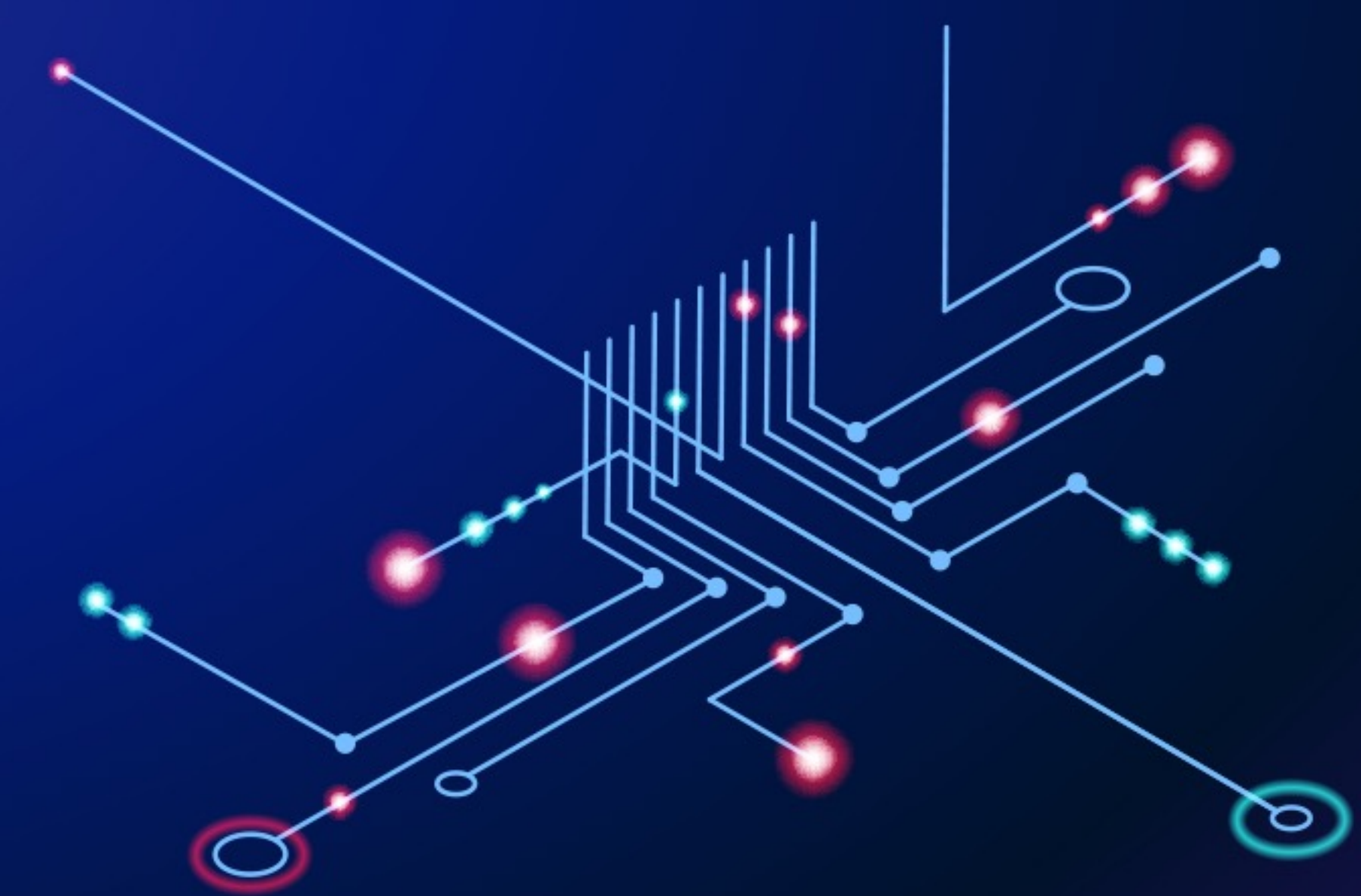


How to win the Total Cost of Ownership battle with Qlik Cloud

SAULIUS KRIUKELIS

Head of Noise, Infotrust



QLIK BALTICS ONLINE #2

QLIK AND SNOWFLAKE: SHAPE YOUR DATA

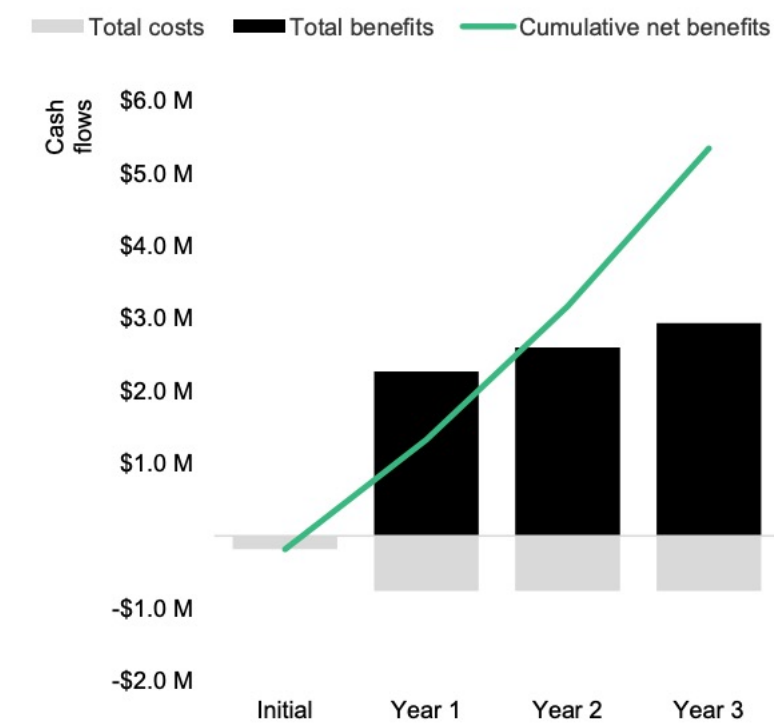
Total Economic Impact™ (TEI) by Forrester Consulting



A FORRESTER TOTAL ECONOMIC IMPACT™ STUDY COMMISSIONED BY QLIK

[Link to the study](#)

Cash Flow Chart (Risk-Adjusted)



