

# Growth Dashboard



The aim of the QlikSense Growth Dashboard is to provide users with:

- Identify and understand top opportunities across the group, GBU, customer, or product
- Monitor the Realized Sales and Realization Rate from won opportunities
- Understand how your Devpool is evolving between 2 periods of time
- Monitor the outlook and progression of the innovation pipeline over the years across various dimensions including stage, archetype or GPM cluster.

The primary sources from the Growth Dashboard are:

- Salesforce (CORE & iCARE):
  - Opportunities
  - Realized Sales
  - Opportunity Line items
- WEGO:
  - Weekly snapshots are captured from the WEGO platform and entered into the Growth Dashboard.

Data from Salesforce is refreshed daily - any change made in Salesforce will be reflected in the opportunity the day after.

Please note that the naming convention to be followed when creating and saving a bookmark is GBU\_Page\_Scope (i.e. SpP\_PipelineEvol\_SKABatteries).

Information per page:

- **Opportunities**
  - Opportunities Forecast
  - Closed Opportunities
  - Pipeline Evolution
  - Sales Team Pipeline Review
  - SIP DVP Target
- **Growth**
  - Churn & Opportunity Performance
  - WEGO (Innovation)
  - WEGO (Innovation) Snapshot
- My Data Report
  - Opportunities
  - WEGO

Other information:

- Filters & Selections
- Time Selection
- Currencies
- How to create a bookmark
- Download data

Access management sources:

- Support Documentation
- Access management
- Data source information
- Feature & Improvement Release

## Target Users

- Market VPs
- Sales Directors
- Commercial Excellence
- Marketing Director
- Marketing / Business Development

## Overview

[Link to the dashboard](#)

Technical documentation and user guides:

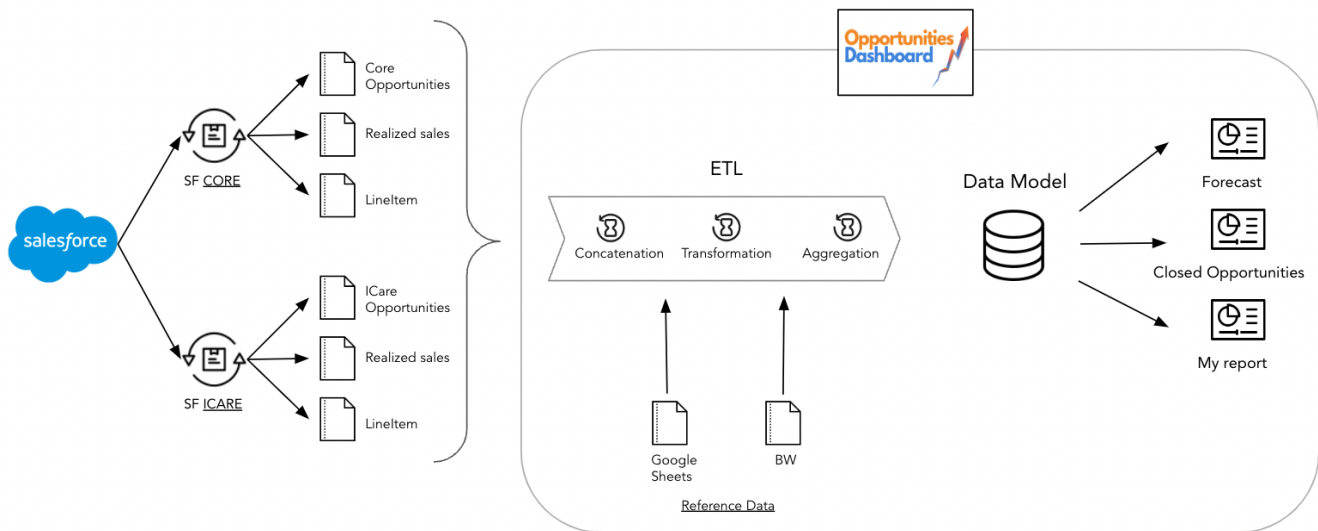
- [Syensqo](#)

[General Qlik Training](#)

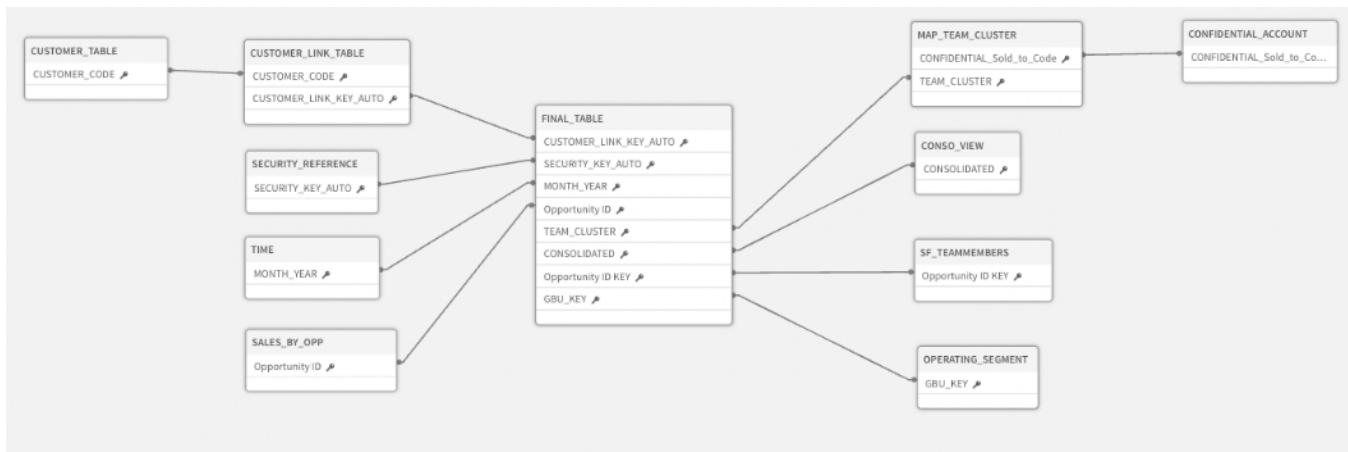
## Authorization & Rights

Ask for your access using the [Access form](#)

Retrieve the list of approvers at the bottom of the page



1. SalesForce Core: Sales force data for all business units except for Specialty Polymers and Composite Materials
2. SalesForce iCareE: Sales force data for Specialty Polymers and Composite Materials
3. ETL: Handled directly in Qlik Sense, the same queries are leveraged (copied) precisely from QlikView
4. Google Sheets: see data source analysis [here](#)
5. BW: see data source analysis [here](#)
6. App Layer Data: This is where the data is prepared and modeled to be used by Qlik sheets
7. Presentation Layer: The dashboards that are visible to users, where new sheets and amendments are created
8. Data model: Data in assembly in Star schema (See data model below)



## Access management

If Requester is requesting access to GBU data for: Aroma Performance,  
Then approvers are: Evita MARKUS and Simon Delens

If Requester is requesting access to GBU data for: Technology Solutions  
Then approver is: Evita MARKUS

If Requester is requesting access to GBU data for: Composite Materials  
Then approvers are: Natacha PRENEN and Rebecca RENNESTRAUM

If Requester is requesting access to GBU data for: Novecare  
Then approvers are: Pam ACCARDI and Aude TREPIER

If Requester is requesting access to GBU data for: Oil & Gas  
Then approvers are: Eddie BUNGE and Mark FARRALES

If Requester is requesting access to GBU data for: Specialty Polymers  
Then approvers are: Andrew FLANAGAN and James FLOCK