

Vendavo® Value Consulting

ACCELERATE YOUR PROFITABILITY.



Business Challenges

Successful pricing and commercial excellence projects routinely deliver 1-3% of revenue as a bottom-line benefit. However, even a perfectly executed software implementation does not guarantee successful outcomes. Most large-scale software projects often cost much more and take longer than planned with many failing to attain desired outcomes. In fact, **"78% of technology-related projects failed to realize even half of the originally identified benefits" (Management Today)**. The risks associated with this type of project come from a lack of business alignment, poorly defined requirements, limited engagement from stakeholders, minimal focus on business results, and failure to manage organizational change.

Successful digital transformation needs to strike a balance between people, process, and technology. However, **"92.5% of organizations identify cultural challenges – people and process – as the biggest barriers to becoming a Data Driven Company" (New Vantage Research)**. Companies are striving toward digital transformation, but technology alone will not achieve commercial excellence.

Introducing Vendavo Value Consulting:

Vendavo Value Consulting reduces the risk associated with digital transformation in large scale pricing and CPQ projects by working closely with the customer to identify their current state and areas of optimal value leverage. **On average, Vendavo Value Consulting customers achieved \$18 million in additional annual return.** Value Consulting creates a custom commercial excellence blueprint for the customer that optimizes value across people, process, and technology.

Where most software companies leave after the project is completed, Vendavo will stay with its customers to provide continuous value optimization and desired outcomes, guaranteed. Through **Value Identification, Value Validation, and Value Delivery** Vendavo offers a repeatable, proven process to deliver value through every commercial excellence project. Value Consulting shares project risk with clients by **guaranteeing 5x return on Value Consulting fees or 50% of Value Consulting fees refunded. OR through a money back guarantee.**

Key Offerings of Vendavo Value Consulting

VALUE ASSESSMENT

- > Assess financial opportunities with client's transactional data
- > Assess price / volume / mix performance over time.

VENDA VO VALUE VALIDATION

- > Guided experience using Vendavo's software and consultancy
- > De-risk the buying cycle
- > Gain extensive understanding of Vendavo software's capabilities and delivery process

VENDA VO VALUE ACCELERATION

- > Conduct assessment of data and process-centric engagements.
- > Combine strategic business process design for actionable impact plan.
- > Execution of organizational commitments
- > Premium adoption support with value consulting resource
- > PROSCI certified consultants



Key Capabilities

VALUE ASSESSMENT

- > Financial Analysis
- > Stakeholder Interviews
- > Artifact Reviews
- > Process Mapping
- > Opportunity Sizing

VALUE STRATEGY

- > Goal Setting
- > Business impact Plan
- > Business Process design
- > Solution Capabilities

VALUE DELIVERY

- > Change Management
- > Finalize Impact Plans
- > Communications
- > System Updates
- > Executive Signoff

VALUE OPTIMIZATION

- > Continuous Engagement
- > Value Realization
- > System Updates
- > Executive Reviews