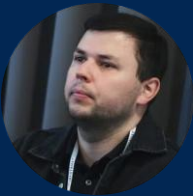


One Week to Modern Data

14:00 – 14:40

From Environment Setup to Value



Edgaras Petraševičius

Qlik Technical Architect, The Infotrust



Simas Baranauskas

Business Intelligence Solutions Architect,
The Infotrust



Two products. One fast track.

MANAGED DEPLOYMENT

DATA PRODUCTS

STANDARD PACKAGE · BOTH ARRIVE READY



MANAGED DEPLOYMENT

The platform is ready

- Qlik Cloud or Snowflake
- Open to engineers and end users
- Ready to scale as you grow

+



DATA PRODUCTS

The data is ready

- Business Central, Rivile, SQL
- Described for BI and AI
- Finance and Debts, plug and play

→



THE OUTCOME

Ready for BI and AI

Engineers build, end users consume, AI reads governed data.

Fixed price, pre-built, proven. Same governance on Qlik Cloud and Snowflake.

Less infrastructure. Not less work.

PART 1 · MANAGED DEPLOYMENT

Cloud took away the servers.

Identity, roles, spaces and connections still have to be designed - by someone.

Who takes care of what?

CLOUD PLATFORM · WHAT STILL NEEDS DESIGNING

	Qlik Cloud / Snowflake	Managed Deployment
Servers and patching	Vendor	-
Firewalls and load balancers	Vendor	-
Reverse proxies	Vendor	-
Certificate renewals	Vendor	-

STILL NEEDS DESIGNING

Spaces, databases and schemas	You	Included
Roles and RBAC	You	Included
SSO and identity federation	You	Included
Data connections and notifications	You	Included

Without us, the second block is yours to design. With Managed Deployment, it arrives done.

Managed Deployment

PRODUCT 01 · QLIK CLOUD OR SNOWFLAKE

MANAGED DEPLOYMENT

DATA PRODUCTS

WHAT YOU GET

- Identity and SSO, set up and tested
- Roles and RBAC for your teams
- Spaces or databases, clean structure
- Connections and service accounts
- Usage monitoring for admins

THE PROMISE

Governed from the start, at a fixed price.

HANDED OVER AS

A validated platform.

Engineers and end users can start working.

The advantage: governance is designed before the first developer logs in, not retrofitted later.

Why teams start here

MANAGED DEPLOYMENT

DATA PRODUCTS

MANAGED DEPLOYMENT · WHAT IT SAVES YOU

01

No blank page

A tested design, not a first attempt

02

SSO on every tier

SCIM with Snowflake and Qlik Cloud Enterprise

03

A clear path to production

DEV to PROD, Medallion or DEV/TEST/PROD

04

Costs you can read

Three Snowflake warehouses: internal, external, service

Right for: teams who want to build on the platform, not build the platform.

Two platforms, one operating model. Learn it once, use it on Qlik Cloud and on Snowflake.

Standard or Enterprise

MANAGED DEPLOYMENT

DATA PRODUCTS

BOTH FULLY GOVERNED · SCALE AND OPERATING MODEL DIFFER

	Standard	Enterprise
	FAST TRACK · FIXED PRICE	CUSTOM PROJECT · SCOPED
Best fit	Small team, fewer than 5 developers	Multiple or larger development teams
Identity	SSO, plus SCIM on Snowflake	SSO with SCIM, identity provider groups
Access	Native groups, Snowflake roles	Identity provider groups via SCIM
Structure	DEV to PROD, single tenant	Full space architecture, multi-tenant
Snowflake compute	Three-warehouse approach	Multi-warehouse, by requirement
Security add-ons	Platform defaults	Network policy, key-pair auth, notifications
Automation	One shared service account	Service accounts and OAuth per team
Monitoring	Usage dashboard for admins	Alerts, full monitoring, backups

