

# 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:

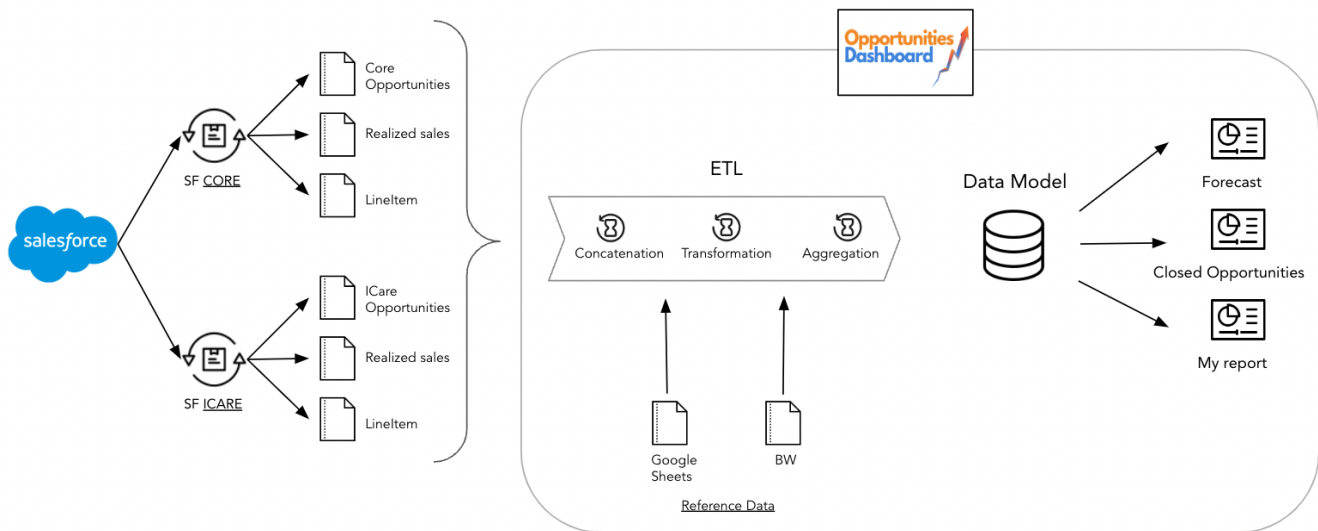
- [Syensqo](#)

[General Qlik Training](#)

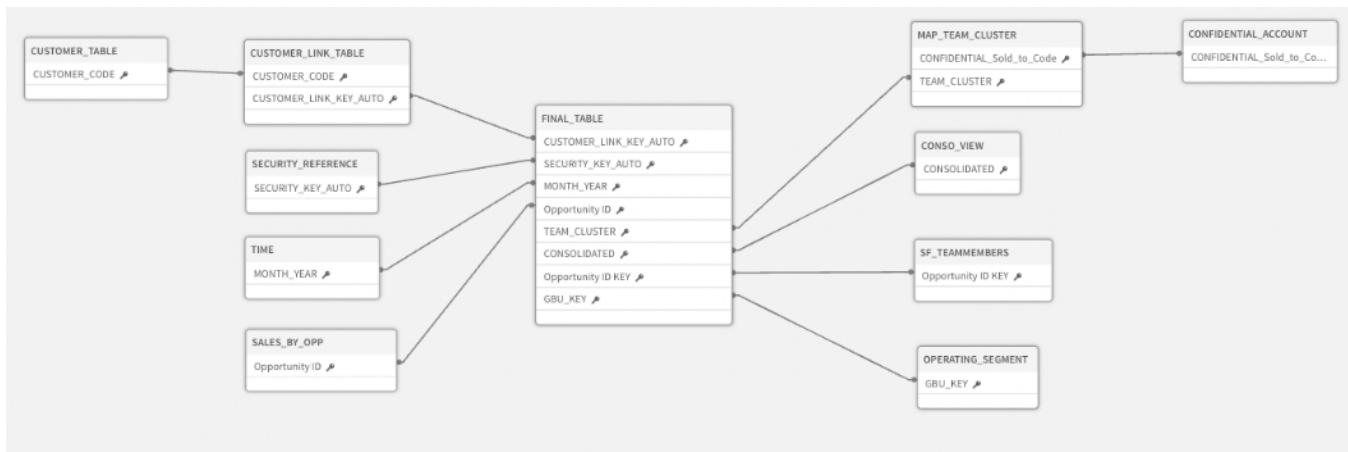
## Authorization & Rights

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