

The Right Path

furlong flooring

Furlong Flooring is a group of seven domestic flooring distribution companies owned by Noel Furlong.

Everything RightQlik does is driven by our core values and providing only the best in customer service

RightQlik

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Furlong Flooring

The Right Path, Furlong Flooring



“Once we’d seen what it could do, we **knew** that it was **just what we needed** for our company.”

“RightQlik are absolutely outstanding, and Chris is fantastic,” says Peter. RightQlik’s involvement with Furlong Flooring proved that communication is essential, as the staff learnt a lot from working with both Chris and Matt. “They were excellent at managing our expectations and never made promises that they couldn’t keep.” RightQlik were constantly coming up with new ideas to create the best possible outcome for Furlong Flooring’s data systems. “I cannot fault RightQlik at all, and would recommend them to anyone.”

The Benefits

“It has just completely changed the way we work!” Peter says. The way Furlong Flooring now work as a business is so much more efficient, and they now view all their products, ranges and sales with more knowledge and confidence than they had previously. QlikView’s Business Discovery Platform and instant associative analysis has made a massive difference to the way the business brings out new products.

The Challenge

Furlong Flooring was in need of a system that allowed them to consolidate group information. They had no access to such information, and were struggling to get a grasp on what was really going on with their sales rates. They were also producing databases in Microsoft Access and spreadsheets in Microsoft Excel, which proved to be both time consuming and unreliable, as such a large amount of data could mean that spreadsheets were likely to crash at any given moment.

Why QlikView?

“Someone we knew well used it at The Book Depository, and we just thought it was incredible,” says Peter Jarrett, Managing Director of Furlong Flooring. “Once we’d seen what it could do, we knew that it was just what we needed for our company.”

Originally, Furlong Flooring bought QlikView from another QlikView partner, but RightQlik conducted all of the implementation services, and their expertise convinced Furlong Flooring to continue to work with RightQlik rather than their existing partner.

RightQlik, the
Right solution

RightQlik

Customer Industry

Furlong Flooring Flooring

Areas of Implementation

Sales Management Warehouse Transport

Location

United Kingdom

Challenges

**Needed a better way to consolidate group information
Had to deal with a lot of data on Excel, this was time consuming**

Solution

After RightQlik installed QlikView, everyone within the company had access to group information. So much time is saved now that Furlong Flooring no longer has to rely on databases and Excel to process their data.

Benefits

Huge change in how Furlong Flooring works as a business, they now view all products, ranges and sales in a completely different way. QlikView's instant analysis has transformed the way the company brings out new products.

Data Sources

Microsoft Excel, UNIX, Microsoft Access

The Result

QlikView now pulls in multiple data over the group of companies that make up Furlong Flooring, including their sister company. "The moment you show it to people, they are amazed by how it works," says Peter. "Most people don't really know what's going on in their business – but with QlikView we are just a click of a button away from the massive benefit of seeing what's really happening."

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Money Saved

The first time Furlong Flooring used QlikView was in a directors' meeting. The MD was concerned that the company's role prices for a particular product line were far too high, and suggested they be cut by at least £50. However, after a quick check of QlikView, they quickly became aware that the role prices were actually up, and it was the cut prices that were down. Had Furlong Flooring dropped the role prices by the suggested amount, they would have made a loss of around £235,000 over the next year. That one decision has paid for their investment in Qlikview 10 times over.



www.RightQlik.com

About RightQlik

A CRM business consultancy and QlikView business partner in the UK. Specialising in understanding business requirements, tailoring a solution to specific needs and providing excellent customer service and QlikView support. Supporting a broad client base of including those in retail & wholesale, tourism, chemicals, healthcare, manufacturing and clothing sectors. Typically these are mid-sized companies who rely on RightQlik to make the most of their QlikView investment.

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