Add-ons: plug in when needed

MANAGED DEPLOYMENT

DATA PRODUCTS

OPTIONAL · FIXED PRICE EACH · ANY TIME AFTER GO-LIVE

QLIK CLOUD



Self-Service Module

Personal workspace, self-service permissions

QLIK CLOUD



Reload extensions

Trigger and monitor reloads straight from the app

QLIK CLOUD



Application Management Console

Governed moves, renames, reassignments, retirements

QLIK CLOUD



Cloud Governed Metrics Service

Usage and cost visibility across spaces

QLIK CLOUD



Airflow

Scheduling across the wider data pipeline

SNOWFLAKE



Business Sandbox

Personal workspace, no admin day to day

SNOWFLAKE



FinOps

Spend visibility, budgets and alerts

SNOWFLAKE



Ingestion via Openflow

Managed, low-code pipelines to land data

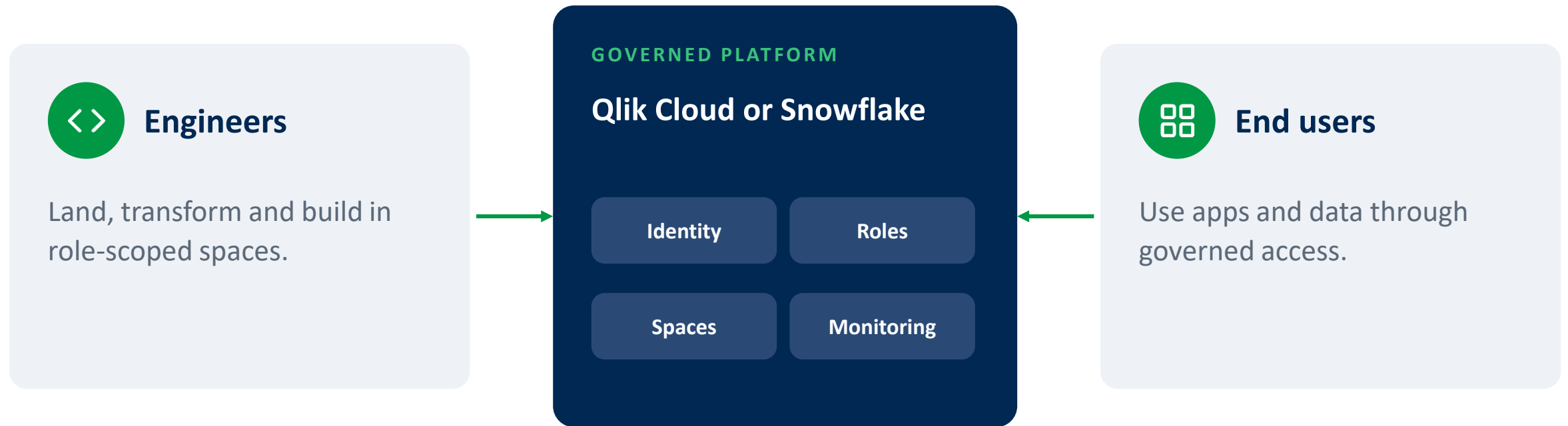
Same idea, both platforms: Self-Service Module and Business Sandbox give each user a governed workspace.

Handed over ready

TWO WAYS IN · BOTH GOVERNED

MANAGED DEPLOYMENT

DATA PRODUCTS



Platform ready. Value starts when data lands on it.

Next: Data Products - Simas Baranauskas.

Ready-to-use data, on the same fast track.

PART 2 · DATA PRODUCTS

Simas Baranauskas

01

Ingest

02

Enrich

03

Transform

04

AI

Ingest: getting the data in

MANAGED DEPLOYMENT

DATA PRODUCTS

STEP 01 · INGESTION · HOW DATA LANDS

FAST TRACK



Business Central, cloud



On-prem SQL Server

SCHEDULED LOADS

Business Central 2-3 times a day. SQL: full reload of a defined table set.



LANDS IN

Raw layer (Bronze)

Exactly as it arrives, from every source, in one place.

CUSTOM PROJECT



Change data capture (CDC)



Synapse Link: D365 F&O, CRM, Power Apps



REST APIs

CUSTOM PIPELINES

Incremental loads, schema changes handled automatically, hourly or faster.

Every source lands in the same raw layer. **Ready for enrichment.**

Data that explains itself

MANAGED DEPLOYMENT

DATA PRODUCTS

RAW DATA ENRICHMENT · BEFORE AND AFTER

Raw tables land with plain-language descriptions attached. BI developers, business users and AI read the same meaning.



Fast track

Business Central and Rivile standard tables



Custom project

Other ERPs, custom modules, sensitivity tagging

BEFORE · Cust. Ledger Entry, as it lands

Column	Description
Customer No.	?
Remaining Amt. (LCY)	?
Due Date	?