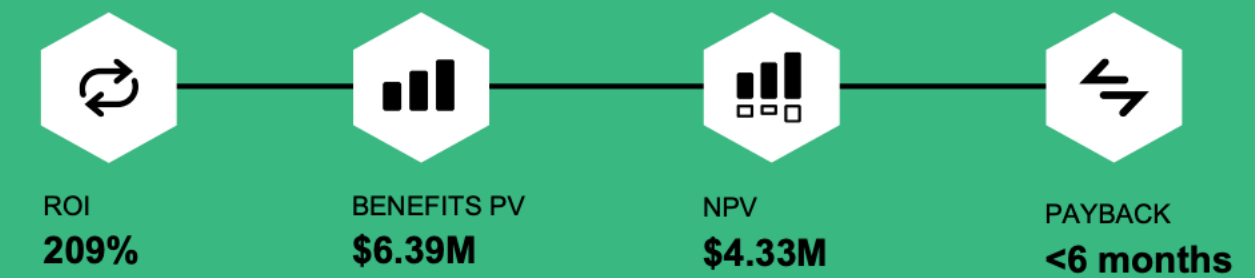
The financial results calculated in the Benefits and Costs sections can be used to determine the ROI, NPV, and payback period for the composite organization's investment. Forrester assumes a yearly discount rate of 10% for this analysis.

These risk-adjusted ROI, NPV, and payback period values are determined by applying risk-adjustment factors to the unadjusted results in each Benefit and Cost section.

