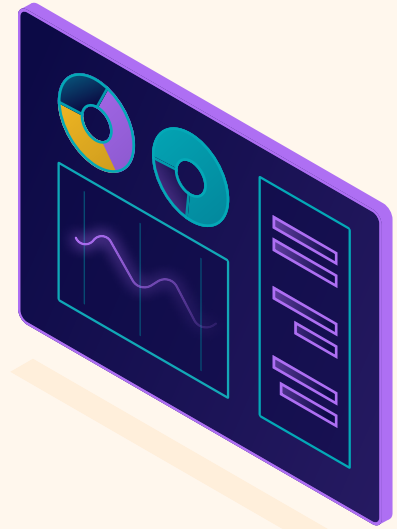


mindtickle

Mindtickle shrinks reporting time by three weeks with access to real-time business data

With a recent infusion of \$100M Series E funding, Mindtickle, a market-leading sales readiness platform, needed to scale up its financial planning and analysis processes fast.



3 systems

Integrated for automated data consolidation

3 weeks

Saved in preparing board reports each month

3 teams

Contributing data and gaining insights to drive business results

THE CHALLENGE

Prior to finding Drivetrain, all the data Mindtickle needed for financial planning and analysis was spread across three different systems. With the deadline of a board meeting always looming, every quarter was a mad scramble to manually pull in all the data they needed to build the reports. And, by the time the Mindtickle team got their reports ready to present, they were often already out of date.

To make matters worse, Mindtickle was relying on multiple linked spreadsheets for most of its financial operations. However, when the company won another \$100M in new funding, it quickly became clear that this approach was no longer capable of handling the rapid growth and complexity in Mindtickle's business at the enterprise scale.

INTEGRATIONS



ORACLE®
NETSUITE

bamboohR®

THE SOLUTION

Drivetrain offered Mindtickle a fast and flexible, purpose-built solution for fast reporting and tracking progress against targets without having to rely on IT or expensive data analysts and consultants.

With Drivetrain, Mindtickle was able to connect the different systems its sales, marketing, and revenue operations teams use to automate its data gathering and consolidation processes.

Now, with all the data they need in one place, Mindtickle's financial team is able to compute metrics easily for faster and fresher reporting, analyze the data more quickly to find actionable insights, and develop better more accurate forecasting models in different dimensions to grow more predictably.

HOW DRIVETRAIN HELPED



Faster, streamlined reporting



Improved cross-functional collaboration



More accurate forecasting with different scenarios

"Drivetrain clearly shows us how the conditions are changing so that we can adjust our forecasts...as average deal cycle times, win rates, and deal sizes change, we are able to recalibrate quickly and adjust our forecasts and guidance for the quarters ahead."



Aman Bafna

Manager - Office of the CEO,
Mindtickle

The best companies meet and beat their numbers

Find out how Drivetrain can help you scale your business predictably

[Book a Demo](#)