HOUSEBLEND

CASE STUDY

How a Canadian HVAC and building services provider got real-time project profitability and cut commission processing time by over 60%

HVAC and building services | NetSuite

AT A GLANCE

The challenge

CLIENT
Canadian HVAC and building services provider

INDUSTRY
HVAC and building services

SCOPE
Project profitability reporting, sales and finance automation

PLATFORMS
NetSuite

The company had no real-time view of project profitability, and its sales processes were manual and error-prone.

That made it hard to pay sales commissions accurately, to see what was driving margins, and to scale operations efficiently.

APPROACH

What Houseblend did

1. **Project profitability.** Real-time, automated reporting gave finance and management visibility into margin drivers and commissionable revenue.

2. **Commissions.** Enabled accurate, timely commission payments, with streamlined pricing and commission approvals.

3. **Sales order controls.** Locked sales orders automatically after approval, preventing unauthorized changes.

4. **Opportunity to order.** Created sales orders automatically from opportunities, shortening order cycle times.

RESULTS

Faster commissions, controlled orders

60%+

Less time to process and pay sales commissions

50%

Less time to create sales orders

30%

Less manual entry and rework

100%

Sales order approval compliance; unauthorized changes eliminated

Real time

Profitability dashboards for executives

HB HOUSEBLEND

If your team is reconciling margins and commissions by hand.

NetSuite optimization
www.houseblend.io/services/netsuite-optimization

NetSuite customization
www.houseblend.io/services/netsuite-customization