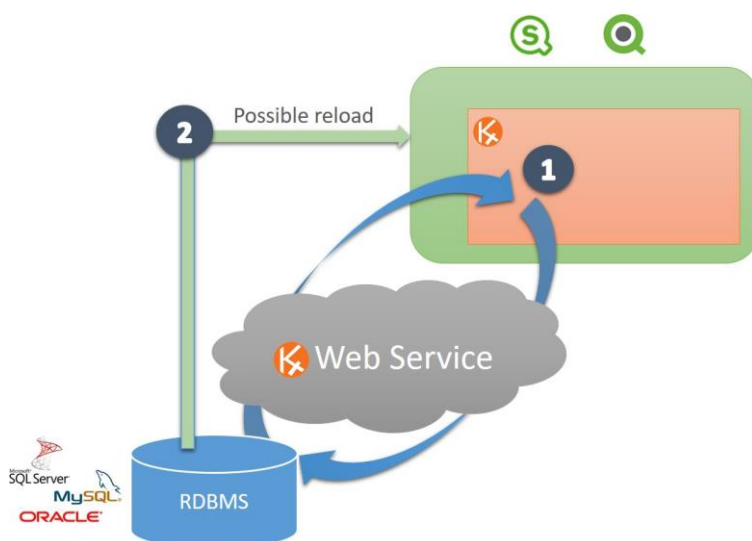
K4 **does not come with a predefined business model**, you can use it to build exactly the application you need.

How does K4 work?

The K4 solution is made of two components: the Qlik extension object and the web service. The extension object loads data dynamically from one or several Qlik datasets or one or several SQL queries and merges them into an Excel file used as a template.



If K4 is configured for data-entry, when the user hits *Save* the new/changed data is sent to the web service which takes care of writing them in a *table* in a relational database. The data is then read back on-the-fly from the SQL database when the object is refreshed. (and eventually loaded back into Qlik with a reload).



You can use the K4 object in a document opened with the browser (AJAX client) from the Qlik access point or opened with the Desktop client (in QlikView in *WebView* mode). MS Excel is not required on the clients.

K4 uses its web service for write-back. The web service receives from the K4 object the new/changed data together with the Qlik document current selection and the user id: it compares these data with the structure of the buffer table to check that it has all the information (e.g. primary keys) it needs to create/update records in the buffer table.

What are the development steps?

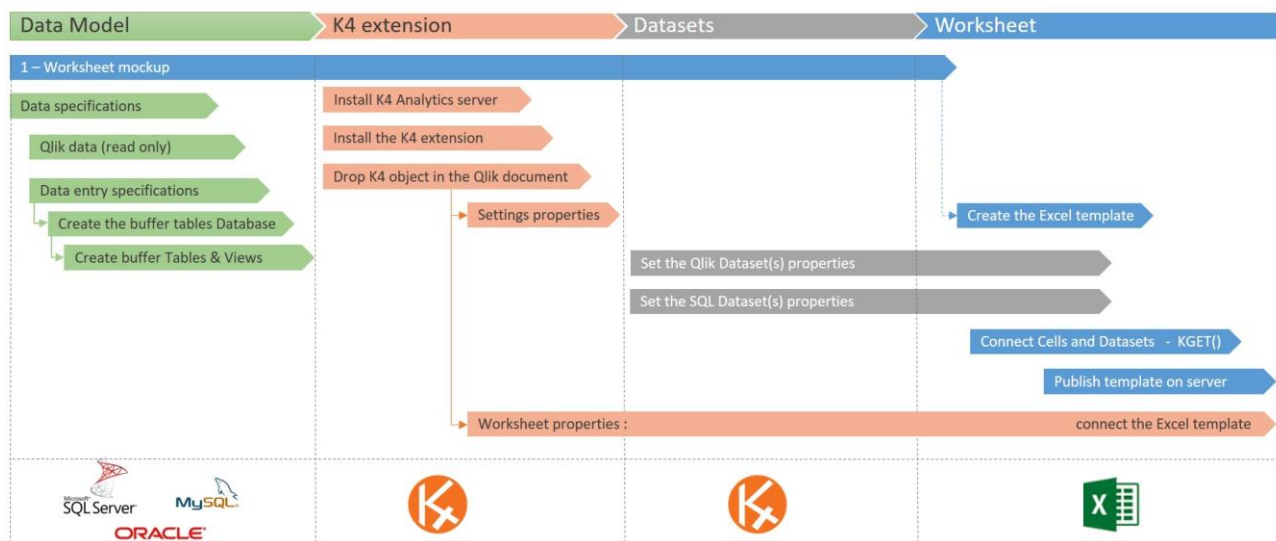
The best way to match the application specification is first of all to mockup the K4 layout using an Excel document. The mockup will help to identify:

- Which cells receive Qlik data
- Which Data Entry cells will need buffer tables to store the saved data
- The current selection effect in the grid: filtering and providing keys to drive cells values.

Next steps are natural:

- You can use an existing database (if MS SQL, Oracle or MySQL) to host the buffer tables, with, as a best practice, a dedicated schema. Otherwise create the database: create the security, then the buffer tables and views and maybe triggers.
- Install K4 Analytics server that will run the web services between the document and the database.
- Install the K4 Analytics extension into the Qlik Desktop, ready for object edit mode.
- Add the K4 object in the QlikView or Sense document and set the properties in 3 steps:
 1. Create the Qlik datasets (optional)
 2. Create the SQL datasets
 3. Create the template, using Excel format (and may be leveraging the mockup!)
- Publish the template on the server, using the template manager. After having also installed the K4 extension on the Qlik server, all the users can access the Qlik document with live and shared data in the K4 Analytics extension.