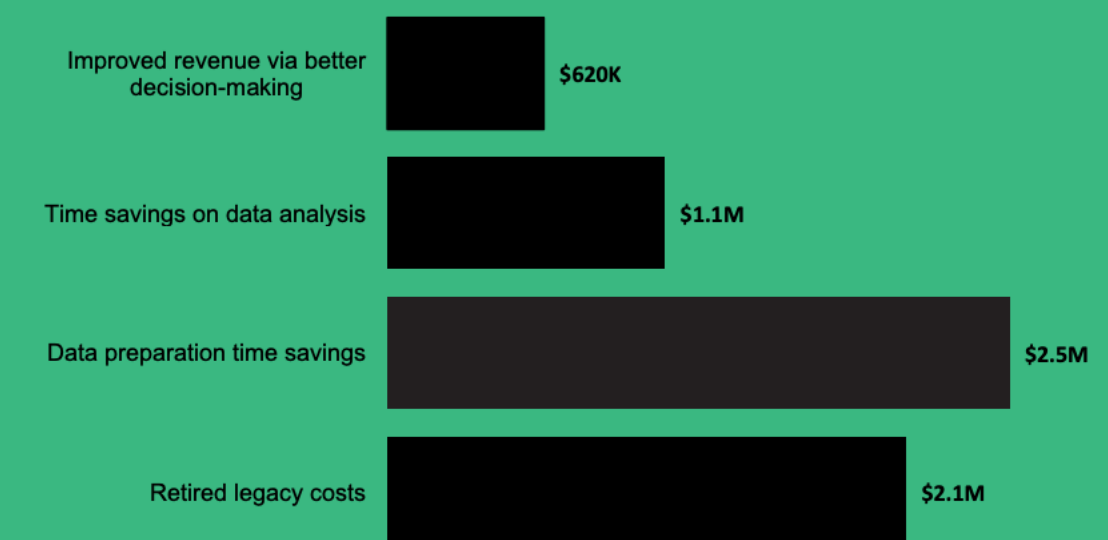
Cash Flow Analysis (Risk-Adjusted Estimates)

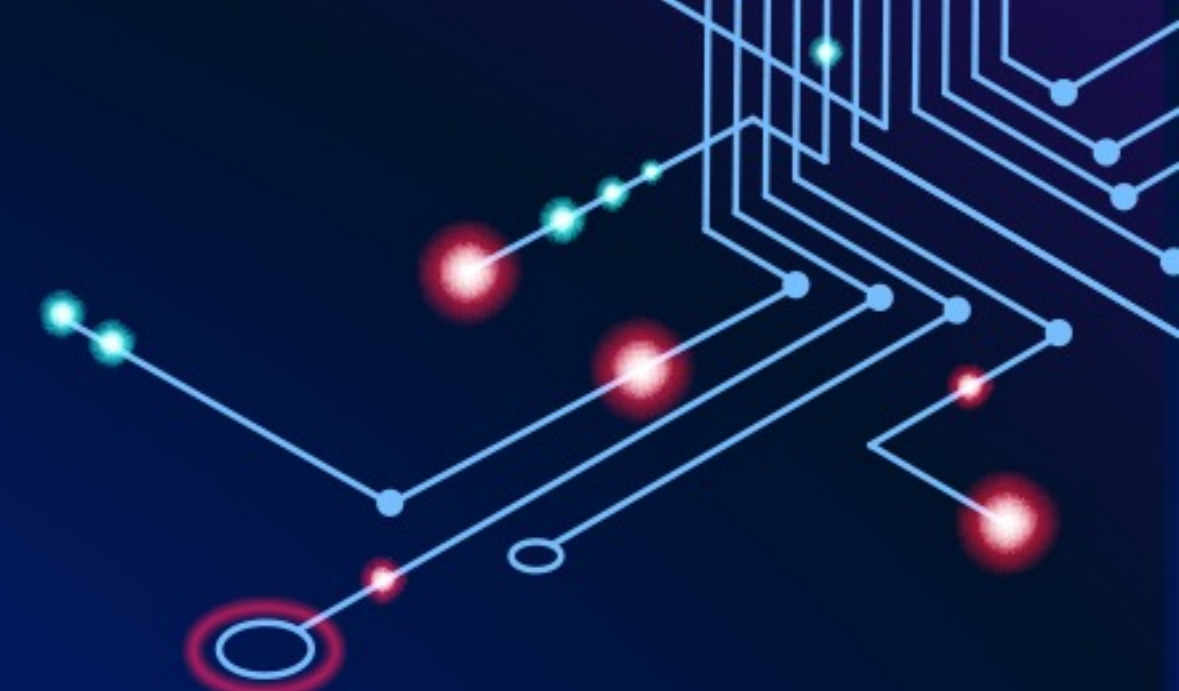
	Initial	Year 1	Year 2	Year 3	Total	Present Value
Total costs	(\$185,487)	(\$757,050)	(\$757,050)	(\$757,050)	(\$2,456,637)	(\$2,068,158)
Total benefits	\$0	\$2,268,250	\$2,596,500	\$2,910,500	\$7,775,250	\$6,394,615
Net benefits	(\$185,487)	\$1,511,200	\$1,839,450	\$2,153,450	\$5,318,613	\$4,326,457
ROI						209%
Payback						<6 months

