

ANALYTICS

# Consolidated data empowers cancer care

Improved information enables Colombia's  
National Cancer Institute to optimize  
critical processes and decision-making

GPStrategy  
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## CUSTOMER STORY

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Luis Eduardo Martínez, IT Management Area Coordinator, Colombian National Cancer Institute

### Integrated cancer care

The battle against cancer is as complex and unrelenting as the disease itself. It’s also one where science is engaged on multiple fronts, from scientific research to front line treatment and a series of points in between. Gains made or breakthroughs achieved in any of these areas all make significant contributions to the wider campaign. Data is tracked in every area, but with so many variables, only consolidated reporting can provide a comprehensive picture.

Leading the charge in Colombia is the Instituto Nacional de Cancerología (INC – the National Cancer Institute). Since its creation in 1934, the public institution has provided vital services including patient care, research, training and public health initiatives, and acted as an advisory arm of the Ministry of Health and Social Protection. The combined high-complexity hospital, teaching center and research institute leads its field in Colombia and Latin America.

By adopting the platform in 2008, the INC was the first institution in the Colombian health sector to implement SAP. Its specialized Environment, Health and Safety (EHS) Management solution allowed it to connect its parent information system and a variety of other applications across departments including laboratory, radiology and radiotherapy. SAP is also involved in everything from payroll, finance, logistics and hospital emergencies through to medical treatment; however, in 2018 the INC began to notice its limitations.

“SAP provided a large amount of information and reports, but didn’t give us any analysis or indicators,” explains Luis Eduardo Martínez, IT Management Area Coordinator at the INC. “It was falling short of our needs. We needed a business intelligence tool that would facilitate decision-making.”

### Solution Overview

#### Customer Name

Colombian National Cancer Institute

#### Industry

Healthcare

#### Geography

Colombia

#### Function

IT, Sales, Supply Chain Management

#### Business Value Driver

Patient Intelligence, Reimagined Processes

#### Challenges

- Bring multiple data sources together under a single business intelligence system
- Make better use of the data available for decision-making
- Eliminate manual spreadsheet-based processes

#### Solution

Qlik Sense® helps Colombia’s National Cancer Institute understand opportunities to improve care for cancer patients in key aspects such as diagnosis, evaluating installed capacity and analyzing costs.

#### Results

- Allows the generation of official data for use with all types of tools
- Enables generation of metrics for identifying barriers to accessing care or diagnosis opportunities
- Powers a new business intelligence system to facilitate decision-making

## Fast and flexible for new ideas

The INC realized that to provide effective support to both medical and management staff, it needed to strengthen its approach to innovation and use of technology by 2025. Specifically, it needed a solution that would enable INC staff to maximize the value of the large volumes of data that the SAP platform was producing as quickly and efficiently as possible.

After a comprehensive market analysis and tender process, the INC discovered that Qlik Sense met all its main requirements with the added value of a powerful, easy-to-use and highly flexible solution.

“The ease with which Qlik can establish connections, extract information, create indicators and enable access via a web-based interface really caught our attention,” explains Francisco Andrés Avendaño, Information Management Lead Professional at the INC.

A trial implemented by GPStrategy, a main Qlik partner in Colombia and Latin America, surpassed expectations. Among numerous key benefits, it dispensed with the need to build a dedicated data warehouse. “There was no way we could spend two years building a data repository, and with Qlik it wasn’t necessary,” explains Martínez. “The results have been almost instant.”

## Integrated analytics and easy SAP connectivity

Key to the successful implementation of Qlik Sense was identifying the needs of different INC departments and services and then meeting them with a single solution.

“It was a learning curve for us. We weren’t sure how to approach a project like this and what we would get out of it. However, GPStrategy guided and advised us throughout the process, and we were able to come up with the best tool,” explains Martínez.

“We’ve also seen for ourselves the full range of technical possibilities that Qlik offers,” he adds. “It’s proved extremely versatile. When somebody suggests an indicator or an idea of something they would like to see, it’s not a problem. We’ve been able to achieve everything we wanted and in a short timeframe.”

Qlik now allows the INC to access and leverage structured and unstructured information from disparate tools, databases and other sources. Importantly, Qlik’s SAP-certified interfaces give the INC access to instant on-demand analysis, meaning decisions can be made quickly and effectively throughout the organization.

Qlik also allows the fast and flexible generation of analysis and reports using data from both SAP and external sources. This has allowed the INC to progress from static, spreadsheet-based reporting to dynamic, active, real-time analysis that now informs key decisions across 11 different functional models.

## Adaptability and customization

Qlik is now an integral part of the INC’s operations, optimizing the value of the huge volumes of data it generates to provide detailed analysis and essential support for cancer research and treatment across Colombia. The data shows the picture of improvement and results in the battle against cancer and helps decision-making for pushing progress even further.

“Over time we have been able to adjust the control panels, indicators and visuals that Qlik provides,” explains Avendaño. “We can now customize results in line with any user’s needs.”

In addition to patient care, the INC uses Qlik to support both external and internal research staff, producing invaluable data that is used by specialists at collaborating universities and facilitating a broad range of studies.

“One set of metrics allows us to identify barriers to accessing care or diagnosis,” remarks Avendaño. “We can then intervene to make improvements in specific areas and facilitate essential decision-making processes.”

## Seeing the big picture through official data

Qlik has brought multiple benefits to the INC and Colombia’s battle against cancer. The tool’s speed, flexibility, ease of use and versatility have allowed the INC to accrue and aggregate data and use it to generate high-quality and accurate information both for itself and other cancer professionals across Latin America.

“Over 25 direct users and 100 staff who access information through reports now have a shared view based on unique, consolidated official information,” explains Avendaño. “Something that used to take us months to achieve is now instant and the availability of historical information allows us to compare any data we want.”

He concludes: “Before, it was so much work; now, everything is possible. Qlik has transformed our Institutional Analysis Information System into an essential component of improving the health of people with cancer in Colombia.”

## The keys to success



**11** functional models



**25** direct users

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Francisco Andrés Avendaño, INC Information Management Lead Professional



### About Qlik

Qlik's vision is a data-literate world, where everyone can use data and analytics to improve decision-making and solve their most challenging problems. A private company, Qlik offers real-time data integration and analytics solutions, powered by Qlik Cloud, to close the gaps between data, insights and action. By transforming data into Active Intelligence, businesses can drive better decisions, improve revenue and profitability, and optimize customer relationships. Qlik serves more than 38,000 active customers in over 100 countries.

[qlik.com](https://qlik.com)



### About GPStrategy

For more than 20 years, GPStrategy has been implementing business intelligence and analytics to help clients' decision-making based on data, strategy, management and culture to support sustainability and achieve business objectives. GPStrategy ensures that teams understand and interpret data appropriately while being supported by state-of-the-art technologies for the capture, integration and democratization of information.

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