Workflow process overview



Preparing the buffer tables

Create or open the Database

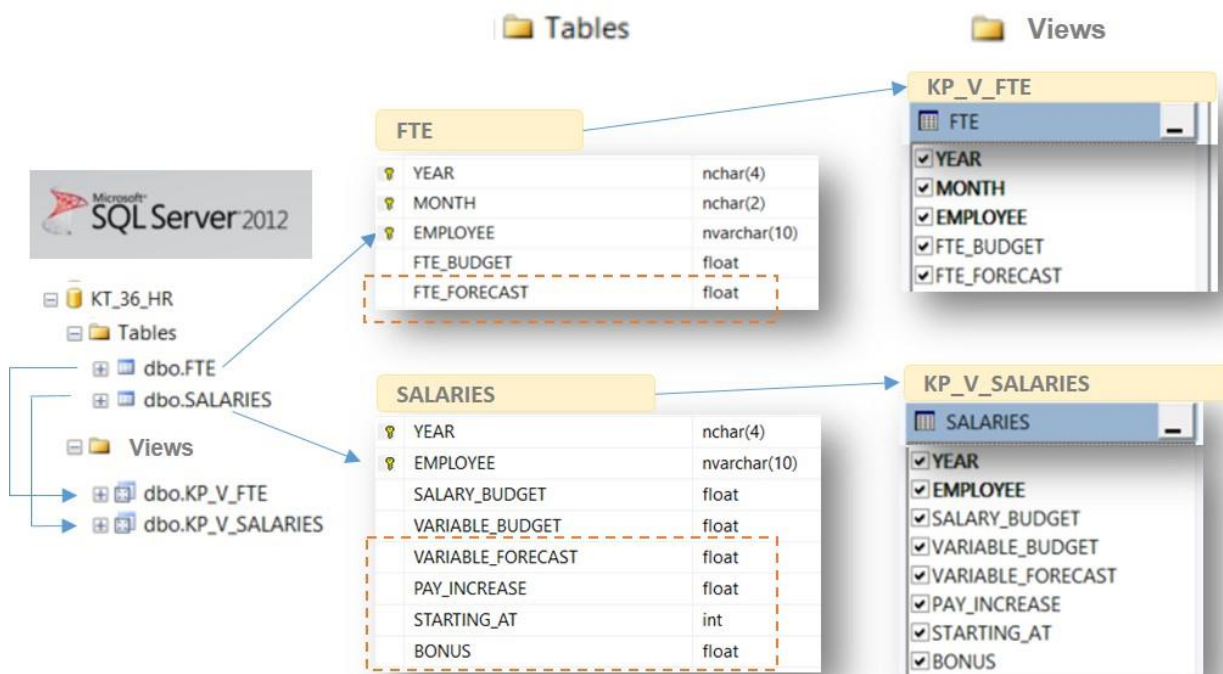
- Create a database (or restore from the K4 demos)
- Create the security (user, membership settings)
- Create the connection string to be stored at server level, in the \App_Data\connections folder.

Create the buffer table(s)

- Create the table(s)
- Create the primary keys:
 - reflecting the current selection affecting the data
 - considering the cell location in the Excel template (e.g. month column)
 - adding optional information, using the Context property.
- Create the measure fields for data entry or display only (format compatible with the template cell format)

Create the view(s), mandatory

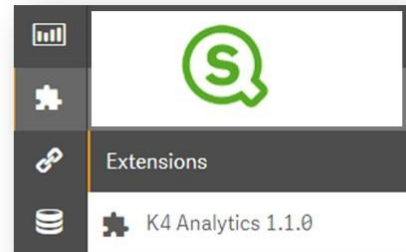
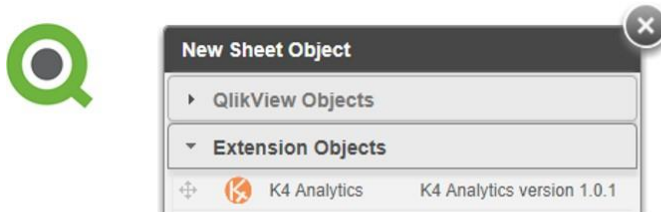
- Each buffer table requires a view, named with the 'kp_v_' prefix + table name. Why? This will open further possibilities, leveraging join when useful. The K4 extension always queries the views.



Basic settings

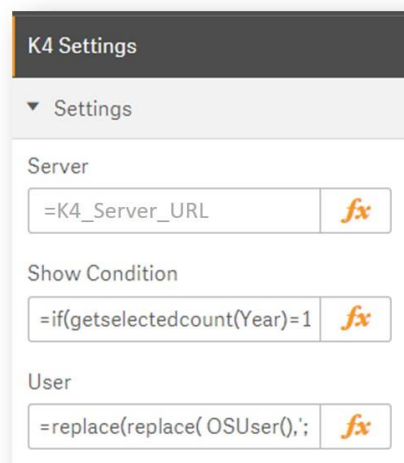
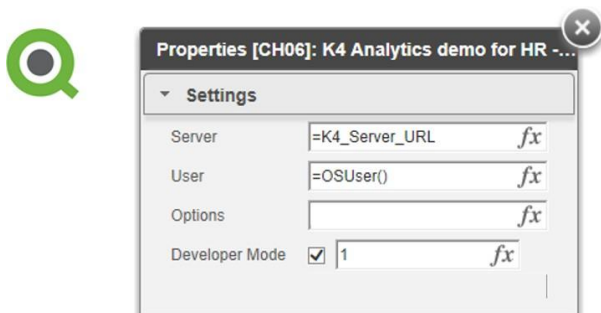
Add the K4 extension in the Qlik document

Once the K4 extension is installed in the Qlik Desktop, it will appear in the Extensions list. Simply drag & drop K4 in your Qlik application, ready to set the K4 properties like with any standard Qlik objects.



Set the basic Settings

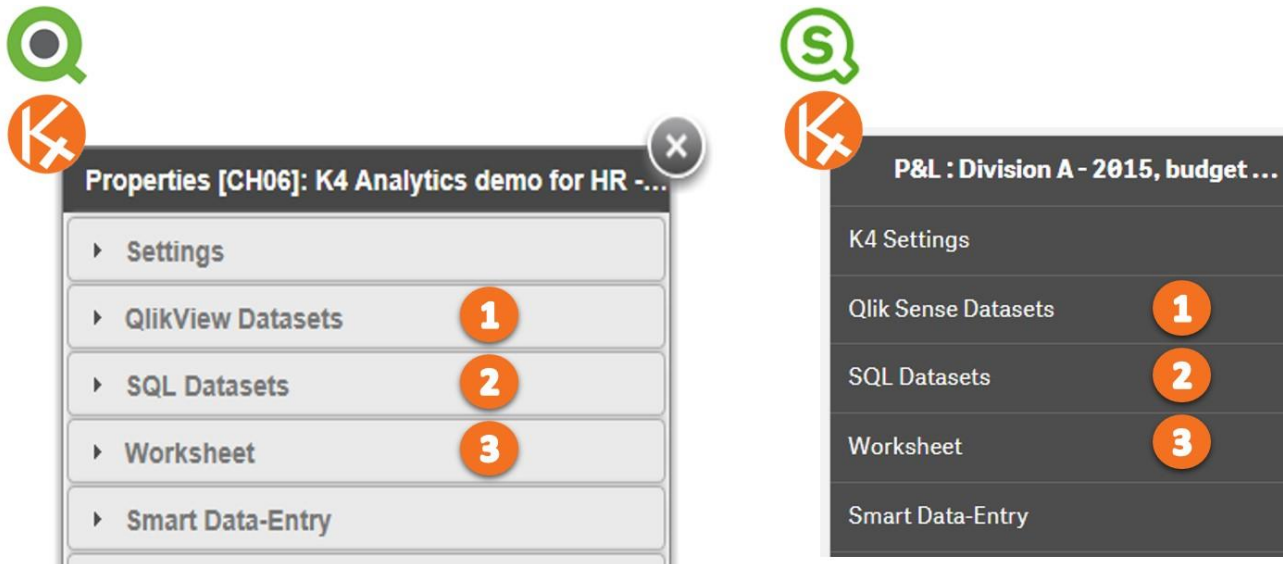
- Open the K4 Object properties (Right Click in QlikView, Edit Mode in Sense)
- Connect to the K4 Server using the URL address



