Qlik | iNFOTRUST

Meet Capacity Based Pricing: how to get unlimited Qlik Sense users for everyone in the company

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QLIK BALTICS ONLINE #2

QLIK AND SNOWFLAKE: SHAPE YOUR DATA

Qlik Sense products (flavours)

- **Qlik Sense Enterprise Client Managed (QSEoW) (2014)**

  - Private cloud, Public cloud (Azure, AWS, Google Cloud, Oracle Cloud (OCI))

  Client takes care of infrastructure, security, installation, configuration, upgrades, etc.

- **Qlik Sense SaaS (Qlik Cloud) (2018)**

  - User Based Editions (professional, Analyzer, Analyzer Capacity):
    - Qlik Sense Business
    - Qlik Sense Enterprise SaaS

  Qlik takes care of HW infrastructure, security, installation, configuration, upgrades, etc.

Clear signal

April: SaaS vs CM license price

License	Price 1Y EUR, **SaaS**	Price 1Y EUR, **CM**	Diff, %
Qlik Sense Enteprise Professional	870	900	3,4%
Qlik Sense Enteprise Analyzer	495	510	3,0%
Qlik Sense Enteprise Analyzer Capacity	1230	1272	3,4%

Qlik pricelist, April 2024

Mind that vendor is provisioning the hw.

Another signal

- **Qlik Cloud Analytics (2023)**
  - Capacity based pricing model
    - Standard (entry)
    - **Premium (main):** unlimited users; data for analysis; streaming capabilities of QCDI
    - Enterprise

Now:

- **Every company can seed capabilities to nurture data and analytics champions, - no limitations;**
- **the more users work with data, the more value could be unfolded and captured;**
- **It's people who unlock value now;**
- **Value metering based on Data for Analysis.**

Capacity based pricing

Analytics Tiers

	Standard	Standard (25GB)	Premium	Enterprise
Get	Analytics for users who need access	All Analytics capabilities for users	All analytics capabilities, which anyone in the organization can view	All analytics capabilities for everyone in the organization
Includes	• 10 Full Users (Min Purchase) • 50GB Maximum Data for Analysis • App Size up to 5GB • One Tenant • Shared Spaces – 5 • No Managed Spaces • Application Automation • Reload Concurrency - 5 • Standard Connectors • Data moved to Qlik Cloud (relational & SaaS sources)	• 20 Full Users • App Size up to 5GB • One Tenant • 1GB Personal Space (Full Users) • Enterprise Governance • Reporting Service (1,000 reports pm) • Application Automation (1,000 runs pm) • AutoML (1 Model, restricted dataset) • Reload Concurrency - 5 • Standard Connectors • Data moved to Qlik Cloud (relational & SaaS sources)	• Unlimited Basic Users • App Size upto 10GB • Multiple tenants (per 25GB minimum) • 1GB Personal Space (Full Users) • Enterprise Governance • Reporting Service (5,000 reports pm) • Application Automation (1,000 runs pm) • AutoML (2 models, restricted dataset) • SAP / Lineage Connector • Reload Concurrency - 30 • Data moved to Qlik Cloud (adds SAP, Mainframe, iSeries)	Everything in Premium plus: • Unlimited Full & Basic Users • App Size upto 10GB • Enterprise options • Reporting Service (25,000 reports pm) • Reload Concurrency – 50
Buy	Full Users	Data for Analysis + Full Users	Data for Analysis + Full Users	Data Analyzed

Yet another signal: “Move to Cloud”

- **Concerns:**
  - **QlikView customers (perpetual) on maintenance;**
  - **QlikView / Qlik Sense CM customers (perpetual) on DUAL maintenance;**
  - **Qlik Sense (CM) customers (perpetual) on maintenance;**
  - **Qlik Sense (CM) customers on subscription.**

- **Target:**
  - **Make it easy and irresistable offer for all Qlik customers on-prem to move to Cloud at your own pace (within 3Y);**
  - **All new capabilities and innovations available in Qlik Cloud are included in the offer.**

Yet another signal: “Move to Cloud”

20% Uplift for Three Years

- With a 20% uplift on your current subscription, you can retain your entire on-premise setup for the next three years while also gaining access to equivalent capacity in the cloud, getting **UNLIMITED** Basic users (or Professional for higher offering tier).
- This means you get to keep using your QlikView and Qlik Sense client-managed environments and enjoy the additional cloud capabilities.

Comprehensive Capacity Matching:

- current capacity needs are fully met in the cloud. Migration Center tools will help to assess data usage, ensuring a seamless capacity match during your transition.

Ease of Transition:

- For users currently on maintenance or subscription plans, this offer provides a straightforward pathway to move to the cloud without losing any existing capabilities. This is a one-time offer that includes all users, treating professional and analyzer licenses as full users in the cloud capacity model.

Future-Proof Analytics:

- Moving to the cloud with Qlik ensures that you are leveraging the latest innovations and developments. All new features and advancements are cloud-first, giving you a competitive edge and the best analytical capabilities available.

Flexible and Secure Transition:

- The program is designed to be flexible, addressing concerns about data capacity and user management. Even if you are not fully off on-premise at the end of the three-year term, you can continue using a client-managed add-on, albeit with an additional purchase.

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Thank You!

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Book a meeting:

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