

# OMS doubles yearly revenue with Quantive Results



INDUSTRY

**Public Safety Technology**

SOLUTION

**Quantive Results**

COMPANY SIZE

**700+ employees**

VALUE LEVER

**Transparency and alignment**

## Challenge

As one of the leading inspection service providers for electrical safety, OMS has been expanding across Europe with hundreds of qualified electricians and thousands of satisfied customers. Since they were growing very fast, they realized they needed a goal management structure to help move the growth in the direction they wanted. In addition, OMS leadership knew they were not effectively communicating the growth trajectory for the business and because of that, they were struggling to get everybody involved with the company's goals.

To help with this, OMS began using OKRs with the intention of directing their rapid growth. However, they were using spreadsheets and the manual process made it difficult for them to regularly review, measure, and update progress.

The company needed a new process to help them create solid communication, get everybody involved in company goals, and see the whole picture of alignment. Leadership sought the right management software to help them implement OKRs throughout their organization.

## Solution

After narrowing their search down to four possible software options, OMS chose to use [Quantive Results](#) to help them meet these challenges. They felt the platform's simple user interface, ease of navigation, and fast learning curve were the best fit for their organization. The ability to clarify goals, have everyone can contribute to reaching them, and enable teams to build the habit of updating their OKRs each week was a big selling point for OMS.

The approval workflow feature ensured employees discussed OKRs with managers, giving them more confidence to execute objectives. The Alignment View in Quantive Results helped leadership visualize how everything, from top-level company objectives to regional ones were connected. In addition, sessions provided an effective structure for the company's annual and quarterly OKR cycle.

## Outcomes

OMS has reached incredible stretch goals with OKRs using Quantive Results — including doubling their sales every year for the past four years. By breaking down objectives into quarterly steps, OMS was able to increase motivation company-wide since there was now more transparency around goal progress.

The company expects to continue growing and up-leveling their communication and alignment, always looking to set better key results to achieve their company objectives.



**“Although the basic functionalities like adding OKRs are supported by other software, Quantive Results stands out with the attention to detail in the platform and in the collaboration with their customers.”**

Stian Corneliusen

OKR Executive Manager, OMS