

Case study

Vaillant Group Establishes Uniform, Flexible Products and Technologies Roadmap and Improves Time to Market

About Vaillant Group

The Vaillant Group is an international company in heating, ventilation, and air conditioning with head offices in Remscheid, Germany. As a global market and technology leader, the Vaillant Group develops and produces tailor-made products and systems and provides services for indoor comfort. The product portfolio ranges from efficient heaters based on conventional energy sources to system solutions for the use of regenerative energies. The company has been family-owned since 1874, and has more than 12,000 employees. The Vaillant Group holds more than 3,000 patents, adding around 50 more annually.

The Challenge: Disconnected Reporting and Visibility into the Product Roadmap

The Vaillant Group was looking for a solution for product management that would provide an overall picture of the products, product groups, and projects created in the company.

“The goal was to create a standardized solution for the optimization of the product roadmap,” says Verena Rausch, Head of Product Communication and Market Support at the Vaillant Group.

The group needed a report structure that included both, pre-configured standard reports and ad-hoc reports. In the previous tool used by the Vaillant Group, which the company wanted to replace, the reports were still based in spreadsheets. In addition, the solution needed to integrate with Microsoft Project as the project data and results needed to flow into it for projects to be worked and completed.



Overview

Customer

Vaillant Group

Industry

Heating, ventilation, and air-conditioning technology

Geographies

Remscheid, Germany

Employees

12,000 worldwide

The Vaillant Group chose Planview Enterprise to help establish a flexible product roadmap and enhance reporting capabilities to improve business decision and time to market.

The Solution: Implement a Portfolio Management Solution to Establish and Visualize the Product Roadmap

The Vaillant Group chose Planview Enterprise® because it covers the entire process – from the idea, to showing the relationships between products and projects – including the workflow. The goal was to show both, the dependencies and the effects on the product program, in their entirety.

The Vaillant Group took a comprehensive step by step approach and implemented Request, Work, Product, Analytics and Reporting modules. The reason was the desired schedule. Planview Enterprise ran in a configuration based on the requirements agreed-upon and coordinated by the Vaillant Group and Planview as part of the Rapid Portfolio Management (RPM) implementation method. After the approach was implemented, the Vaillant Group was then able to start the first roadmap planning in 2016.

Using Planview Enterprise, Vaillant Group now stores all product families and projects centrally in their various phases. Information on a product includes details regarding content, status, data, and financial figures.

The product roadmap shows the dependencies between the respective projects, between individual projects and products as well as between the respective products.

In the process, users (product line managers) can determine the dependencies of individual products on other product families or systems to identify any restrictions and are able to set alerts when changes are made that affect the development of other products or systems.

Due to the higher information quality in the development of new products, the company can react faster to any changes and sometimes shorten the market entry time.

The Benefits: Time Saving and Improved Decision Making

The success of the implementation can be demonstrated quantitatively as well as qualitatively. Planview Enterprise is highly accepted: 80 product management users at the Vaillant Group use this solution. This includes product managers and product-line managers, as well as requesters, who are the program management's idea generators and make proposals for new products in the marketing and sales areas.

"We can create ad-hoc reports for product lines and project portfolios with all required attributes and information. Thanks to the overall view of the product roadmap, we create our reports and recognize changes quickly. We used to need several days for reports at the end of the month, now we only need a few minutes."

– Verena Rausch, head of product communication and market support at the Vaillant Group

According to Verena Rausch, the Vaillant Group now saves time in product management reporting compared to before. "We can create ad-hoc reports for product lines and project portfolios with all required attributes and information. Thanks to the overall view of the product roadmap, we create our reports and recognize changes quickly. We used to need several days for reports at the end of the month, now we only need a few minutes."

Since implementing Planview Enterprise, Vaillant Group has:

- Saved time on product management reporting improving decision making
- Consolidated and stored data for improved visibility into the product roadmap
- Improved data quality and the ability to adapt to changes
- Better planned projects and faster time to market

Future Plans and Further Developments

The Vaillant Group's aim behind the whole project is to create a standardized solution for setting up projects for product development. Further expansion at the Vaillant Group involves integrating Planview Enterprise with Microsoft Project and this interface between both applications has been developed in a second release and is already in use.

To learn more about what Planview Enterprise can do for you, visit [Planview.com](https://www.planview.com)