AFTER · enriched, illustrative

Column	Description	Sensitivity (custom)
Customer No.	Unique customer identifier in Business Central	Internal
Remaining Amt. (LCY)	Open balance in local currency, after payments	Confidential
Due Date	Date the open amount is due for payment	Internal

Customer

+ Add tags

The table contains records of customer information. Each record represents a single customer and includes details about their contact information, location, and financial relationships.

Overview Preview Data quality Lineage Access

Filter by name

124 columns

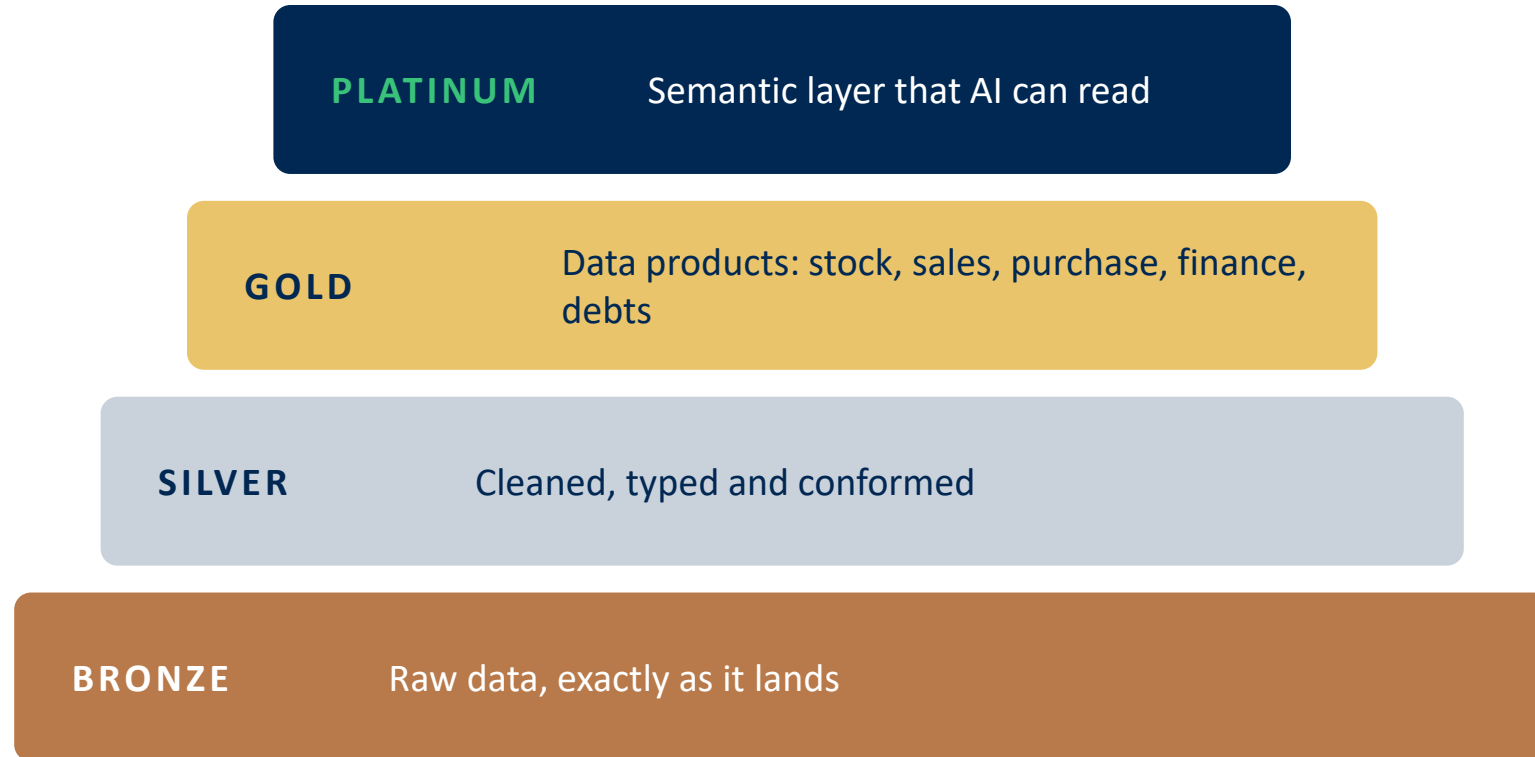
Generate descriptions

Columns

#	Column name	Type	Description	Tags
123	\$DeliveredDateTime	timestamp_NTZ	Timestamp when the record was delivered/replicated from Busin...	
117	\$systemId	Varchar	System-generated unique GUID for the record in Business Central	CUSTOMER_SENSITIVE IDENTIFIER
5	Address	Varchar	Primary street address of the customer	CUSTOMER_SENSITIVE PII
6	Address 2	Varchar	Secondary address line (suite, floor, building, etc.)	CUSTOMER_SENSITIVE PII
92	Allow Line Disc.	Boolean	Flag allowing line-level discounts for the customer	
76	Allow Multiple Posting Groups	Boolean	Flag allowing use of multiple posting groups for the customer	
36	Amount	Number	Current outstanding balance amount for the customer	CUSTOMER_SENSITIVE FINANCIAL
47	Application Method	Varchar	Method for applying customer payments (Manual or Apply to Old...	
