Havell's SLI Spotlights Business Performance with Salient Corporation

Havell's SLI is the North American division of global lighting manufacturer, Havell's India. With a focus on innovation, excellence and reliability, Havell's SLI offers a variety of incandescent, halogen, fluorescent and high intensity discharge products for home and industrial use.

Overview

Havell's SLI is the North American division of global lighting manufacturer, Havell's India.

Industry

Wholesale Distribution/Manufacturing

Geography

Mullins, South Carolina

Challenges

Havell's SLI needed a way to "get their hands around the data and be able to analyze it from different perspectives."

Solution

Havell's SLI chose technology from Salient Corporation to leverage information from sales and operational processes to improve business performance.

The Challenges

Havell's SLI is committed to continuous improvement in their products and in company operations. Management knew that there were opportunities to improve pricing and inventory to better balance profit and growth, but the answers were hidden in a mass amount of business data. They needed a way to "get their hands around the data and be able to analyze it from different perspectives."

The Solution

Havell's SLI chose technology from Salient Corporation to leverage information from sales and operational processes to improve business performance.

Havell's SLI tackled pricing first and brought consistency to pricing strategies with much deeper insight into elasticity and SKU-level profitability.

Due to initial success, leaders at Havell's SLI decided to add inventory metrics to their Salient solution and, as a result, have better balanced their inventory-on-hand with customer demand.

With Salient, Havell's SLI also receives valuable information on budgeting, planning and costing and plans to integrate even more metrics around rebates. There really are no limits to the Salient solution.

"If you're doing data analysis without Salient, you can lose track of what you're doing. The Salient application is very fast. You don't lose continuity. You don't lose focus."

–Rick Cottingham, Havell's SLI

About Salient

Salient Corporation makes very large scale in-memory intelligence technology for ad hoc data interrogation, visualization and root cause analysis. The company provides continuous audit, performance monitoring and forensic applications for business, health care, education and government.