> " Reporting on key progress indicators used to take a month; now it takes two to three days maximum to get that information. We've seen more than 50% time savings; it's huge.
>
> Andres Rubiano, Chief of ACT Projects, Vecol

Vecol speeds progress toward its strategic business goals by implementing Smartsheet in partnership with Avilan Santos

For more than 60 years, Vecol has served Colombia, Ecuador, and Bolivia with biological and pharmaceutical products designed to promote animal health and agricultural productivity. When the company needed a new technology platform to enable the completion of its ambitious 2024 strategic plan, it turned to Avilan Santos, an advisory and consulting firm and Smartsheet partner for Latin America. Avilan Santos partnered with Vecol to implement the Smartsheet platform in order to automate, streamline, and simplify processes to help the company realize its vision and ensure the implementation of projects and strategic initiatives.

Situation:

Vecol has decades of experience developing products that help improve the competitiveness and profitability of the agricultural sector while preventing environmental contamination. As company leaders began to frame a strategic business transformation scheduled for completion in 2024, it became clear that they needed more efficient ways to manage projects and track progress. Information was scattered among spreadsheets, individual documents, and email chains; meeting deadlines required manual effort to update calendars and follow up with project owners. Vecol wanted a solution that would be easy to learn but powerful enough to cut time and effort out of project tracking.

"For 2024, we have goals for our operational process and our strategy," says Sebastian Morato, planning manager at Vecol. "We need to improve the operations, production, logistics, and our marketing and commercial areas to offer the best value to our customers. To do that, we needed to implement technological platforms and establish about 220 projects. We also have aggressive revenue goals. So we needed to integrate and improve performance for all our old value chains and to track those processes and projects as we execute our plan."

Solution:

Avilan Santos has over 20 years of experience in enterprise resource planning, including strategic planning, process design, software

Company
Vecol

Industry
Pharmaceuticals, Agriculture, Biological Products

Company Size
300+ employees

Customer Profile
Vecol provides global customers with comprehensive solutions to promote animal health and productivity in the agricultural sector. The company investigates, develops, and commercializes biotechnological, pharmaceutical and agrochemical products that improve agricultural productivity while limiting environmental impact.

Website
vecol.com.co

Business Situation
Vecol wanted to use technology to automate and streamline processes in order to accomplish its ambitious four-year strategic plan.

Solution
Vecol partnered with Avilan Santos to develop a Smartsheet solution that enables detailed project tracking, integration with other business applications, and dramatically increased efficiency, all on a secure cloud-based platform.

Benefits
· **A single repository of information** that enables centralized information management

· **Faster, more efficient reporting** for better insights and decision-making

· **Integration of multiple business data sources** to create a comprehensive view of progress toward goals

· **Easy access from any location** with a secure cloud-based platform

implementation, and change management. Carolina Galarza, vice president of operations at Avilan Santos, led a team that worked with Morato and his colleagues to design the model for a technology solution to ensure it would meet Vecol's needs. The platform needed to enable progress tracking in real time, be securely accessible via the cloud, and integrate with Vecol data resources including the Qlik Sense data visualization tool.

Benefits:

With Smartsheet, Vecol is saving significant time and effort that can be better spent developing new products and solving agricultural problems for its customers.

Integration with BI tools to track all data in one location: Today Vecol is working toward its 2024 plan with the Smartsheet platform, which aggregates more than 150 key progress indicators and uses formulas to connect and advance important project details. Project owners can track start and finish dates, percentage progress toward the goal, budget usage, and many more specific components. Company leaders can use dashboards to view overall trends, click down into specific steps or figures, and see which pieces of the plan are on schedule, ahead, or behind. Because the Smartsheet platform integrates with Vecol's SAP business intelligence tool, specific figures are always up-to-date with no need to reenter data.

"In addition to creating a balanced project scorecard, we also automated their project management in Smartsheet," Galarza says. "We developed everything in Smartsheet, and can connect it to their Qlik Sense tool and to whatever BI software is in the market. This makes it a much more powerful tool to access a wider clientele, and all data collection (except BI) is done in Smartsheet."

Faster reporting and communication for better decision-making: With more than 150 tactical and operational indicators to track, manual reporting used to take nearly a month. Now, it can be completed in two or three days, providing leaders with the data they need to make quicker and better-informed strategic decisions.

The secure cloud-based platform simplifies how researchers in the field and office staff at different locations can share information, improving cross-company communication. Users can share comments and questions within a sheet instead of searching through disparate email threads, helping solve problems more quickly and accurately. And because data resides in a single location, there's no risk of working from outdated information.

"In the past, we haven't had integrated tools," says Carolina Rodriguez, chief of planning at Vecol. "We had process indicators in Excel, and a web tool for project management. It was difficult to get complete progress information in the different tools. We worked with Avilan Santos to develop a model to integrate our strategic map, the

project processes, and the process indicators in just one or two tools."

A platform that's easy to learn and easy to access: Smartsheet is also easy for new users to learn; Rodriguez says that most employees are familiar with Microsoft Excel, which gave them a strong foundation for learning the additional capabilities that Smartsheet offers.

"Smartsheet is a collaborative platform, so we have the same information for all users, which is a very good thing," says Morato. "It doesn't need installation, because it's available in the cloud; that is also very good for us, to have secure access from anywhere. And being able to integrate the platform with other tools to get information in real time allows us to make decisions in an agile way."

Support and guidance from an experienced technology partner: Morato and his colleagues say engaging Avilan Santos to develop the Smartsheet platform was crucial to the successful advancement of Vecol's strategic plan. Galarza's team designed a conceptual framework that helped Vecol understand the best ways to track and manage a vast number of project components, which helped ensure the best design for the technology solution itself.

"The help that Avilan Santos gave us in implementing the solution was very important," says Andres Rubiano, chief of ACT projects in the AT department at Vecol. "We needed their guidance with the transition and change management."

About Smartsheet

Smartsheet (NYSE:SMAR) is a leading cloud-based platform for work execution, enabling teams and organizations to plan, capture, manage, automate, and report on work at scale, resulting in more efficient processes and better business outcomes. Today over 95,000 customers, including more than 77,000 domain-based customers and over 70 percent of the companies in the Fortune 500, rely on Smartsheet to implement, manage, and automate processes across a broad array of departments and use cases.

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