The three K4 steps overview

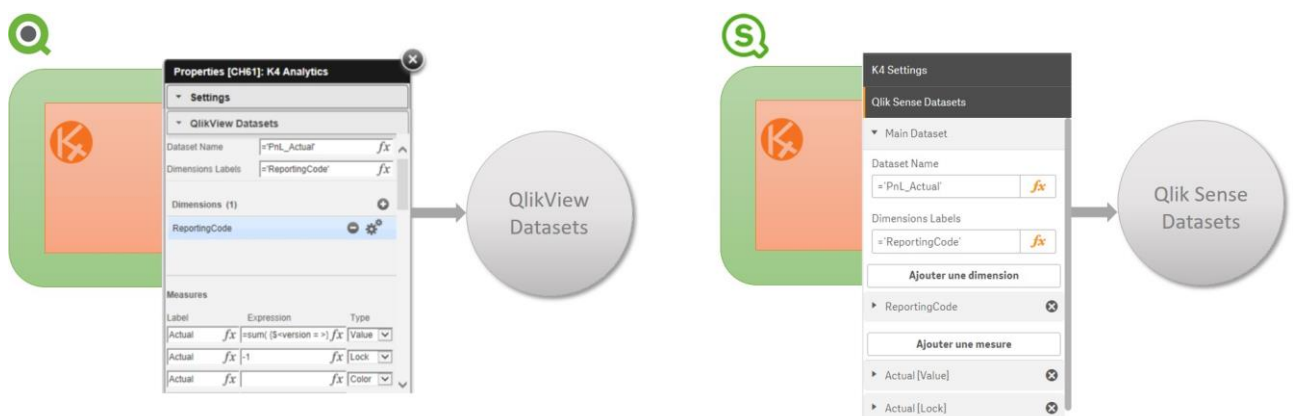
After the software installation and once the K4 object is connected to the K4 web services, it is time to design the user-interface and connect cells to data, ready for cells Data Entry and Smart Data Entry.

Filtered by the current selection, Qlik data and SQL data need to be loaded in virtual Datasets (steps 1 and 2). In the Excel template, the KGET() formula allows to read and write between a cell and a Dataset (step 3). When users Save in the K4 toolbar, K4 writes back from the virtual Datasets to the SQL buffer tables.



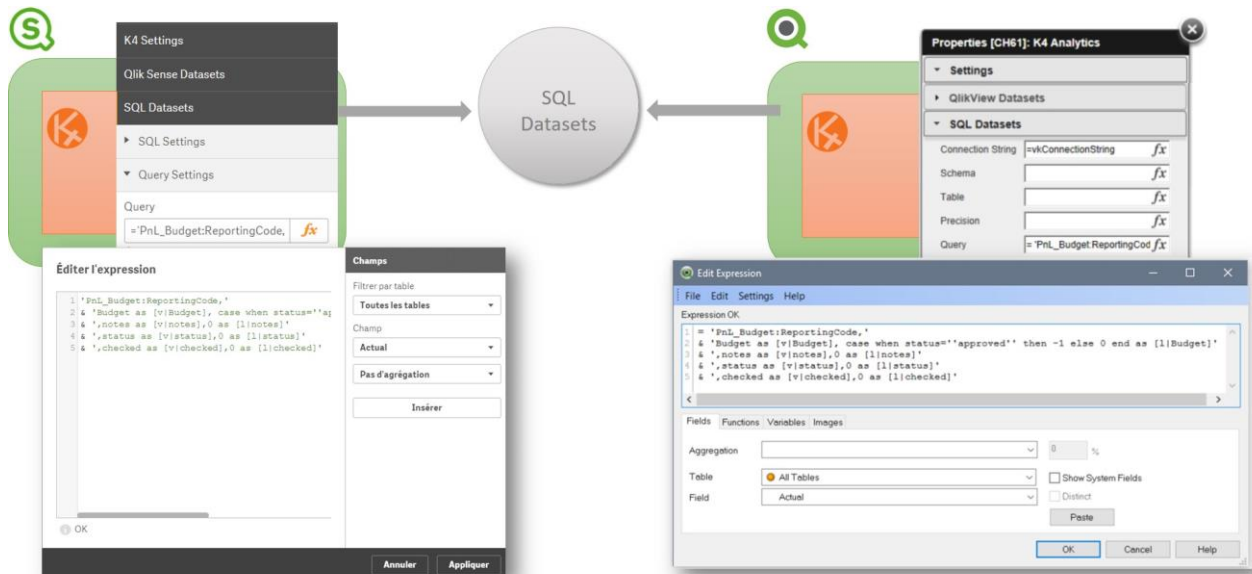
1 -Create the Qlik datasets

If the worksheet needs to display or leverage data from the Qlik document, as you would do to build a pivot table, create one or many QlikView or Qlik Sense datasets. You need to set a name (free) to identify each Qlik Dataset.

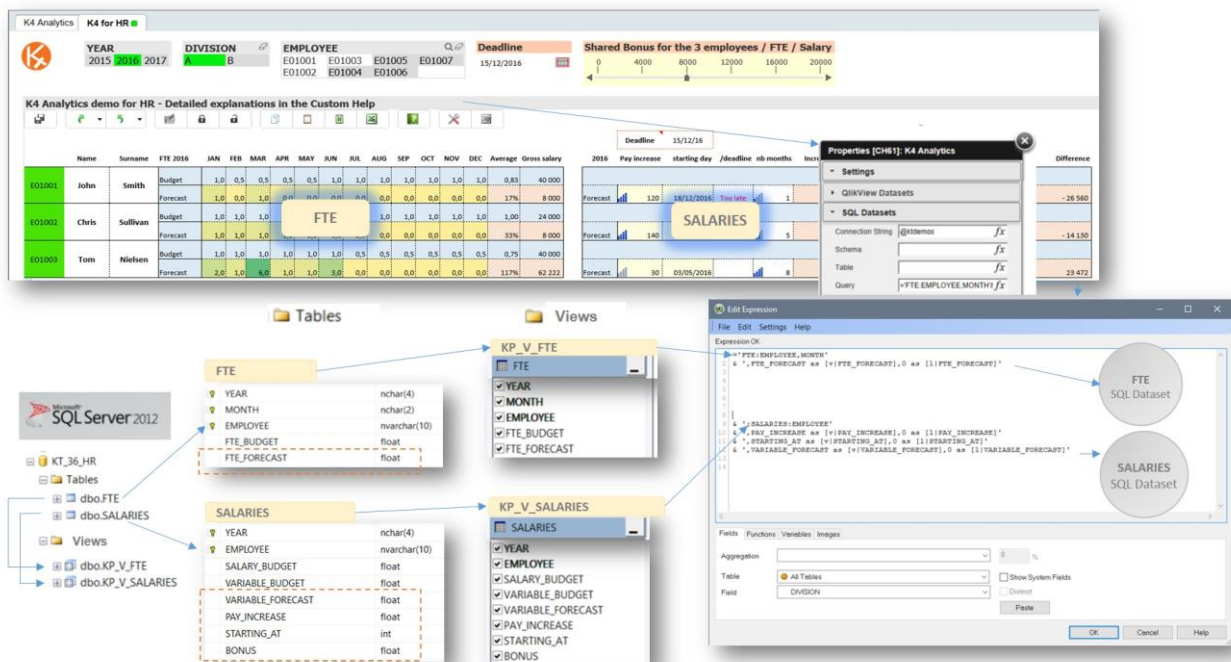


2 - Create the SQL datasets

Cells of the worksheet designed for data entry or display from data in tables (dedicated buffer tables or existing SQL tables) require one or several SQL Datasets. Each SQL Dataset name matches the buffer table name.



