



Qlik® Consulting Services Product Terms

These Consulting Services Product Terms (“Consulting Product Terms”) provide a description of Qlik services provided with the Consulting Services product offerings below. These Consulting Services product offerings are governed by these Product Terms as well as any existing services agreement between Qlik and the Customer which governs the provision of consulting services, or if none, the Consulting and Education Services Terms at www.qlik.com/legal-agreements (“Services Agreement”). In the event of any conflict between the Services Agreement and these Consulting Product Terms, these Consulting Product Terms will prevail.

1. Prepaid Consulting Services (Days)

Description. Prepaid Consulting Services refers to consulting services days that are paid in advance by Customer and delivered by providing the number of days set forth in an Order Form or as described in a Statement of Work (“SOW”). Prepaid Consulting Services rates are calculated based on the currency and location in which they are purchased. Prepaid Consulting days must be used within twelve months from the date of purchase and performed within the country of purchase.

2. Qlik Data Analytics Services

Implementation services for Qlik Data Analytics software may be purchased on a time-and-materials basis up to the quantity of hours indicated on an SOW or the quantity of hours prepaid on an Order Form.

- 2.1 **Qlik Data Analytics - Technical Architect (“TA”).** Qlik “TA” will assist the Customer by providing Services pertaining to the architecture of Qlik software deployments. Services may include client needs assessment, corresponding architecture design and deployment, enablement on administration, review of existing Qlik software configurations, performance testing, delivery of technical documentation, and/or other services pertaining to the deployment, configuration, and use of Qlik software. Guidance and deliverables provided are based on significant technical depth leveraging Qlik deployment experience and leading practices.
- 2.2 **Qlik Data Analytics - Senior Implementation Consultant (“SIC”).** Qlik “SIC” will assist the Customer by providing Services pertaining to the use of deployed Qlik software. Services may include the design and implementation of applications and dashboards using Qlik Sense and related Qlik Software, review and remediation of Qlik data architecture, facilitation of workshops on best practices focused on the use of Qlik software, review of existing Client Qlik applications, custom embedded analytics solutions based on the use of Qlik APIs, and/or other services pertaining to the use of deployed Qlik software. The SIC works collaboratively with the client’s project manager and business lead.

3. Qlik Data Integration Services

Implementation services for Qlik Replicate™ and Qlik Compose™ may be purchased on a time and materials basis up to the quantity of hours indicated on an SOW or the quantity of hours prepaid on an Order Form.

- 3.1 **Qlik Data Integration – Implementation Assistance (Sr. Principal Consultant)** Consulting will be provided by a Senior Principal Consultant and may include the following assistance with implementation: i) Guide and assist with product installation and environment configuration; ii) Guide and assist with validation of customer requirements and verification of use cases; (iii) Guide and assist with Implementation of use cases and discuss best practices; and (iv) Guide and assist with troubleshooting and task monitoring sessions.
- 3.2 **Qlik Data Integration – Implementation Assistance (Implementation Architect)** The Implementation Architect may provide the following assistance with implementation: i) Review use cases, strategy, goals, technical and business objectives, functional requirements; ii) Review non-functional requirements (e.g. performance, security, availability, disaster recovery) and advise on best practice; iii) Review overall enterprise architecture, advise on best practice for QDI architecture; iv) Review and refine technical design; v) Review current and future needs against product roadmap.
- 3.3 **Qlik Data Integration – Implementation Assistance (Technical Delivery Manager).** The Implementation Architect may provide the following assistance with implementation: i) Definition of scope; ii) Identifying implementation activities; iii) Planning and scheduling implementation delivery; iv) Coordination of the required resources; v) Overseeing of delivery against implementation milestones; (vi) Single point of escalation during implementation phase.
- 3.4 **Gold Client – Implementation Assistance.** Consulting will be provided on a time and materials basis up to the quantity of hours indicated and may include the following assistance with implementation: i) Assist with Software installation and implementation; ii) Software framework configuration specific to the relevant SAP application version; iii) Custom table analysis and relevant Z table/custom framework configuration; iv) Transactional Data Sub-setting, Configure Framework for customer specific transactional data, Test extract of major Modules used by customer; v) Data validation with process owners; (vi) Provide a new client in a non-production system with production master and transactional data (for Customers with Gold Client for ERP, CRM, SRM, MDG, EM, GTS and TM only).

