

Driving Commercial Performance at Nando's Through Unified Sales Intelligence

A modern reporting platform that accelerated insight, improved profitability transparency and enabled better operational planning.

Executive Summary

Peraison delivered a **global sales and profitability reporting** solution that gave Nando's Retail real-time visibility by market and SKU, enabling faster, margin-focused decisions and better forecast confidence.

Nando's retail division sells products across multiple international markets - but their data wasn't keeping up.

Each region used different reporting methods, spreadsheets and local systems, making it difficult to:

- Understand global sales performance across markets and SKUs
- Track gross profit at SKU level
- Support finance planning, supply chain forecasting, and marketing insightschain forecasting, and marketing insights
- Produce timely reports without manual effort
- Give executives a consolidated, accurate view of performance

The business needed one reliable, scalable reporting solution that could serve diverse teams while reducing manual effort and improving decision making.

The Challenge



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The Solution

Peraison partnered with Nando's to build a **Global Sales Reporting Platform**, consolidating data from across markets into a unified model.

Key elements delivered:

- **Global Sales Report** with SKU level visibility-level visibility
- **Automated ETL pipelines to eliminate manual reporting**
- **Region specific views** tailored for Finance, Marketing and Supply Chain teams-**specific views**
- **Executive Summary Dashboard** with key metrics
- **Forecasting & scenario planning capabilities** for demand planning (UK & SA)-**planning capabilities**
- **Custom features** including seasonal calendars, currency selection and email subscriptions

The solution delivered a single source of truth that supports every level of the business - from analysts to senior leadership.

The Impact

Full Global Visibility

Nando's teams can now track sales, profitability, and performance across regions, SKUs, suppliers and channels in real time.

Significant Time Savings

Automated data processing eliminated manual spreadsheet consolidation - reducing weekly reporting time from hours to minutes.

Improved Executive Alignment

Leaders now view consistent, reliable metrics across markets, enabling faster and better strategic decisions.

Better Commercial Decisions

Finance teams gained SKU level gross profit visibility to improve budgeting and cost control level gross profit visibility to improve budgeting and cost control.

Marketing can now correlate sales performance with campaigns.

Supply Chain uses forecasting to drive capacity planning and reduce stock risk.

With Peraison's support, Nando's unlocked a scalable analytics foundation that brings clarity to global performance and empowers teams across the organisation.

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