The schema below shows how to create the two SQL datasets used in the same HR template:

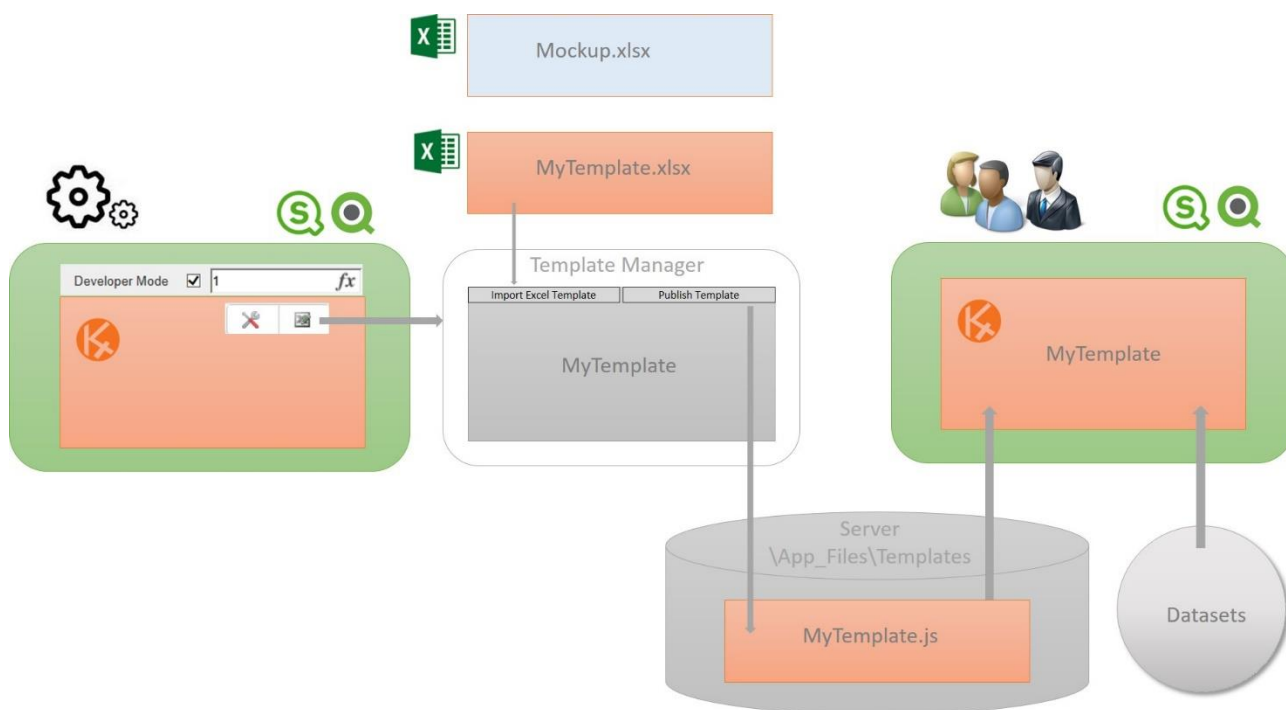


3 -Create the template

The K4 worksheet layout is based on a Excel file (MyTemplate.xlsx). This file probably gets inspiration from the initial mockup and will include additional information before making it live in the Qlik document:

- Dynamic row field identifier if the grid is not static (* to start the row block, ** to end). The P&L demo shows a static grid while the HR and Sales budgeting demos are using dynamic row fields (Employees and Products) to populate the rows.
- Link between cells and data in the Qlik and SQL Datasets: using the KGET() formula.
- Totals management leveraging the KCELLSUM() formula.
- Conditional formatting
- Validation rules
- Excel hidden rows/columns
- Dynamic Row/Columns hiding

When the Excel template is ready, the template manager will save MyTemplate.xlsx in .js format and publish it on the server (specific location in the \App_Files\Templates folder).



Modifying the template follows the same process. Then, the developer will be able to add a new column with totals or modify some color coding or change Excel calculations in the layout can be set in few minutes. When published, the modified application is immediately available to all users

Templates with static rows:

In the Excel template, each cell can directly 'grab' data from the dataset(s) using the KGET function.

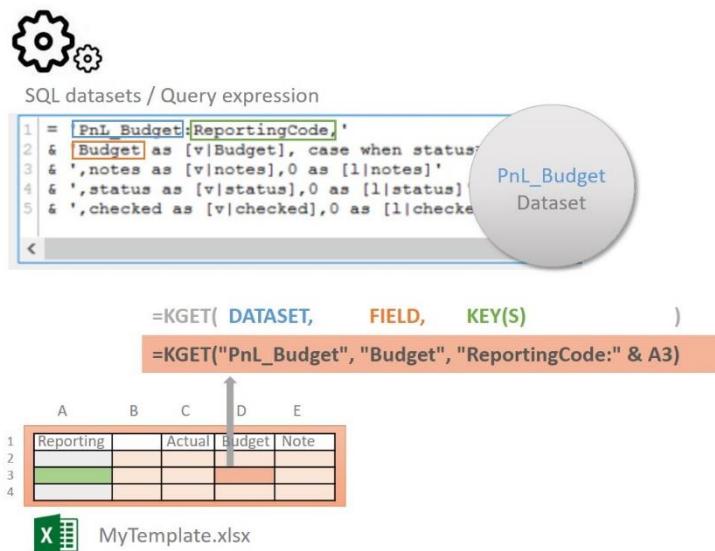
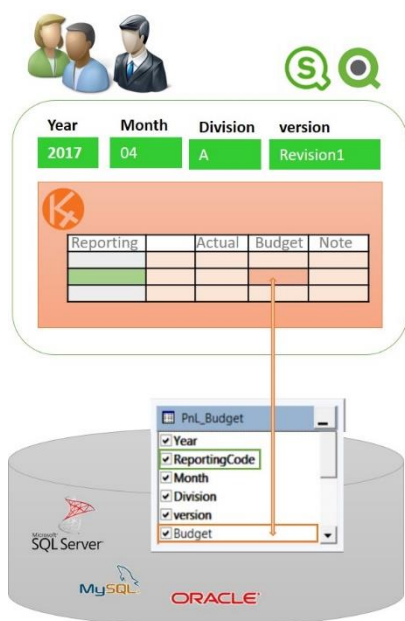
In the P&L model below, the Budget cells are designed for data entry, to be saved in the Budget field of the PnL_Budget table. Each Budget cell refers to primary keys:

- Year, Month, Division and version that are driven by the current selection
- Reporting code, identified by the cell row in the grid

The KGET() formula in the Budget cell needs to know which table, which field and which reporting code.