4. Qlik Data Catalyst

- 4.1 **Qlik Data Catalyst (“QDC”) Quick Start & Best Practices Support.** Quick Start is for customers new to Qlik Data Catalyst (standalone version) and includes assistance with standard software installation, one standard training session and up to 20 hours per month of Best Practices Support during the first four (4) months of the subscription term. Best Practices Support includes up to eighty (80) hours per month of scheduled access to the QDC support team for technical guidance, design support for business projects, QDC framework recommendations and other best practices. Unused hours expire monthly.

5. Qlik Data Integration Customer Success Manager

5.1 Qlik Data Integration CSM. A QDI CSM refers to a Qlik resource who works proactively with Customer as a business advocate and acts as the first point of contact for and QDI related issues within the Customer Success Organization (CSO). The CSM is responsible for working with Customer to create a joint Customer Success Plan (CSP) for their QDI product set. The CSP will outline the use cases, outcomes and key business values to be achieved, with corresponding success metrics. The CSM will be available during local business hours for a maximum of 8 hours per day on average for up to 24 days per annum. If this number of days have not been consumed in any given year, they cannot be rolled over into the subsequent year CSM activities may include the following:

- Facilitate regular touch points and quarterly health checks with Qlik's team of world-class experts to explore how Customer can leverage Qlik solutions to drive innovation
- Create a CSP outlining the use cases, outcomes and key business value to be achieved, with corresponding success metrics
- Coordinate CSO services consumption in line with your customers agreed success targets
- Assist in designing an end-to-end user journey by facilitating access to our onboarding, collaboration, best-practice and learning resources
- Provide a first point of contact to engage with other CSO teams to ensure that any issues that might arise are managed through to successful resolution.
- Provide notification of potential critical issues.
- Provide product roadmap updates and advocate for Customer needs in future roadmap planning

6. Qlik Data Integration Startup Services

6.1 QDI CDC Lite Startup Service. Qlik will provide up to 2 days of enablement and 5 days of Consulting Services to assist the Customer with implementation of the Replicate product in the customer's environment. Services may include the following: i) Replicate enablement (up to 5 attendees); ii) Architecture review/design; and iii) Product installation (non-prod); iv) Replicate configuration (one source endpoint, one target endpoint, no major transformations, up to 50 tables/1 TB initial load).

6.2 QDI CDC Starter Service. Qlik will provide up to 2 days of enablement and 12 days of Consulting Services to assist Customer with the implementation of the Replicate product in the Customer's environment, as well as work to integrate it with existing systems. This also includes leading through environment migration all the way to production. Services may include the following: i) Replicate enablement (up to 5 attendees); ii) architecture review/design; iii) Product installation (non-prod); iv) Replicate configuration (one source endpoint, one target endpoint, no major transformations, up to 50 tables/1 TB initial load); v) go-live planning, assistance and hypercare; and vi) health check.

6.3 QDI Data Lake Starter Service. Qlik will provide up to 4-days of enablement and 14 days of Consulting Services to assist Customer with the implementation of the Replicate and Compose for Data Lake products in the customer's environment, as well as work to integrate it with existing systems. This also includes leading through environment migration all the way to production. Services may include the following: i) Replicate enablement (up to 5 attendees); ii) Compose enablement (up to 5 attendees); iii) architecture review/design; iv) Product installation (non-prod); v) Replicate configuration (Up to 3 source endpoints, one target endpoint, simple transformations); vi) Compose for Data Lakes configuration (up to 20 calculations, up to 5 provisioning tasks, data refreshed: >1h); vii) architecture and installation check-ins; (viii) go-live planning, assistance and hypercare; and (ix) health check.

