EMARK knows Forms advantages from the first-hand experience

EMARK, a strategic partner of Inphinity, not only created Forms but uses the self-service input extension on a daily basis.
They have implemented it into multiple processes and have more in the pipeline.

EMARK is a data analytics hub, headquartered in Slovakia (Bratislava) and with offices in the Czech Republic, Hungary, and Australia. The company consists of 60 experts on Qlik solutions, who have experience in every possible Qlik application. Due to their experience, they have projects for more than 180 companies in 13 countries across a wide range of industries. EMARK is a Qlik Master Reseller in Slovakia, Czechia and Hungary and a Qlik Solutions Provider in Australia.

Forms is a self-service Qlik input extension already certified by Qlik as Trusted Extension (TED). It allows you to enter your own input directly in Qlik Sense: comments, deadlines, responsibilities, custom categorizations, action plans, rankings or any other data. Thanks to it, Forms can be used for inphinite different use cases and brings users a simplified and secure way to process process and control their data.

Capacity planning

No more excels and their consolidation! Single source of truth in the same Qlik Sense app as all related analytics.

Bonus system

Transparent and secure process only by using Qlik with Forms! No other tool needed.

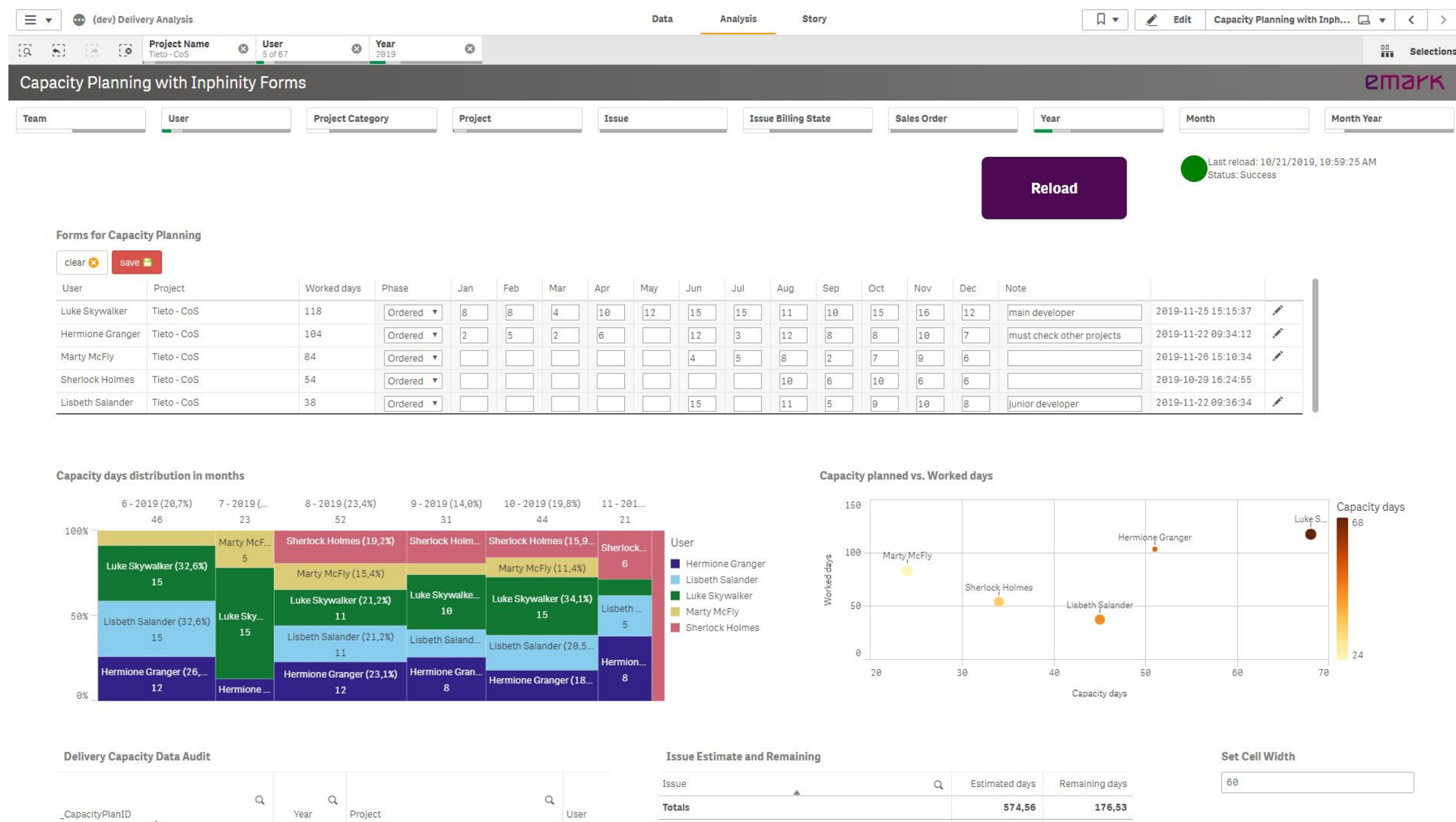## Additional data to your systems

Any information missing in your tool? No need to modify the source system or create new file only for it!

> I couldn't imagine how much context people wanted to add to their analyses until we showed them it's an option.
>
> - Radovan Oresky – Chief Solutions Officer & Partner, EMARK

Challenge:

Standardized capacity planning process with centralized trustworthy data source about planned capacity for each consultant and stage of the deal (ordered, reserved, lead). All data should be standardized and clean – ready to be used for analyzing ongoing and upcoming projects and identifying available capacities. Data source: Manual inputs based on weekly internal meetings with consultants.
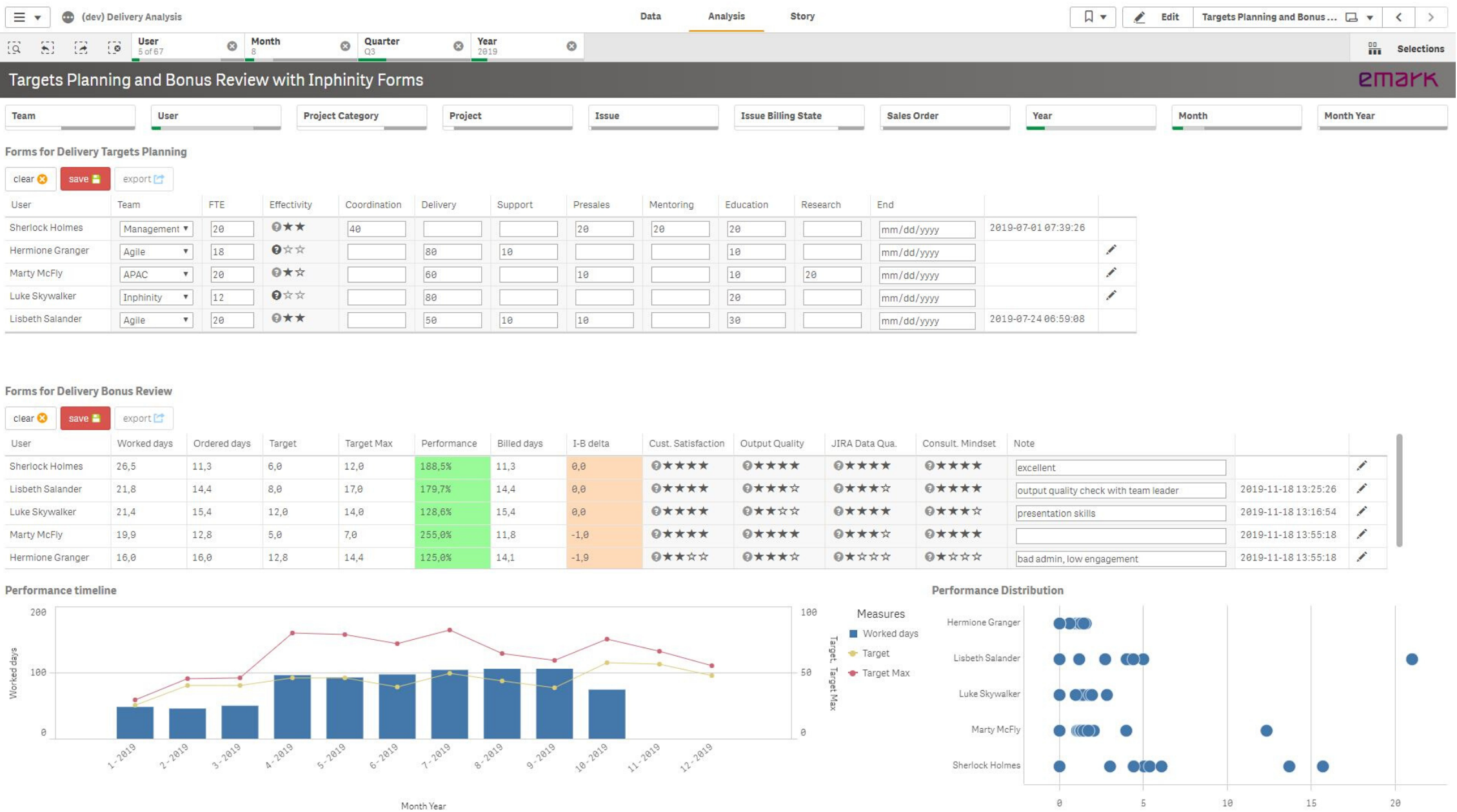
Solution:

EMARK has developed its own Qlik application with Forms input extension. Thanks to it, all data is centralized and saved in the format needed for further analyses. The responsible person selects specific team members and assign his/her planned capacity to specific project with the exact information about the stage (probability of realization) – ordered/reserved/lead. For tracking the whole information, text notes can be added, as well. Thanks to the full changelog, the whole process can be analyzed to identify and avoid the most common issues, such as assigning incorrect stage to projects.

Biggest values:

Single source of truth editable right in the Qlik Sense app used for analyzing related data.

> Forms is really a great tool, because with it it's very simple to manage team capacity. In few clicks I have an overview about the actual workload of each developer and I can easily plan new upcoming projects. Then I just use these data for team performance analysis. It's awesome.
>
> - Andrej Chrastina - Customer Success Manager, EMARK

Challenge:

Transparent bonus system managed by different people according to their roles and responsibilities. Calculation of the final bonus is based on person-level inputs that are objective (multiple targets, their fulfillment, rate) as well as evaluated by the team leader (effectivity, customer satisfaction…). Data source: Manual inputs of managers, worklogs from JIRA, sales data from ZOHO.

Solution:

Several Forms instances have been used for the purpose of building the whole remuneration system. Information about each developer with his/her targets (billable FTE, time spent on presales activities, education…) are collected via Forms. Everyone has read access to his/her targets and no one else's. During the bonus review, team leader evaluates qualitative criteria about the consultant's outputs (customer satisfaction, output quality…).

By adding quantitative information from JIRA system to these manual inputs and targets, the final bonus can be calculated right in the Qlik Sense app. For sales team, Forms is used as centralized data source for targets which fulfillment is evaluated by using data from ZOHO loaded to the Qlik Sense app.

Biggest values:

Up-to-date data about targets fulfillment, transparency and simplicity of the whole process.

"

Thanks to forms we were able to significantly simplify the process of managing our delivery team. We have all the necessary information to display and complete on one Qlik page without the need to switch between several tools. Thus, we were able to move our Qlik to a higher level."

- Pavol Hajastek, Technical Director, EMARK

(dev) Delivery Analysis

Data   Analysis   Story

Edit   Issue Rate Administration w...