The K4 web service will save the Budget cell value in the table, knowing the primary keys from the KGET() information + the current selection and updating the record in the buffer table.

*NB: when the table record does not exist yet, K4 needs additional information to create it record in the buffer table, using the **Virtual Records** property in the SQL Datasets properties.*



Templates with dynamic rows:

As shown in the HR demo it is possible to manage dynamic grids, filtered by the current selection. In this example, selecting a Division will provide a list of employees. Each employee in the grid will get 2 rows. In the template, you just need to describe the cells for 1 employee. It can be 1 or more rows, starting at the * cell, representing the Employee key ID, and ending before the ** cell.

In the application, the Employee block (2 rows) will be replicated for every selected employees.

The diagram illustrates the K4 Analytics demo for HR, showing the relationship between datasets, the KGET formula, and the Excel template.

Left Panel (Data Selection):

- YEAR:** 2015, 2016, 2017
- DIVISION:** A
- EMPLOYEE:** E01001, E01003, E01005, E01007, E01002, E01004, E01006
- FTE SQL Dataset:** A circular icon representing the FTE dataset.

Center Panel (Excel Template):

The Excel template shows a grid with columns: Name, Surname, FTE 2016, JAN, FEB, MAR, APR, MAY, JUN, JUL, AUG, SEP, OCT, NOV, DEC, Average, Gross salary. The rows are for employees E01001 (John Smith), E01002 (Chris Sullivan), and E01003 (Tom Nielsen). Each employee has two rows: 'Budget' and 'Forecast'.

Right Panel (Properties [CH06]: K4 Analytics demo for HR):

- Settings**
- QlikView Datasets**
- SQL Datasets**
- Worksheet**
 - Excel Template: =K4_HR.xlsx
 - Dynamic Row Fields: =EMPLOYEE & Concat(Div, fx)

Bottom Panel (Excel Formula):

The formula bar shows the KGET formula: `=KGET("FTE"; "FTE_FORECAST"; "EMPLOYEE:" &$A4 & ";MONTH:" & E$1)`

The Excel spreadsheet shows the data for the selected employee (E01001) and the selected month (JAN). The formula is applied to the cell containing the employee ID and the month.

When the grid has to display a dynamic list of rows, filtered by the Qlik current selection, you have to specify which Qlik dimension will filter the rows in the *Dynamic Row Fields* property in the *Worksheet* properties. The KGET() formula will point the * cell as a primary key.

Each dataset has a name and a number of measures: these are referenced in the cell formula using the KGET() function.

This technique is extremely powerful and flexible at the same time:

- The different datasets may have different *granularities* (i.e. keys or dimensions). In the same template you could, for example, combine monthly and yearly data.
- If the user changes data in different datasets, when he/she saves, data is updated in the different tables at the same time.
- Since each cell has all the information to save back to the SQL database, you have the maximum freedom in placing cells in the template layout.
- It is also possible to save back to the SQL database the calculation of an Excel formula.

K4 Analytics: demos overview

K4 official demos are available for presentation, evaluation and training. Each of them are available in both QlikView and Sense format, sharing the same demo database and Excel templates.

They are provided to highlight diversity of the business application scopes and to showcase most of the K4 features in QlikView and Sense. These demos show a lot of best practices that hopefully will stimulate developers' imagination.

Profit & Loss (P&L)

This simple P&L displays Actuals and Budget data. The user can input new budget monthly values, notes and workflow information. The Excel formulas in the template immediately calculate and display the difference and the variance.

P&L accounts - Division A	Actual	Budget	Budget - Actual	Variance %	Note	Status
Gross Sales	\$ 824,826	\$ 1,000,001	\$ 175,175	-17,5%	To be updated after new consolidation.	<input checked="" type="checkbox"/> on hold
Sales Return	\$ (29,005)	\$ (30,005)	\$ -1,000	-3,3%		<input checked="" type="checkbox"/> on hold
SubTotal	\$ 795,821	\$ 969,996	\$ 174,175	-18,0%		
Off Invoice Discounts	\$ (45,575)	\$ (45,575)	\$ -	0,0%		<input type="checkbox"/> rejected
Sales Promotions	\$ (176,489)	\$ (176,489)	\$ -	0,0%		<input type="checkbox"/> rejected
NET SALES	\$ 573,757	\$ 747,932	\$ 174,175	-23,3%		
Cost of Sales	\$ (428,540)	\$ (428,540)	\$ -	0,0%	COGS 2013	<input type="checkbox"/>
Warehousing	\$ (46,189)	\$ (46,189)	\$ -	0,0%		<input type="checkbox"/>
Freight & Delivery	\$ (23,744)	\$ (23,744)	\$ -	0,0%		<input type="checkbox"/>
TOTAL COST OF SALES	\$ -498,473	\$ -498,473	\$ -	\$ -		
GROSS MARGIN	\$ 75,284	\$ 249,459	\$ 174,175	-69,8%		
Selling Expenses	\$ (215,000)	\$ (220,000)	\$ -5,000	-2,3%		<input type="checkbox"/>
General & Administrative	\$ (176,522)	\$ (176,522)	\$ -	0,0%		<input type="checkbox"/>
TOTAL OPERATING EXPENSES	\$ -391,522	\$ -396,522	\$ -5,000	-1,3%		
OPERATING INCOME	\$ -316,238	\$ -147,063	\$ 169,175	115,0%		
Non-Operating Expenses	\$ (7,075)	\$ (7,075)	\$ -	0,0%		<input type="checkbox"/>
NET INCOME (LOSS)	\$ -323,313	\$ -154,138	\$ 169,175	109,8%		

This demo highlights different types of data entry (the yellow columns)

- Data (Budget)
- Text (Notes)
- Checkbox
- List (workflow status)

The Actuals (blue column) are data provided by the Qlik document and the Budget-Actual and Variance columns are calculated by Excel formulas.

The grid is filtered by the current selection (Fiscal Year, Version, Division and Month).

When a Reporting row has an "Approved" status (right column), the Budget data entry is locked.