6.4 QDI Data Warehouse Starter Service. Qlik will provide up to 4 days of enablement and 20 days of Consulting Services to assist Customer with the implementation of the Replicate and Compose for Data Warehouse products in the Customer's environment, as well as work to integrate it with existing systems. This also includes leading through environment migration all the way to production. Services may include the following: i) 2-day Replicate enablement (up to 5 attendees); ii) 2-day Compose enablement (up to 5 attendees); iii) architecture review/design; iv) Product installation (non-prod); v) Replicate configuration (up to 3 source endpoints, one target endpoint, simple transformations); vi) Compose for Data Warehouse configuration (up to 20 calculations, 1 data mart, 3 fact tables, 5 dimensions); vii) architecture and installation check-ins; (viii) go-live planning, assistance and hypercare; and ix) health check.

7. Customer Success Engineer

7.1 Customer Success Engineer (CSE). A CSE or QDI CSE refers to a Qlik resource, who serves as a designated point of contact for up to six (6) technical contacts designated by a customer for technical support. CSEs are available to support Qlik Data Analytics products (QDA) and QDI CSEs are available to support Qlik Data Integration products. CSE services are only available to customers who are current on their support or subscription obligations. CSE activities may include the following:

- Direct access to a CSE with knowledge of Customer's environment and priorities
- Provide technical and solutions guidance
- Conduct a platform review leveraging Qlik's leading architecture practices to align the Qlik platform with the customer's requirements
- Conduct application reviews, leveraging Qlik's leading application development practices, identifying potential opportunities for improvement in application efficiency and end user experience
- Deliver Standard Qlik workshops designed to deliver insights on the techniques and skills necessary to succeed with the Qlik platform. Standard Qlik workshops are typically 1-3 hours in duration
- Provide ad-hoc assistance to address critical issues as they arise
- Provides case monitoring, escalation support and ensures that Qlik Support has the relevant information to understand business impact and resolve the case
- Act as a subject matter expert on future technologies and new deployments
- Notification to Customer of potential critical issues
- Deliver specialized technical knowledge, advanced trouble shooting and coordination with additional Qlik resources, if needed, to facilitate problem resolution

- Deliver Enhanced Qlik workshops designed to deliver insights on complex techniques and skills necessary to succeed with the Qlik platform. Enhanced Qlik workshops are typically 4 hours or more in duration*
- Enhanced technical guidance and assistance can also be provided through onsite visits and via support of the Customer's internal governance processes*

*Available with Extended CSE Only

7.2 CSE and Extended CSEs. Two CSE options are available. A Customer Success Engineer "CSE" is available during regional business hours and are typically responsible for managing up to 6 customer accounts. The Extended Customer Success Engineer "Extended CSE" is available during regional business hours and are typically responsible for managing up to 3 customer accounts. In the event a CSE or Extended CSE is on leave or support is needed outside of regional business hours, inquiries will be directed to support specialists.

7.3 Supplemental Service. CSE services are intended to supplement and enhance Support Services and are not available on a stand-alone basis. CSE Services are offered for a twelve (12) month period, provided however, that the CSE Services shall automatically terminate in the event that Support Services (or subscription) are not renewed by the Customer or are otherwise terminated.

8. SaaS Implementation Services

SaaS Implementation Services may include a combination of Consulting and Education Services. Any Education Services below are subject to the Education Services Terms at www.qlik.com/product-terms.

8.1 SaaS Starter. SaaS Starter includes the following Education Services

- Attendance by one Customer designee at a "Deploy and Administer Qlik Sense SaaS" training class, a 1-day public instructor led-training to enable Customer to manage its SaaS tenant. The class will cover user management, data connections, authentication & app development workflow. Includes digital onboarding content.
- Attendance by one (1) Customer employee at a "Create Visualizations with Qlik Sense" training class, a 2-day public instructor led-training covering the fundamentals required to enable self-service visualization and discovery.
- Access to a series of instructor-led webinars on various Qlik Sense SaaS deployment topics highlighting industry best practice to accelerate implementation. Customer will have an opportunity to submit specific questions to the instructor during the live-session pertinent to their deployment.

