

Customer Success Story

Nutritional Beverage Distributor Gets Healthy Dose of Financial Efficiency with Adaptive



Café Soluble
Manufacturing
Managua, Nicaragua

Café Soluble is a Nicaraguan based company founded in 1958. Café Soluble manufactures nutritional products such as coffee, soy products and cereals, and distributes these and other third-party brands to different customers throughout the Central America region.



“We have new operational information, more ways to display and understand that information, and we’ve cut the time it takes to close our books and create new budgets, plans, and forecasts from one week to 2 days.”

- Marcelino Calvo, Finance Manager, Café Soluble

Café Soluble gains speed and productivity, along with a real-time view of corporate performance with Adaptive Planning, part of the Adaptive Suite

In Central America, everything from nutritional beverages, to soy products, to coffee goes through Café Soluble, the Nicaragua-based distributor that provides over 20 different products in all of the above categories to cafes, hotels, and restaurants throughout the region. Founded in 1958, the company’s business has expanded significantly over the last 5+ decades, along with its employee base, number of products, and demand. What hadn’t changed alongside the company’s growth, according to Café Soluble Finance Manager Marcelino Calvo, is the company’s on premise spreadsheets for financial planning and reporting.

Positive Review of Adaptive Spreads through Nicaragua

“Our on-premises solution became too complex,” said Calvo, explaining the manual process required to complete monthly close cycles, and repeatedly create financial forecasts, budgets, and plans for the company. “We manufacture and distribute an array of products, and we needed a solution that would work for the company as a whole and for each department. We were looking for a solution that was flexible and robust in operations, and that would give us quality and accurate data.”

Looking for an alternative solution that would meet the company’s financial requirements, Calvo received a recommendation from a current Adaptive customer also based in Nicaragua.

“Adaptive was recommended because of the scalability and flexibility of the solution that was quick to deploy, and powerful in terms of automation and running scenarios.”

Customer Success Story



"Adaptive can handle all kinds of data analysis, allowing us to create dashboards and charts and graphs for expenses, sales, and financial indicators that are easy to understand."

- Marcelino Calvo, Finance Manager

Adaptive Partner Enables Quick Implementation

Working with Adaptive Insights channel partner Analitikal, which performed all the consulting and implementation services, Café Soluble had Adaptive Planning, part of the Adaptive Suite, fully implemented within three months. According to Calvo, the results were even more immediate.

"We realized right away that Adaptive was intuitive and extremely easy to use," Calvo said. "We didn't need a server connection or IT support to upload information. From the beginning we were able to do it ourselves, which was a huge time-saver."

Café Soluble Gets "Return on Insights"

From budget actuals, to income statements, to sales, to expenses, Café Soluble is able to more accurately measure and more intuitively share the status of key business metrics across departments.

"Every month we have users checking budgets vs. actuals, and every three months we update our broader operating expenses," Calvo explained.

"Adaptive can handle all kinds of data analysis, allowing us to create dashboards and charts and graphs for expenses, sales, and financial indicators that are easy to understand."

Real-Time Indicators, Added Collaboration

"We focus on profit margins, operations margins, and income, and Adaptive helps us to follow all of these indicators in real-time. We look at raw materials costs, energy costs, and see the impact," Calvo continued. "So we have better visibility into how we are performing each month, and we are planning to expand this visibility in to other areas of our business."

Overall, Café Soluble found in Adaptive an easier way for employees across the company to create and understand financial budgets and forecasts. That, in turn has increased collaboration around key corporate metrics.

"We have new operational information, more ways to display and understand that information, and we've cut the time it takes to close our books and create new budgets, plans, and forecasts from one week to 2 days," Calvo concluded. "That real-time view and time-savings are the two main reasons why we are so pleased with our use of Adaptive."

Corporate Headquarters

3350 W. Bayshore Road, Suite 200
Palo Alto, CA 94303

T: +1 800 303 6346
F: +1 650 528 7501

UK / Ireland Headquarters

88 Wood Street London,
EC2V 7RS, UK

T: +44 0 208 528 1767

Australia Headquarters

Level 1, 7 Clunies Ross Court
Eight Mile Plains, QLD 4113, Australia

T: +61 7 3118 5013
F: +61 7 3041 6020

adaptiveinsights.com
adaptiveinsights.co.uk

info@adaptiveinsights.com
sales@adaptiveinsights.com
press@adaptiveinsights.com
support@adaptiveinsights.com