![Qlik Partner Network]

Use Case

AtoBI, Business Geografic (GeoQlik) and Qlik help Melbourne East General Practice Network Optimize Primary Health Care

Customer Challenge

Melbourne East General Practice Network (MEGPN) is an independent not-for-profit organization in Melbourne, Australia. MEGPN supports the appropriate planning and geographic distribution of a range of healthcare services in four districts within the greater Melbourne metropolitan area. The organization sought to improve its ability to target healthcare services throughout the community by identifying gaps in coverage in specific neighborhoods. To support this effort, MEGPN needed to bring together and overlay multiple sources of service and patient data.

Solution

AtoBI, an Elite Qlik Solution Provider with expertise in complex enterprise deployments, teamed with Business Geografic, a Qlik Technology partner and the software provider behind GeoQlik, the powerful mapping extension for QlikView® and Qlik® Sense, to create a healthcare services analytics solution that would support MEGPN's service planning needs.

Genesis of the deal: An initial meeting between AtoBI and MEGPN immediately led to plans for MEGPN to participate in a 'Seeing is Believing' experience – a mini proof of concept exercise that delivers a first experience with QlikView using MEGPN company data. Understanding that geography is a critical variable that adds complexity to MEGPN's ability to make informed decisions, AtoBI engaged Business Geografic to enhance QlikView with GeoQlik. This collaboration provides the advanced mapping capabilities needed to visualize geographies with healthcare service gaps. The partner team also incorporated QlikView® NPrinting for the centralized scheduling and distribution of reports. With NPrinting, QlikView serves as a single system for both interactive analytics and reporting.

The collaboration between AtoBI, Business Geografic and Qlik led to the solution's successful launch to employees serving more than 620,000 local residents. The healthcare analytics solution enables MEGPN to conduct a multitude of analyses such as mapping the:

- Location and needs of vulnerable populations
- Disease locations, including localized outbreaks such as gastroenteritis and flu
- Location and coverage of service providers

- Geographic trends in prescriptions and other medical procedures to ensure best practice and a degree of uniformity across service providers

With QlikView NPrinting, MEGPN has saved 20 to 30 hours per week on report building.

MEGPN can better ensure government funding is allocated to the right areas and provide valuable information to major hospitals and general practitioner offices. For example, MEGPN recently completed a project to provide all patients with 24-hour care. The organization leveraged the solution to look at the current population and demographics, then overlaid opening times and locations of general practitioner services. Based on this analysis, significant funding decisions were made on the most appropriate timing and location of services. This helped to ensure that no matter where people reside, a conveniently-located, after-hours general practitioner service is available. Patients receive more timely and appropriate care, and emergency department visits are reduced.

Partnering for Results – Increased Efficiency, Agility and Transparency

The speed of execution, the GeoQlik Maps and the ease and flexibility in data modeling and analytics were key components of the team's success. According to Adam McLeod, Acting CEO of MEGPN, "We immediately saw that the QlikView + GeoQlik-powered solution would provide real benefits thanks to its user-friendly capabilities. With very little training needed, business users now have comprehensive data discovery and visualization capabilities at their fingertips to make a host of decisions with confidence."

AtoBI is also reaping benefits. By adding GeoQlik for sophisticated mapping capabilities to its portfolio, AtoBI can now meet a broader set of customer requirements and advance its pipeline as a dedicated Qlik solution provider.

More Information

About AtoBI Pty Ltd

AtoBI is dedicated to providing the best Qlik consultants, training and solutions in Australia, with particular expertise in training, handling Big Data and delivering complex solutions to the enterprise. With over 10 years of experience delivering Qlik solutions, AtoBI is the ideal partner to help customers maximize their return on investment and help any organization to become truly Business Intelligence-led. Find out why AtoBI is one of Qlik's most trusted solution providers. www.atobi.net - Business Intelligence Made Easy.

About Business Geografic

Business Geografic, the software provider behind GeoQlik for QlikView® and Qlik® Sense, is a leading Qlik Mapping Technology Partner with over 25 years of experience in mapping software development and integration, among which 8 years within QlikView (and Qlik Sense). GeoQlik comes with innovative, powerful representation modes such as heat maps and flow maps. GeoQlik also offers access to brand new Business Geo-Services including geocoding and isolines. With over 150 GeoQlik Reseller Partners worldwide, Business Geografic meets exponential success on all continents. www.business-geografic.com – www.geoqlik.com

About Qlik

Qlik (NASDAQ: QLIK) is a leader in visual analytics. Its portfolio of products meets customers' growing needs from reporting and self-service visual analysis to guided, embedded and custom analytics. Approximately 36,000 customers rely on Qlik solutions to gain meaning out of information from varied sources, exploring the hidden relationships within data that lead to insights that ignite good ideas. Headquartered in Radnor, Pennsylvania, Qlik has offices around the world with more than 1700 partners covering more than 100 countries. www.qlik.com