104	Asmens kodas II	Varchar	Personal identification code (Lithuanian localization field)	CUSTOMER_SENSITIVE PII
93	Base Calendar Code	Varchar	Base calendar code for business day calculations	
41	Bill-to Customer No.	Varchar	Customer number to use as the bill-to party if different from the s...	CUSTOMER_SENSITIVE FINANCIAL
68	Block Payment Tolerance	Boolean	Flag to block payment tolerance for this customer	
37	Blocked	Varchar	Blocking status indicator (blank, Ship, Invoice, or All)	
18	Budgeted Amount	Number	Budgeted sales amount expected from the customer	CUSTOMER_SENSITIVE FINANCIAL
70	Cash Flow Payment Terms Code	Varchar	Payment terms code used specifically for cash flow forecasting	

From raw to ready, layer by layer

TRANSFORMATIONS · BRONZE TO PLATINUM



Business-ready at Gold. **AI-ready at Platinum.**

MANAGED DEPLOYMENT

DATA PRODUCTS

UNDER EVERY LAYER



Version-controlled in GitHub



Deployed through CI/CD

CUSTOM PROJECT

- Automated data tests
- Business-specific logic
- Descriptions and sensitivity
- Other or custom ERPs

+ Add tags

CORTEX-GENERATED DESCRIPTION ⓘ

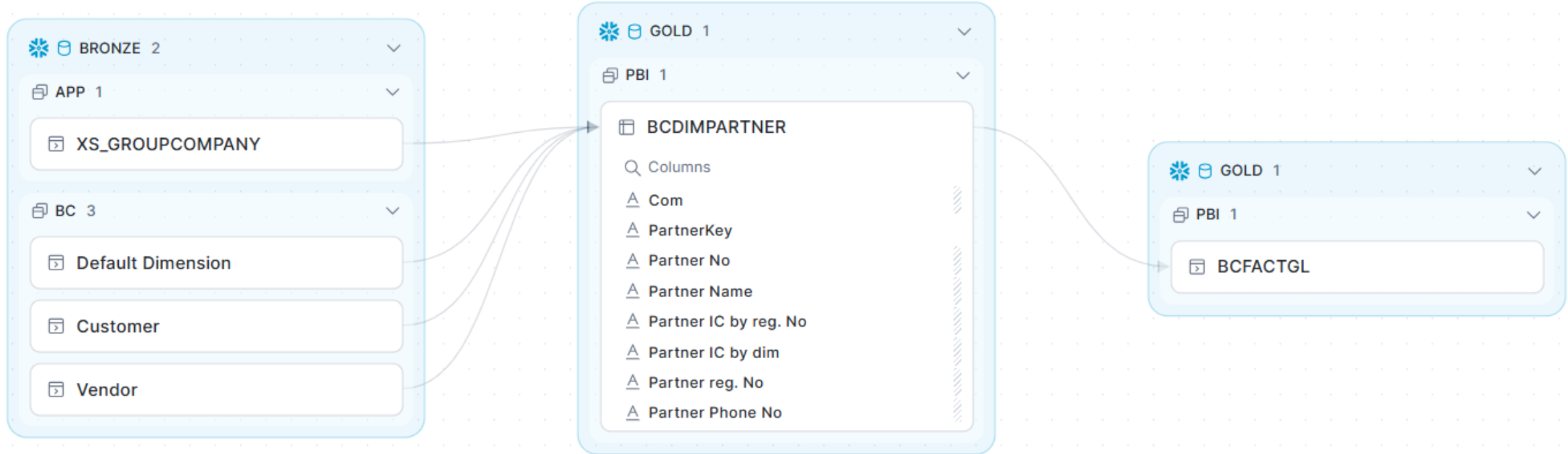
The table contains records of business partners, including their contact and financial information. Each record represents a single partner and includes details about their identification, location, and business operations.

