revVana

Provides an Alternative to Spreadsheets for Forecasting & Demand Planning

nVent LENTON

Global manufacturer of products and solutions for the commercial construction industry

Location: Global

Employees: 2,000+

Industry: Manufacturing

Salesforce Products:
Sales Cloud
Tableau CRM (New)

The Challenge

nVent struggled with spreadsheets to manage future revenue and demand for product.

Separating run rate and pipeline forecasts was a challenge.

The sales and project planning teams were spending up to 30-40% of their time re-casting project plans and numbers related to new deals and ongoing run rate business.

The Solution

revVana Plan was implemented to replace cumbersome spreadsheets and provide volume planning per project. The upcoming demand is used to forecast both revenue and demand of product.

revVana Insights was implemented to manage the analysis of both run rate and opportunity-based forecasts in one location.

The Benefits

Reduced sales team effort in managing revenue schedules by 75%.

With reduced effort, forecasts are much timelier and more accurate resulting in better financial performance visibility.

Changes in forecast are near real time and allow for better demand forecasting resulting in reduced inventory costs and missed shipments.

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