

# Nautel Connects with Detailed Forecasting Using Workday Adaptive Planning

### OVERVIEW

Industry: Telecommunications

### CUSTOMER PROFILE

Nautel

### CHALLENGE

Produce quarterly rolling forecasts with a high level of detail

### SOLUTION

Workday Adaptive Planning

### BENEFITS

- Eliminate broken formulas and other errors common in manual spreadsheets
- Reduce time spent on forecasting, freeing time for scenario planning and other strategic analysis
- Easily manage and calculate complex data incorporating multiple tax scenarios and currencies

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Nautel, based in Hackett's Cove, Nova Scotia, Canada, was established in 1969 and has earned a reputation as a world leader in the design, manufacture, sales and support of high-power, solid-state radio frequency (RF) products for radio broadcast, navigation, sonar and industrial applications. More than 20,000 customers in 177 countries rely on Nautel's RF solutions. The company has more than 200 employees and facilities in Canada and the U.S.

“Three years ago, we started doing quarterly rolling forecasts using Excel,” said Kris Gilbert, controller, Nautel. “That spreadsheet eventually grew to 35 tabs. I would then have to break apart the spreadsheet every quarter. I'd send pieces of it out to department managers and put them back together. Then I could make the forecast.”

Unfortunately, Nautel found that this approach was prone to broken formulas and various errors. It was an incredibly manual process. Gilbert and the company decided Nautel needed a more powerful solution that would avoid those breakages and allow them to update the quarterly forecast faster.

### Workday Adaptive Planning Transforms Quarterly Forecasting

By selecting Adaptive Planning, Nautel was able to move off of Excel for forecasting and transition into a more robust solution that allowed for faster scenario planning.

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### Tying Together Complex and Detailed Payroll Data

Nautel wanted Adaptive Planning to be a full replacement for how they were using Excel, but with more power and flexibility. The most interesting aspect of the implementation is how Adaptive Planning is managing personnel and payroll forecasting. Nautel has employees in both Canada and the U.S. Not only did the company want to forecast personnel and payroll, but they also needed to do so while factoring in different currencies.

On top of that, the company's approach to forecasting for personnel was very detailed. Nautel had Revelwood build these details into the model – including roles, projects, time off, bonuses and more. It is an incredibly complex approach with a large amount of data.

“The new solution with Adaptive Planning gives us a much better way to calculate projects,” said Gilbert. “It incorporates the various payroll taxes based on country and province or state.”

## About Revelwood

Revelwood helps finance organizations close, consolidate, plan, monitor and analyze business performance. As experts in solutions for the Office of Finance, we partner with best-in-breed software companies by applying best practices guidance and our pre-configured applications to help businesses achieve their full potential.



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## Building a Complete Picture

Nautel started its journey with Adaptive Planning with quarterly forecasting. But it’s not just about payroll and personnel. The company is using Adaptive Planning to create more detailed reports on planning travel for the sales team, managing the company’s software subscriptions and a planning sheet for the marketing department with details on specific tradeshow and related travel expenses. That allows Nautel to understand the numbers and better analyze and assess its expenses.

Nautel plans to move all its financial statements to Adaptive Planning, which will then allow department holders to drill down into the numbers. “With Excel, our department managers can’t see any detail,” added Gilbert. “They come to me for that information. With Adaptive Planning, they will be able to drill down into the source data. That will be very powerful for us.”

The company also plans to expand its use of Adaptive Planning to incorporate more reporting and dashboards.

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