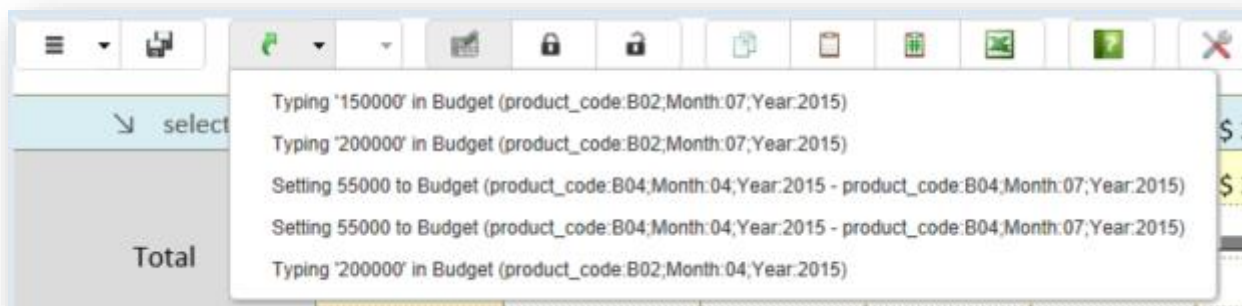
In the K4 toolbar, the Save icon writes back the inputted data. There is also a grid export to Excel.

Open the Smart Data Entry panel, freeze cells you do not want to modify and select different actions for the selected cells (e.g. copy Sales in the Budget cells with a growth factor, add a shared comment to different cells, set the cells total accordingly to the existing distribution or apply an allocation driver...)

Measure	Total	Locked	Held	New Cell Value	Copy from	New Total
Budget	2532230.00	0.00	242182.00	Set Cells =	Copy from 1,2	Set Total =
2015 Sales	1958667.00					
Notes	21 cells	0 cells	0 cells	Set Cells =		

selected Sales Year: 2015										
Total	Budget	\$ 19,577,892	\$ 2,752,440	\$ 2,868,818	\$ 2,872,406	\$ 2,717,073	\$ 3,001,566	\$ 2,688,078	\$ 2,676,389	\$ 1,122
	(B-A)	\$ 40,362,202	\$ 3,123,790	\$ 3,185,877	\$ 3,251,340	\$ 3,207,065	\$ 3,477,558	\$ 3,069,194	\$ 3,007,790	\$ 811,507
		\$ 20,784,310	\$ 371,350	\$ 317,059	\$ 378,934	\$ 489,992	\$ 475,992	\$ 381,116	\$ 331,401	\$ 810,385
2015			January	February	March	April	May	June	July	August
B02	2015 Sales	\$ 844,650	114 812	128 212	130 233	125 482	119 388	127 740	98 783	
Aero Storm	2015 Budget	\$ 1,537,850	135 576	135 945	139 082	295 303	124 660		203 680	
B03	2015 Sales	\$ 3,041			3 041					
AeroPro Team GT	2015 Budget	\$ 1,913			1 913					
B04	2015 Sales	\$ 366,112	32 817	48 120	53 357	60 293	62 884	47 190	61 451	
Pure Drive GT	2015 Budget	\$ 699,317	50 267	51 549	53 071	132 960	54 238		128 501	
B05	2015 Sales	\$ 111,510	13 587	22 329	8 240	12 603	22 383	17 091	15 347	
Pure Drive Roddick GT	2015 Budget	\$ 353,411	13 130	23 045	6 631	38 164	40 779		65 328	
B06	2015 Sales	\$ 1,477,914	208 039	220 818	238 382	196 919	233 219	197 525	183 032	
Pure Drive 107 GT	2015 Budget	\$ 2,842,419	231 131	241 166	235 970	370 547	333 219		460 621	
B07	2015 Sales	\$ 279,728	34 975	35 540	36 688	30 535	41 152	43 947	56 891	
Pure Drive Lite GT	2015 Budget	\$ 570,144	34 616	43 156	46 106	39 633	51 911	47 737	71 999	

After several entries, until a final Save, you can Undo/Redo the previous actions:



Over-Assignment:

This layout is available only for Users having the Manager role. Budget values may be over-assigned. Then the adjustment is displayed.

Adjustment cells are color-coded (thanks to Excel conditional formatting rules) accordingly to preset thresholds. The user can modify the thresholds to visually highlight the adjustment weight.

Background color settings		Budget	Review	Adjustment	Month status	January	February	March	April	May	June	July	August	September	October	November	December
10%	Adjustment > 10 %	\$ 35,083,883	\$ 3,115,500	\$ 3,245,041	\$ 3,375,440	\$ 2,915,601	\$ 3,252,379	\$ 3,484,524	\$ 2,822,727	\$ 914,524	\$ 2,353,969	\$ 2,422,963	\$ 4,063,332	\$ 3,117,883			
20%	Adjustment > 20 %	\$ 5,272,252	\$ 201,181	\$ 218,000	\$ 115,782	\$ 195,651	\$ 106,709	\$ 30,000	\$ 907,352	\$ 116,000	\$ 1,086,739	\$ 690,833	\$ 686,285	\$ 917,720			
New assigned		\$ -29,811,631	\$ -2,914,319	\$ -3,027,041	\$ -3,259,658	\$ -2,719,950	\$ -3,145,670	\$ -3,454,524	\$ -1,915,375	\$ -798,524	\$ -1,267,230	\$ -1,732,130	\$ -3,377,047	\$ -2,200,163			
		2015	January	February	March	April	May	June	July	August	September	October	November	December			
B02	Aero Storm	Adjustment	\$ 351,147	6 146	6 146	-	-	-	35 993	4 988	199 980	21 809	22 411	53 674			
		Reviewed	\$ 1,264,264	150 000	160 000	-	-	-	288 756	5 000	200 000	138 309	142 126	\$ 180,073			
		Budget	\$ 1,479,385	110 000	153 854	156 279	150 578	143 265	150 000	252 763	12	20	116 500	119 715	\$ 126,399		
B03	AeroPro Team GT	Adjustment	\$ 2,000	-	-	-	-	-	1 000	1 000	-	-	-	-	-	-	-
		Reviewed	\$ 6,000	-	-	-	-	-	1 000	1 000	1 000	1 000	1 000	1 000	1 000	1 000	1 000
		Budget	\$ 5,000	-	-	1 000	-	-	-	-	-	1 000	1 000	1 000	1 000	1 000	1 000
B04	Pure Drive GT	Adjustment	\$ 385,590	256	256	23 753	40 613	16 567	30 000	6 145	-	-	-	90 000	89 000	89 000	
		Reviewed	\$ 827,488	51 181	58 000	102 928	175 991	71 792	30 000	67 596	-	-	-	90 000	90 000	\$ 90,000	
		Budget	\$ 430,353	39 380	57 744	79 175	135 378	55 225	-	61 451	-	-	-	1 000	1 000	1 000	
B05	Pure Drive Roddick GT	Adjustment	\$ 15,561	-	-	2 966	4 537	8 058	-	-	-	-	-	-	-	-	-
		Reviewed	\$ 67,431	-	-	12 854	19 660	34 917	-	-	-	-	-	-	-	-	-
		Budget	\$ 115,477	16 304	26 794	9 888	15 123	26 859	20 509	-	-	-	-	-	-	-	-
B06	Pure Drive 107 GT	Adjustment	\$ 100,000	-	-	-	-	-	-	50 000	10 000	40 000	-	-	-	-	-
		Reviewed	\$ 1,100,000	-	-	-	-	-	-	550 000	110 000	440 000	-	-	-	-	-
		Budget	\$ 2,553,879	249 646	264 981	286 058	236 302	279 862	237 030	500 000	100 000	400 000	-	-	-	-	-
B07	Pure Drive Lite GT	Adjustment	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	-	-

After Over-assignment inputs, a compact display will give a clear overview of the adjustments. This layout can be exported in an Excel file or shown in different QlikView or Sense documents. E.g. the manager will send to the brand manager for his brands.

