

AI-POWERED EFFICIENCY GAINS

How Revenue Sage Cut Operational Costs by 40% for a Mid-Cap Manufacturer

Case Study: Revenue Sage

EXECUTIVE SNAPSHOT

Attribute	Detail
Industry	Manufacturing / Industrial B2B
Team Size	75
Annual Revenue (Pre-engagement)	\$28M
Operational Outcome	40% cost reduction
Throughput Impact	32% increase in production velocity
AI Systems Deployed	5 integrated workflows

THE CHALLENGE

This mid-market manufacturer was drowning in overhead, delays, and siloed execution:

- Sales, operations, and finance ran on disconnected systems
- Manual handoffs created errors and blame loops
- Key metrics were tracked across multiple spreadsheets - none reliable
- Leadership lacked real-time visibility into supply chain or margins

“We were scaling in the dark. Every department blamed another for the bottlenecks.”

The company needed operational clarity, cost control, and centralized intelligence - without hiring an army of developers or executives.

THE REVENUE SAGE ENGAGEMENT

We executed a 90-day transformation powered by our Fractional Operations + AI Efficiency Framework:

1. Strategic Alignment

- Built a Revenue Council to unify cross-departmental KPIs
- Identified workflow redundancies and system gaps
- Defined a new revenue-focused operations rhythm

2. Fractional Leadership

- Installed a Fractional COO to drive operational cohesion
- Added a Fractional CTO to lead system design + implementation
- Established async communication + executive reporting flow

3. AI & Automation Deployment

- Introduced AI for:
 - Demand planning
 - Supply chain notifications
 - Invoice validation
 - Customer service ticket triage
 - Employee scheduling
- Integrated existing tools via Make.com + Zapier
- Created dashboards in Google Looker Studio for real-time visibility

4. Financial Foresight

- Mapped margin leakage across vendors and workflows
- Built a cost-per-activity model by department
- Negotiated supplier terms based on new usage analytics
- Modeled “what if” scenarios for hiring, scale, and market shifts

THE RESULTS

Metric	Before	After
Operational Cost	—	40% reduction
Production Throughput	Baseline	+32%
Manual Handoffs	15+ per cycle	<3 with automation
Cash-on-Hand	\$1.2M	\$1.42M in 90 days
System Silos	6 tools, no sync	1 unified dashboard
Decision-Making Lag	7–10 days	Real-time

WHAT THE COO SAID

“We didn’t just save money. We removed friction from the bloodstream of the business. For the first time, our teams had the tools and clarity to move at speed - together.”

WHY IT MATTERED

This was more than a cost-saving play.

It was the transformation of how the company worked, decided, and scaled.

Post-engagement:

- They onboarded 3 new clients with zero additional headcount
- Decision latency dropped to near-zero
- Internal trust rebounded as finger-pointing dissolved

“It finally felt like one company - not 7 departments.”

WANT RESULTS LIKE THIS?

- Book a Free AI + Operational Efficiency Strategy Session with Revenue Sage
- Download the Efficiency Checklist
- Let’s make your operations scale as smart as your vision

Limited
Time Offer

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