OverviewPreviewData qualityLineageAccessCopy history

 Filter by name

13 columns

# ↑↓	Column name ↑	Type ↑↓	Description ⓘ	Tags	Policy
1	 Com	Varchar	Group company short code		
12	 Partner Ben Bus P...	Varchar	Beneficial business posting group of the partner.		
11	 Partner Country	Varchar	Country of the partner.		
9	 Partner E-mail	Varchar	Email address of the partner.	 CUSTOMER_SENSITIVE CONTACT	
6	 Partner IC by dim	Varchar	Identification if this is a group company by financi...		
5	 Partner IC by reg. No	Varchar	Identification if this is a group company by registr...		
4	 Partner Name	Varchar	Name of the partner.	 CUSTOMER_SENSITIVE PII	
3	 Partner No	Varchar	Unique partner identifier (in one group company).		
8	 Partner Phone No	Varchar	Partner phone number.	 CUSTOMER_SENSITIVE CONTACT	
10	 Partner Posting Gr...	Varchar	Posting group of the partner.		
7	 Partner reg. No	Varchar	Partner registration number.	 CUSTOMER_SENSITIVE PII	
13	 Partner VAT Bus P...	Varchar	VAT business posting group of the partner.		
2	 PartnerKey	Varchar	Unique key for the partner.		



BCDIMPARTNER

+ Add tags

The table contains records of business partners, including their contact and financial information. Each record represents a single partner and includes details about their identification, location, and business operations.

Overview Preview Data quality Lineage Access Copy history

MonitoringData Profile

Schedule 5 minutesAdd quality checkGENERAL_EXT_WH



Enable anomaly detection for volume and freshness

Ensure your data stays accurate and timely. Use anomaly detection to catch irregularities in volume or freshness early.

EnableLearn more

2/2 quality checks passing



2 passing

Quality dimensions

Volume1All checks passed

ARGUMENT	ROW COUNT	STATUS
BCDIMPARTNER	62,863	Expectation passed

UniquenessAll checks passed

Duplicate count1

COLUMN	Duplicate COUNT	STATUS
PartnerKey	0	Expectation passed

+ Add tags

Pardavimų, POS (kasų) ir likučių (atsargų) operacijų analitinis modelis. Apima pardavimų faktus (kiekiai, kainos, nuolaidos, savikaina, PVM), atsargų likučius (LIKUTIS_ laukai, šaltinis Likučiai) ir pagrindinius KPI (apyvarta, bendrasis pelnas, marža, antkainis, kvitų skaičius, prekių krepšelis) su dimensijomis: parduotuvės, prekės, pirkėjai, partneriai ir POS terminalai. Grąžinimai duomenyse saugomi neigiamomis reikšmėmis. Duomenys lietuvių...



▲ PARDUOTUVES_PAVADINIMAS

Parduotuvės pavadinimas

"PARDUOTUVĖS_PAVADINIMAS" · VARCHAR(16777216)

PARDUOTUVES_PLOTAS

Parduotuvės plotas kv.m. Sinonimai: prekybinis plotas

"PARDUOTUVĖS_PLOTAS" · NUMBER(38,0)

> Time Dimensions 0

> Facts 0

> Named Filters 0

> Metrics 0

📄 FACTS_AI

> Dimensions 40

> Time Dimensions 0

> Facts 41

> Named Filters 0

▼ Metrics 85

ANTKAINIS_PCT

Antkainis % = bendrasis pelnas po grąžinimų / pardavimų savikaina po grąžinimų. Reikšmė yra santykis (0.35 = 35%). Sinonimai: Antkainis %, markup

DIV0(SUM(CASE WHEN "ŠALTINIS" IN ('POS','Pardavimai','POS grąžinimai','Pardavimo grąžinimas') THEN COALESC