EXECUTIVE SUMMARY



Benefits (Three-Year)

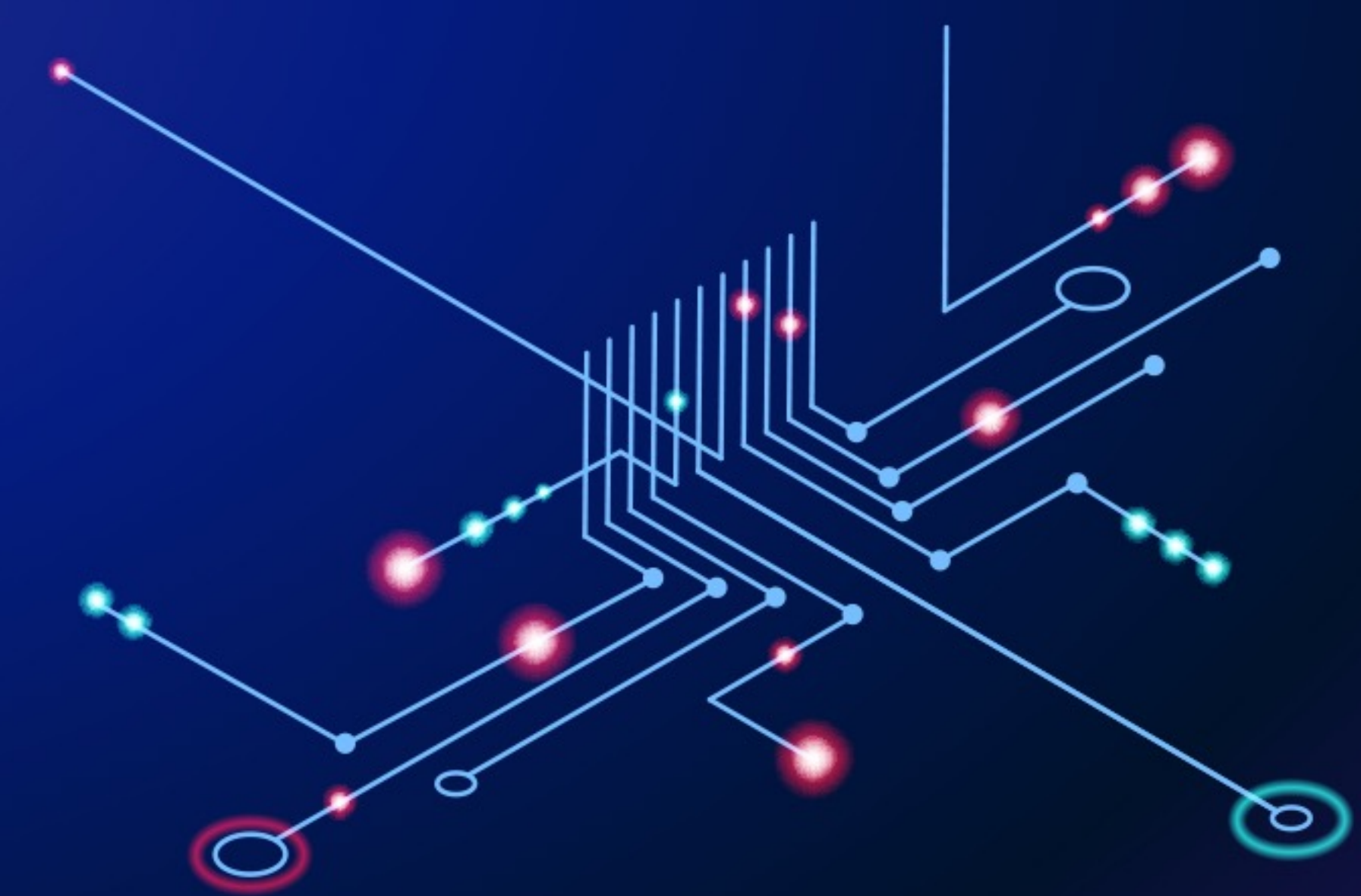




Thank You!

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Book a meeting:



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