Background color settings		Budget	Review	Adjustment	Month status	January	February	March	April	May	June	July	August	September	October	November	December
10%	Adjustment > 10 %	\$ 39,025,681	\$ 2,990,214	\$ 3,185,877	\$ 3,113,145	\$ 2,915,482	\$ 3,358,298	\$ 3,074,094	\$ 2,730,790	\$ 817,707	\$ 3,349,656	\$ 3,308,660	\$ 5,290,421	\$ 4,891,337			
20%	Adjustment > 20 %	\$ 201,370	\$ 54,281	\$ 3,200	\$ 6,500	\$ 4,200	\$ 4,900	\$ 3,000	\$ 6,000	\$ 6,500	\$ 7,000	\$ 7,500	\$ 8,000	\$ 90,289			
New assigned		\$ -38,824,311	\$ -2,935,933	\$ -3,182,677	\$ -3,106,645	\$ -2,911,282	\$ -3,353,398	\$ -3,071,094	\$ -2,724,790	\$ -811,207	\$ -3,342,656	\$ -3,301,160	\$ -5,282,421	\$ -4,801,048			
		2015	January	February	March	April	May	June	July	August	September	October	November	December			
B02	Aero Storm	Adjustment	\$ -133,045	100	- 133 745	300	200	100	-	-	-	-	-	-	-	-	-
B03	AeroPro Team GT	Adjustment	\$ 17,800	1 000	1 000	2 600	200	-600	600	2 000	3 000	2 000	2 000	2 000	2 000	2 000	2 000
B04	Pure Drive GT	Adjustment	\$ 914	914	-	-	-	-	-	-	-	-	-	-	-	-	-
B05	Pure Drive Roddick GT	Adjustment	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	-	-
B06	Pure Drive 107 GT	Adjustment	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	-	-
B07	Pure Drive Lite GT	Adjustment	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	-	-
B08	Pure Storm GT	Adjustment	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Workflow, basic approval process

This is a basic example of what could be explored with K4 features. Based on a Status drop list (input, submitted, rejected, approved), each budget cell status can be edited.

The screenshot shows the K4 Analytics interface with a sidebar on the left containing filters for Login, Year, version, budget, revision, brand, line, and product. The main area displays a large data grid for budgeting and workflow management. The grid includes columns for months (January to December) and workflow status (approved, submitted, input). The data is organized into sections for different product lines and revisions.

Using the Smart Data Entry panel, you can change the workflow status by cell blocks (except for locked and held cells).

Using the triggered actions, you can reset all the cells to a specific status (e.g. all approved). This way breaks the grid limitations (approx. 10.000 cells in the current display) to unlimited number of cells in the budget version.

The screenshot shows the 'Global Actions at version level (manager role only)' panel in K4 Analytics. It includes a 'Target version' dropdown set to '2015 - revision1', a 'Select the action' dropdown set to 'status=', and a 'with' dropdown set to 'input'. There are also checkboxes for 'submitted', 'approved', and 'rejected'. The panel is designed to trigger server actions to improve performance at large data.

The cells status is stored in the SQL table, useful to lock data entry depending on business rules, or color-coding the cells in different reports.

Reforecast

This is the most intuitive way to re-forecast a running budget in a full integrated layout where you can:

- Close months when actuals are available, automatically locking the input for Actual cells.
- Edit remaining months, by cell or global actions
- Immediately display the Actual + Forecast by product, line or brand, and totals
- Highlight where the forecast achieves the initial budget target
- Focus the reforecast display and cells input, leveraging the Qlik current selection.

QlikView x64 - [K4_SalesBudgeting_Demo.qvw]

File Edit View Selections Layout Settings Bookmarks Reports Tools Object Window Help

K4 Analytics Dashboard K4 Smart Data Entry K4 Triggers Versions Roadmap

Login
Edward
Susan
Peter
Klaus
Kate
Sarah

Year
2013 2014 2015 2016

version
budget
revision1
revision2

brand
Babolat
Head
Wilson

line
Aero Storm
Babolat Aero
Babolat Pure Drive
Babolat Pure Storm
HEAD YOUTEK
Wilson BLX
Wilson K Factor

product
Aero Storm
AeroPro Team GT
Pure Drive 107 GT
Pure Drive GT
Pure Drive Lite GT
Pure Drive Roddick GT
Pure Storm GT
Pure Storm Team GT
Pure Storm Tour Plus
AeroPro Drive GT
BLX Blade Tour
BLX Six One 95 16x18
BLX Six One Team
BLX Six One Tour
BLX Tempest Four
BLX Tour
KFactor KFour
KSix One 95
L for A
L for Cognizant
L for D
L for Florian modified
L for H
L for K

Reforecast 2015 - (revision1)