SaaS Starter must be used within 3 months of the date of purchase.

8.2 SaaS Developer. SaaS Developer includes all elements of "SaaS Starter" and the following additional services:

- Attendance by one (1) Customer employee at a "Data Modeling with Qlik Sense" training class, a 3-day public instructor-led training covering data modeling strategies and writing data load scripts.
- Qlik will leverage established process and best practices to deploy one (1) generic demo App to the Customer's tenant. Qlik will assist the client with application distribution (where infrastructure prerequisites have been met), configuration of Customer's user authentication (either via the Qlik IdP or a compatible Customer IdP), configuration of client user authorization (spaces access).

SaaS Developer Services must be used within 3 months of the date of purchase.

8.3 SaaS Deployer. SaaS Developer includes all elements of "SaaS Developer" and the following additional services:

- Applied Data Analytics using Qlik Sense Blended Learning Course (ADAQS) for up to five (5) Customer employees. ADAQS is a fifteen (15) week Training Course consisting of Virtual Instructor-Led Training and a twelve (12) month, full-access subscription to Qlik Continuous Classroom – Qlik Hosted. More information about ADAQS is set forth in the education services terms located www.qlik.com/product-terms.
- Qlik will support the customer either migrating an existing Qlik Sense App from a client-managed environment with up to twenty (20) sheets and included native objects, a SaaS-accessible data source, and where the app fits within the QCS standard tier memory limits; or develop a new App based on customer-provided requirements and data with up to one (1) SaaS-accessible data source, one (1) source table, including five (5) master measures, and up to one (1) million rows.

SaaS Deployer Services must be used within 3 months of the date of purchase.

9. Resident Analytics Developer

A Resident Analytics Developer ("RAD") refers to a Qlik resource, who provides assistance on a scheduled cadence to Customers using Qlik Data Analytics (QDA) products within a designated area of focus (Track). The available RAD Tracks include a) Data Visualization, and b) Web & API. RAD services are only available to Customers who are current on their support or subscription obligations. RAD activities will depend on the selected Track and may include the following:

All RAD Subscriptions include:

- Scheduled access to a RAD with knowledge of Customer's environment and priorities
- Hands-On assistance with development efforts
- Best Practice Guidance, Discussions, and Workshops

Data Visualization Track includes:

- Developing, reviewing or enhancing analytics applications in Qlik Sense.
- Leveraging Qlik Sense add-ons products such as Qlik Alerting & Insight Advisor.

- Developing, reviewing or enhancing a Qlik data architecture that supports the development of Qlik Sense applications.

Web & API Track includes:

- Leveraging Qlik APIs to embed analytics from Qlik Sense applications into other applications or web pages.
- Working with custom extensions to be used in native Qlik Sense applications or web sites.

A RAD is available during regional business hours at a regularly scheduled cadence to be mutually agreed between Qlik and the Customer. In the event an assigned RAD is on leave or otherwise unavailable during the appointed time, either an alternate RAD with a similar skillset will be substituted, or the call will be rescheduled as mutually agreed. RAD Services are offered for a minimum twelve (12) month subscription. However, RAD Services shall automatically terminate in the event that the underlying product subscription or support services are not renewed by the Customer or are otherwise terminated.

10. Qlik Insight Bot

- 10.1. Qlik Insight Bot (“QIB”) Installation and Application Prep.** Qlik will review one (1) Qlik Sense application to assess business use case inclusion of QIB and assist with the following areas: i) installation and configuration of QIB, ii) the integration of QIB with one (1) messaging platform, and iii) the preparation and deployment of QIB on the designated Qlik Sense application. The scope of results from queries will be limited to a maximum of five (5) dimensions and five (5) metrics. This assistance shall in no event exceed sixty-four (64) hours of Consulting Services.
- 10.2. QIB Implementation for Subscription.** Qlik will provide the “Installation and Application Prep” Consulting Services described above and further assistance: i) validating the QIB admin console is accessible by Customer, ii) onboarding and providing QIB access for up to twenty (20) users, iii) creating up to five (5) custom rules using the QIB rules engine, iv) providing one (1) user training session up to two (2) hours to assist with end user enablement, v) creating an end user training script for one (1) Qlik Sense application which includes QIB commands and simple questions as may be mutually agreed, and vi) providing user enablement for managing the overall QIB instance and the creation of technical documentation covering performance monitoring, administration and the rules engine. Qlik’s assistance with these tasks shall in no event exceed one-hundred twelve (112) hours of Consulting Services.