Project Name
2 of 280

Selections

Issue Rate Administration with Inphinity Forms

emark

| Team | User | Project Category | Project | Issue | Issue Billing State | Sales Order | Year | Month | Month Year |

Forms for Issue Rate Administration

clear ✕   save 💾

Project	Issue	Estimated days	Worked days	Remaining days	Rate	Valid From	Note	
Project 211	Issue Name 747	12,4	10,3	2,2	300	mm/dd/yyyy		
Project 211	Issue Name 746	83,0	86,1	-3,1	300	mm/dd/yyyy		
Project 211	Issue Name 89	37,5	150,3	-112,8	300	mm/dd/yyyy		2019-11-18 12:14:14
Project 211	Issue Name 344	2,0	2,0	0,0	300	mm/dd/yyyy		
Project 211	Issue Name 604	35,0	20,9	14,1	300	mm/dd/yyyy		
Project 211	Issue Name 49	28,3	41,6	-13,3	300	mm/dd/yyyy		2019-11-22 14:34:53
Project 211	Issue Name 603	7,0	2,4	4,6		mm/dd/yyyy	covered by license support	
Project 211	Issue Name 14	42,0	181,4	-139,4	200	mm/dd/yyyy		2019-11-19 15:44:58
Project 211	Issue Name 189	31,0	5,3	25,7	400	12/01/2019		2019-12-04 10:25:18
Project 211	Issue Name 1291	33,0	0,2	32,8	300	mm/dd/yyyy		
Project 206	Issue Name 1116	43,0	39,6	3,4	300	mm/dd/yyyy		
Project 206	Issue Name 200	9,3	9,4	-0,1		10/01/2019	non-billable	
Project 206	Issue Name 202	86,7	95,4	-8,8	300	mm/dd/yyyy		
Project 206	Issue Name 201	138,1	148,3	-10,1	300	mm/dd/yyyy		
Project 206	Issue Name 203	32,2	39,3	-7,2	500	04/30/2019		2019-09-01 09:38:40
Project 206	Issue Name 1252	11,7	11,7	0,0	300	mm/dd/yyyy		
Project 206	Issue Name 1251	3,5	3,5	0,0	300	mm/dd/yyyy		
Project 206	Issue Name 199	89,2	95,3	-6,1		07/10/2019	overcharge - no rate	
Project 206	Issue Name 1250	4,3	4,3	0,0	300	mm/dd/yyyy		
Project 206	Issue Name 15	150,0	43,3	106,7	200	10/01/2019		2019-10-28 09:15:57
Project 206	Issue Name 160	52,5	52,5	0,0	400	07/01/2019		2019-08-21 08:27:21
Project 206	Issue Name 198	25,9	28,0	-2,1	300	mm/dd/yyyy		
Project 206	Issue Name 197	7,0	7,0	0,0	500	09/01/2019		2019-09-20 13:37:58
40 rows					300	mm/dd/yyyy		☑
					☑	☑	☑	

Challenge:

Enrich data from core systems by manual inputs in Qlik instead of creating new excel files on the server: rates to JIRA issues, purchase costs to ZOHO sales orders.

Data source:

Manual inputs, data about ongoing and upcoming projects from JIRA, sales orders connectivity to JIRA and associative data model, responsible person can simply choose specific project, customer or order and assign agreed rate to the issue instead of creating new excel file and copying issue's key there. Batch update enables the user to assign the same value to multiple issues within the selection on one click. Thanks to the change log, rates can be analyzed from time perspective, as well. The same logic is used for adding purchase costs to sales orders from ZOHO.

Biggest values:

Time savings, data quality and minimizing human errors.

"
There is no easier way to manage project MD rates, especially when there are more of them for specific types of work. Just set the rate for specific Jira issues and that's it - I can see the comprehensive overview of budget spending over time.

- Andrej Chrastina - Customer Success Manager, EMARK
"

Next Forms use cases in EMARK's processes

Attendance register for sales team

- Forms will be used for simple inputs about their other activities, such as sick days or vacation

Cash-flow management

- backlog about payment-related behaviour of partners and customers for better planning

- modification of due dates for making cash-flow plan more realistic

- move cash-flow planning to Qlik Sense app with full log and access to all relevant people

Human resources

- overview of technical and soft skills of team members for better allocation them to projects

- enablement management – overview of employees goals, their fulfillment, vision...

- onboarding process - process checklist, centralized information about each employee

> "
> Having more time, there would be a Forms object on every second sheet (at least that's what my users would have me do :D).
>
> - *Radovan Oresky – Chief Solutions Officer & Partner,*
> *EMARK*
> "

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inphinity@inphinity.xyz