Month
01 02 03 04 05 06 07 08 09 10 11 12

Brand Manager layouts
Budget vs Actual
Workflow
Reforecast

REFORECAST	Total	January	February	March	April	May	June	July	August	September	October	November	December
\$ 7,179,140	\$ 4,531,379	\$ 704,153	\$ 780,685	\$ 789,888	\$ 722,925	\$ 794,247	\$ 739,481	\$ 721,584	\$ -	\$ -	\$ -	\$ -	\$ -
Budget	\$ 2,647,761	778 057	922 803	964 095	996 699	950 027	843 540	1 417 192	268 194	404 020	302 241	124 715	131 399
Budget > Actual													
(B-A)	\$ -1,883,618	73 904	142 118	174 207	273 774	155 780	104 059	-	-	-	-	-	-
		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
REFORECAST	2015	January	February	March	April	May	June	July	August	September	October	November	December
\$ 1,361,276	\$ 745,867	114 812	128 212	130 233	125 482	119 388	127 740	98 783					
Budget	\$ 615,409	110 000	153 854	156 279	150 578	143 265	150 000	252 763	12	20	116 500	119 715	126 399
\$ 7,041	\$ 3,041			3 041									
Budget	\$ 4,000			1 000							1 000	1 000	1 000
\$ 368,112	\$ 304,661	32 817	48 120	53 357	60 293	62 884	47 190	61 451					
Budget	\$ 63,451	39 380	57 744	79 175	135 378	55 225		61 451				1 000	1 000
\$ 96,233	\$ 96,233	13 587	22 329	8 240	12 603	22 383	17 091	15 347					
Budget	\$ -	16 304	26 794	9 888	15 123	26 859	20 509						
\$ 2,294,902	\$ 1,294,902	208 039	220 818	238 382	196 919	233 219	197 525	183 032					
Budget	\$ 1,000,000	249 646	264 981	286 058	236 302	279 862	237 030	500 000	100 000	400 000			
\$ 222,837	\$ 222,837	34 975	35 540	36 688	30 535	41 152	43 947	56 891					
Budget	\$ -	35 246	43 941	68 785	40 354	52 855	48 606						
\$ 237,438	\$ 142,410	19 079	29 784	20 085	10 107	32 108	31 247	15 629					
Budget	\$ 95,028	24 898	34 379	23 429	21 554	34 707	44 977	91 028			1 000	1 000	1 000
\$ 1,404,836	\$ 1,004,586	166 093	163 855	175 284	161 504	157 403	180 447	160 621					
Budget	\$ 400,250	182 556	199 254	208 586	220 114	185 677	174 715	367 502	28 748	1 000	1 000	1 000	1 000
\$ 1,186,465	\$ 716,842	114 751	132 027	124 578	125 482	125 710	94 294	129 830					
Budget	\$ 469,623	120 027	141 856	130 895	177 296	171 577	167 703	144 448	139 434	1 000	182 741	1 000	1 000

Select a compact display to report the new budget for the remaining months:

Display mode
Compact
All

LEVEL
Brand
Line
Product
Refresh the rules
Apply

REFORECAST	July	August	September	October	November	December
\$ 48,158,759	3 048 665	914 511	13 354 663	3 452 560	5 436 800	5 051 179
REFORECAST	July	August	September	October	November	December
\$ 11,576,360	300 000	100 000	10 000 000	138 308	142 125	150 060
\$ 3,542	500	1				
\$ 668,458	130 837		9 897	68 731	54 978	99 354
\$ 332,109	66 516		21 770	34 091	42 653	70 846
\$ 2,751,305	468 996		237 055	220 916	214 473	314 963
\$ 484,495	73 308		43 288	40 275	18 101	86 686
\$ 461,464	91 027		40 741	56 839	61 925	68 522
\$ 2,195,002	367 502	28 748	189 173	179 989	200 764	224 240
\$ 1,728,785	144 448	139 434	175 303	182 740	149 274	220 744
\$ 1,394,139	148 675	129 550	126 943	92 874	136 949	186 259
\$ 3,472,913	292 958	186 735	355 244	300 466	284 027	428 793

Product forecast

This Sense demo could be used by a sales rep on the field, using a connected tablet to forecast Sales by product. Data entry by Quantity and Unit Price.

Actual months are automatically locked.

The status makes Sales reps easily collaborate with the Team leader at the head-office. E.g. requesting an approval before setting a promotional unit price. The Notes field allows large text entry.

Product Forecast

Q Year: 2015, 2014, 2016

Q version: revision1, budget, revision2

Q brand: Babolat, Head, Wilson

Q product_e...: B01, B02, B03

Product B01

Month	Quantity	Unit Price	Amount	Status	Notes
Jan			-	input	
Feb			-	input	
Mar			-	input	
Apr			-	input	
May			-	input	
Jun			-	input	
Jul	28	90,00	2 520	input	
Aug	26	100,00	2 600	input	
Sep	28	100,00	2 800	submitted	Please approve asap
Oct	31	100,00	3 100	input	
Nov	34	100,00	3 300	input	
Dec	36	100,00	3 600	input	
Total	182		17920,00		

Quantity Average	15,17
Quantity Std Dev	16,04

If the tablet cannot be connected, the job can be achieved in an Excel sheet. When back online, the Smart Paste tool in the toolbar will easily import the Excel inputs in K4 in the Qlik document to be then saved in the database.

Human resources (HR)

This demo manages employees FTE (Full Time Equivalent) by month and yearly pay increase, variable and bonus. The grid is filtered by Division to select the employees.

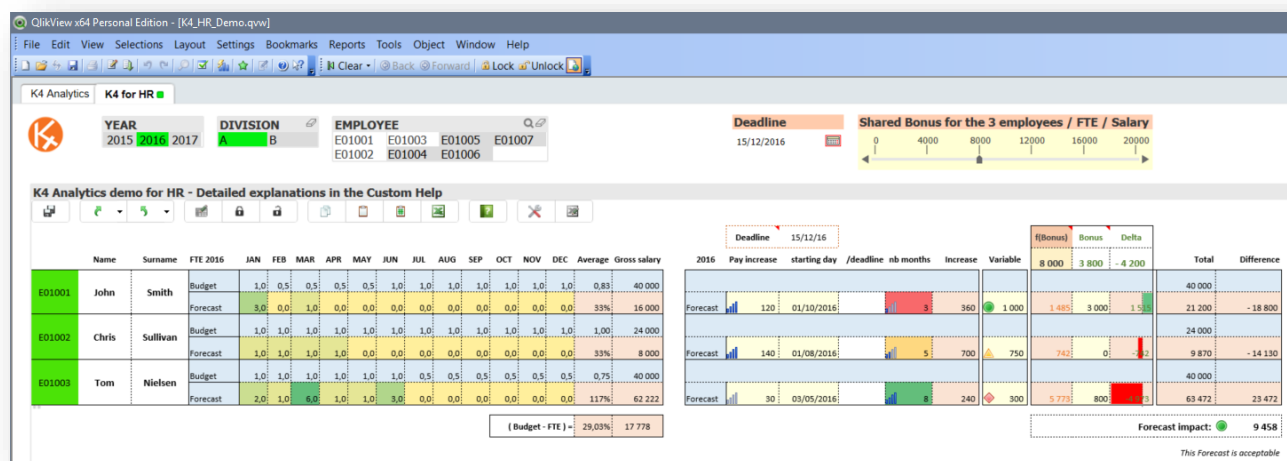
The user can input the FTE forecast by cells or use Smart Data Entry to copy from the initial FTE budget with a multiplier. The Gross Salary total is impacted by the FTE.

The pay increase is limited by a threshold set in the Qlik document.

The bonus calculation spreads the global bonus set in the Qlik document, split by employee according to excel formulas live in the grid. The proposed bonus may be over-assigned in the next column.

The forecast input will not be saved until the over-assigned bonus respect the global bonus and if the global reforecast exceeds the initial global budget (validation rule).

All inputted cells and formula calculations are saved to the SQL buffer tables, ready to be exported in the enterprise database.



A mix of QlikView and Qlik Sense users can share the same application contributing to the same database:

