



Business Results

- 20% inventory reduction of manufacturing inventory.
- Scalable data collection system that is more accurate and simpler to manage
- Well positioned to double their number of SKUs while further reducing inventory

Bivio Networks designs, develops and sells networking systems for DPI-enabled applications and services essential for network security, visibility, control and monetization. Bivio Networks delivers a broad-based solution to DPI-enabled applications and services, combining wire-speed performance, advanced networking technologies and a standard Linux environment. Bivio products simplify and speed the development and deployment of a wide-range of applications to better control and increase the value of networks. More information is available at <http://www.bivio.net/>.

Challenge

Bivio sought a way to control its inventory levels during a period of tremendous growth over the last few years — more than 170% CAGR from 2005 to 2008. Bivio VP and CFO Keith Glover sought a way to better manage the sales forecast than the spreadsheets that often held unpleasant surprises for management. As the company grew, Glover looked for a way to manage the sales forecast in a way that would fit with a scalable sales process. For Bivio, the biggest issue was maintaining an efficient inventory level. In addition, Bivio's executive management team were constantly looking for an easier way to understand and manage "what changed in the sales forecast?" It was those challenges that led Bivio to seek a better way of managing its sales forecast data.

Solution

Bivio implemented the Right90 sales forecasting software in August 2008 after realizing it had outgrown its spreadsheet-based method of tracking sales data. The focus was to address the sales forecast mix and the impact on inventory management.

"The Right90 solution enabled us to improve our sales forecast accuracy and visibility to changes," Glover said. "This has resulted in a 20% reduction of manufacturing inventory within six months after adopting the software." The key benefits to Bivio are:

- **Easy forecast capture** Bivio's sales force has a scalable data collection system that is more accurate and simpler to manage. By enabling its sales force to collect better and timelier data, Bivio is able to maintain more trusted sales forecasting.
- **Managing existing channels** Bivio has two main sales channels and by integrating the Right90 Web application into its workflow, Bivio has the ability to enhance its existing workflow. With a sales forecasting solution in place, the Bivio sales staff is able to focus on addressing changes as they occur.
- **Identifying change** Because everyone is on the same page with the data in the sales forecast, Bivio can identify changes when they occur and can then focus on analyzing the changes. This gives the company the ability to take a proactive approach to addressing forecast changes on a timely basis and better manage manufacturing inventory.

Right90 was also able to match the needs Bivio had as it grew. The Right90 roadmap rolled out features such as Right90 Change Analytics™ almost in parallel with when Bivio realized it needed them. These new features helped Bivio recognize its goals.

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Keith Glover

Vice President and CFO,
Bivio Networks

After implementing the Right90 solution, Bivio is now able to capture the collective knowledge of its sales force, and has significantly improved its overall sales forecasting process.

“This is the right tool for the type of business we have,” said Chris Chang, Manager of Sales Operations at Bivio. “The benefits are obvious. It has evolved from a useful tool to a powerful, knowledge-based system. You have an accurate and common understanding of what is going on with customers.”

Better accuracy up front has led to a 20% reduction in manufacturing inventory, a number that the company hopes to double within 12-18 months. Right90 software is making it possible for Bivio to aim for a 40% reduction in inventory within a year. Chang said that the sales team is able to review past orders and approach those customers with opportunities that capitalize on existing inventory.

“It’s great for the management team to get timely high-level information on a consistent basis,” Glover said. “But I’m a big believer in getting useful tools to the people that will get the work done. What I get out of it is gravy.”

Bivio is looking to the future and how it can get more from the Right90 solution. The rapid progression from “proof of concept” to “proof in implementation” has reduced Bivio’s inventory. Bivio is now looking to Right90 to help improve the forecast of new sales and manage products appropriately through the full product life cycle. With the Right90 solution, Bivio feels well positioned to double their number of SKUs while further reducing inventory as they continue to grow the company at a rapid rate.



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About Right90

Right90 makes on-demand software that delivers a trusted sales forecast companies can confidently act on. Using patented technology, Right90 makes it easy to capture and consolidate sales forecasts while delivering actionable information that companies can rely upon. Companies in manufacturing, professional services, consumer goods and energy verticals have successfully deployed Right90 to increase visibility, commitment and accountability to revenue performance. For more information, visit www.right90.com or call 1-877-RIGHT90.

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