11. QlikView Inventory Migration Assessment

- 11.1. Description.** The QlikView Inventory and Migration Assessment is focused on understanding the existing QlikView applications to provide tailored guidance on how to derive the most value from their Qlik investment. Qlik Consulting will identify applications that should be retired, converted or left on QlikView and the level of effort required to effect these changes. It will include the following: i) A review of current QlikView applications focusing on adoption, complexity and fit for Qlik Sense.; ii) Identification of QlikView to Sense conversion candidates and level of effort to complete the conversions; iii) Conversion of up to two QlikView applications to demonstrate and validate the conversion process Documentation that summarizes the completed actions, conversion targets, estimates and details on the two QlikView applications that were converted.
- 11.2. Services.** Qlik will provide the following services:
- Setup of Qlik Info Exporter utility and analysis application.
 - Setup of Qlik Sense Enterprise proof of concept environment (single node, basic authentication) to conduct application conversion activities.
 - Conversion of up to two (2) basic QlikView applications. A "basic" application is one that leverages out-of-the-box Qlik Sense visualizations and functionality.
 - Out-of-the-box Qlik Sense visualizations and functionality
 - QlikView to Qlik Sense Migration Assessment recommendations.
 - “Standard QlikView Inventory and Migration Assessment Review” includes the conversion estimate for up to fifty (50) QlikView applications.
 - “Enterprise QlikView Inventory and Migration Assessment Review” includes the conversion estimate for up to ninety (90) QlikView applications.
- 11.3. Customer Obligations.** Delivery or completion of the services is subject to Customer’s obligation to meet the following requirements: i) The services will only be conducted on the following Qlik Software versions: QlikView 11.20 or later (all apps must use capabilities supported in 11.2 or later) and Qlik Sense no older than one release back from the currently available version; ii) The ability to run the Qlik-Info Exporter.exe utility to scan the client’s QVW library; iii) QlikView Desktop is required to run the Qlik-Info Exporter utility; iv) Sufficient RAM to open the largest application being scanned is also required for the info exporter to successfully run if field data needs to be pulled in the extract (the utility provides the option to open the apps without data so it can be run locally on smaller computers. This means the Info Exporter will not pull field data from the application.); v) System Access to the QlikView development, test and production platforms will be required to complete the assessment.; vi) Access to the QlikView Management Console for all platforms will be required; vii) Remote desktop access to the QlikView servers is required; viii) Access to the QlikView Governance Dashboard (updated version) will be required; ix) Access to QlikView Desktop to review specific QlikView Applications; x) Read access to QlikView Workbook application files (QVWs); xi) A Qlik Sense environment that supports the QlikView conversion utility (also known as Dev Hub) will be required to complete the app conversion process included in the assessment offering. If a Qlik Sense environment already exists, this can be used for the conversion activities included in this offering; xii) The currently supported approach for accessing the QlikView conversion utility is via a Qlik Sense Enterprise on Windows deployment. For this activity, a single server environment is required with adequate RAM to load the two conversion targets and adequate CPU to handle the calculations required. This server can be virtual (cloud or on premise). Qlik Professional Services will provide the pre-installation checklist covers the pre-requisites for installation prior to the start of the engagement; xiii) QlikView Application Conversion Targets: the application(s) targeted for conversion as part of this assessment activity will be identified, agreed upon and documented during the kickoff phase of the project; xiv) Services not used within twelve (12) months of purchase shall be forfeited.