APYVARTA_BE_PVM_PO_GRAZINIMU

PAGRINDINIS apyvartos rodiklis. Apyvarta EUR be PVM po grąžinimų: POS ir registruoti pardavimai minus visi grąžinimai (grąžinimai duomenyse yra neigiami). Sinonimai: apyvarta, Apyvarta EUR be PVM po grąžin., turnover, revenue, pajamos

Semantic view details

Definition	View SQL
Object type	SEMANTIC_VIEW
Owner	SNF_ROLE_CORTEX_BUILDER
Created	Jul 14, 2026

Contacts

Steward	—
Support	—
Approver	—

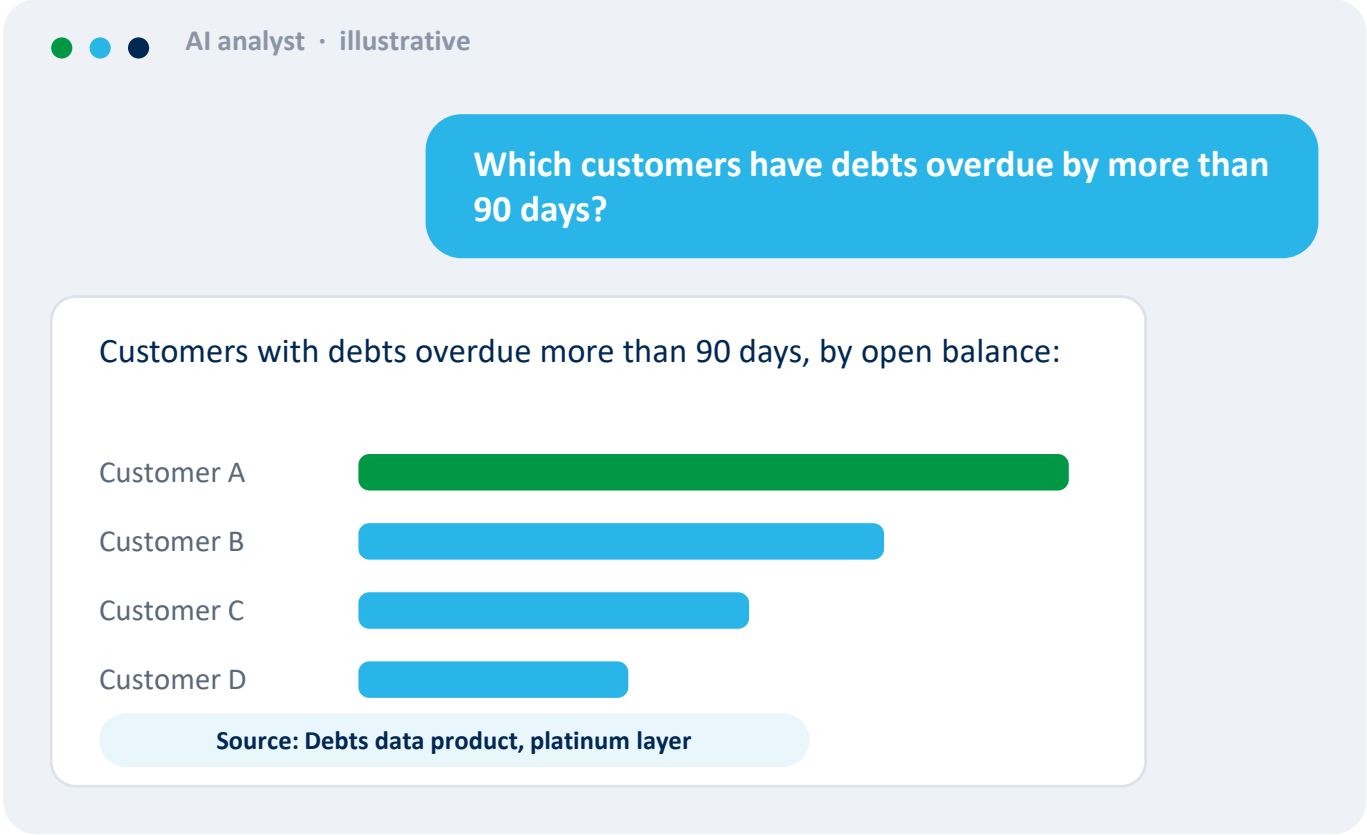


Ask the data, get a governed answer

AI · ON THE PLATINUM LAYER

MANAGED DEPLOYMENT

DATA PRODUCTS



Platinum semantic layer

Business meaning defined once, read by every AI tool



AI analysts and agents

Plain-language questions, answers from governed data



MCP servers

One governed connection point for any AI client

Fast track: AI on the ready data products. **Custom:** your own agents and MCP servers.

