

# Leading Agriculture Company

Process Industry

*“This has been the most productive exercise we have been through with any external consultancy.”*

*Global Strategic Supplier Manager*



## CHALLENGES

- Limited financial benefit of pricing journey
- User focus was on minor transformational challenges

## SOLUTION

- Vendavo® Margin Bridge Analyzer
- Vendavo® Value Consulting
- Value Hypothesis
- Advanced Analytics

## ABOUT

Leading agriculture company identifies 1.3% return on sales achieved and a further 2.8% in actionable opportunity through deep-dive analytics with Vendavo Value Consulting

> [Checkout Vendavo Customer Reviews](#)

 4.4 ★★★★★	 4.5 ★★★★★
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## RESULTS



Margin uplift from Vendavo Price and Deal Management measured 1.3% ROS at **\$26.4M** in benefit



Additional opportunity potential of **\$56.5M** based on three Value Hypotheses



Decision to extend Vendavo capabilities to other regions

# Leading Motion Manufacturer

Manufacturing Industry

“Vendavo has identified significant opportunities to improve margin without compromising on our growth strategy.”

Global Pricing Manager



## CHALLENGES

- Long term 1-3 OEM & distributor contracts reduced scope of opportunity

## SOLUTION

- Vendavo® Margin Bridge Analyzer
- Vendavo® Value Consulting
- Optimized Pricing Guidance
- Opportunity Assessment

## ABOUT

Potential €60M in additional margin within 5 years through statistical segmentation and optimized target prices with Vendavo Value Consulting

> Checkout Vendavo Customer Reviews

	
4.4 ★★★★★	4.5 ★★★★★

## RESULTS



A conservative opportunity has been modeled with a 5 year plan to achieve an additional 2.6% ROS.



Data science approach to identifying value drivers to improve list price management

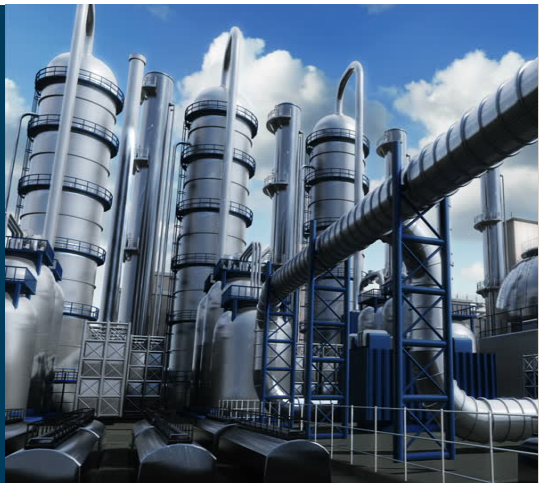


On-going partnership to execute on value capture and rollout to additional business units

# Leading Chemicals Company

Process Industry

“Vendavo brings a huge amount of experience to the table and are dedicated to our success.”  
Global Pricing Manager



## CHALLENGES

- Margin leakages
- Absence of intelligent guidance on a timely basis

## SOLUTION

- Vendavo® Margin Bridge Analyzer
- Vendavo® Value Consulting
- Value Hypothesis
- Advanced Analytics
- Structured Change Management

## ABOUT

Chemicals company targets €30m additional margin by acting on data-driven insights and following structured change management in partnership with Vendavo Value Consulting

> Checkout Vendavo Customer Reviews

 4.4 ★★★★★	 4.5 ★★★★★
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## RESULTS



3% Return on Sales with resulting in €72M in benefit



Additional opportunity identified as new value hypotheses explored



Value realization and change management coaching delivered to super-users



On-going partnership to execute on value capture and change management

# Leading Distribution Company

Distribution Industry



*“We really appreciate all the effort and support Vendavo provides.”*  
*Global Strategic Supplier Manager*



## CHALLENGES

- Lack of pricing execution and optimization
- Limited strategic approach and to pricing and executive buy-in

## SOLUTION

- Vendavo® Margin Bridge Analyzer
- Vendavo® Value Consulting
- Price Guidance Package

## ABOUT

Maximizing Potential  
CA\$ 6.1M Price uplift  
Benefits in FY19. Equivalent  
to a 5.3% Return of Net  
Invoice Price in Scope

> [Checkout Vendavo Customer Reviews](#)

 4.4 ★★★★★	 4.5 ★★★★★
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## RESULTS



Margin Benefit of  
CA\$1.6M on Transactions  
following the Base/Target  
Price Guidance



Customer's Pricing  
Team placed complete  
trust in Vendavo  
recommendations



The VC engagement led  
to implementation of  
best practice and  
Executive buy-in