Data products, off the shelf

MANAGED DEPLOYMENT

DATA PRODUCTS

PRODUCT 02 · FAST TRACK · FIXED PRICE

CONNECTORS



Business Central, cloud

Loaded 2-3 times a day, metadata descriptions included



Rivile

Standard tables with general descriptions



On-prem SQL Server

Full reload of a defined table set

READY DATA PRODUCTS



Finance

Plug-and-play finance model for supported sources



Debts

Plug-and-play debt model for supported sources



Stock, Sales, Purchase

Business Central data products, reused not rebuilt

CUSTOM PROJECT

CDC

Custom SQL pipelines

Synapse Link: D365 F&O, CRM, Power Apps

Any API

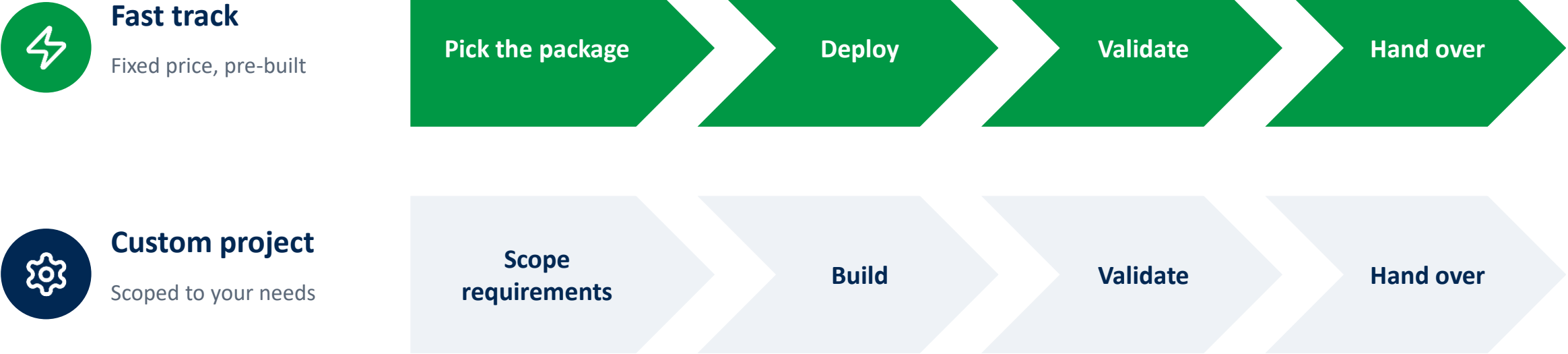
Other ERPs

Fast track or custom project

MANAGED DEPLOYMENT

DATA PRODUCTS

SAME RULE FOR BOTH PRODUCTS · SAME GOVERNED OUTCOME



Both lanes land on the same governance: roles, spaces, monitoring and data standards.

Your fast track

SUMMARY • YOUR NEXT STEP

1

Start with the platform

Standard Managed Deployment, fixed price.

2

Plug in ready data

Business Central, Rivile, SQL, Finance and Debts.

3

Grow with add-ons

Self-service, FinOps, operations - when needed.

4

Go custom when it pays

A scoped project for anything off the shelf.

YOUR NEXT STEP

Map your fast track with us

- Qlik Cloud, Snowflake, or both
- Which sources fit the fast track
- What, if anything, needs a project

TALK TO US TODAY



Edgaras
Petraševičius



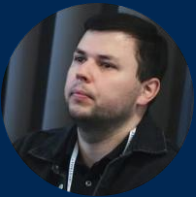
Simas
Baranauskas

events.theinfotrust.com

The platform and the data. Ready for BI and AI.

MANAGED DEPLOYMENT · DATA PRODUCTS

Thank you - questions?



Edgaras Petraševičius

Qlik Technical Architect, The Infotrust



Simas Baranauskas

Business Intelligence Solutions Architect,
The Infotrust