



Supporting growth through innovation for Remeha

Implementing the Growth Accelerators approach to execute on innovation



Thanks to the Growth Accelerator approach and working with RevelX we now have a much more structured way of managing growth and innovations which clearly fits the current high maturity level of our organisation.

- Arthur van Schayk
CEO at Remeha

About the client

Remeha is part of the BDR Thermea Group, one of the worlds leading suppliers of indoor climate solutions for both residential as well as commercial buildings. Remeha has been steadily growing its geographical presence in north west Europe and its portfolio of products and solutions. The company is market leading in boilers, heatpumps and complete systems including heat recovery, solar panels, airconditioning and associated engineering, project management and maintenance services.

The Challenge

Due to its entrepreneurial spirit Remeha has always been very quick and pragmatic to embark on new and innovative ideas and capitalise on emerging market opportunities. However, with the increasing success and scale of the company the need arose to implement a more structured and collaborative approach for the development of innovation strategy and the implementation thereof.

The Solution

Together with the management team of Remeha we designed and implemented the concept of Growth Accelerators. A Growth Accelerator is a clearly scoped innovation in terms of a new product, a new service, a new business process or even a completely new business model, for instance: Climate as a Service.

A Growth Accelerator has its own project team, project charter, planning, goals and objectives and often dedicate resources. All Growth Accelerators combined form the complete innovation portfolio which is being managed by the growth board and has its dedicated portfolio management information, stage gates, and associated portfolio management tooling.

Results

After having worked on the implementation of the Growth Accelerator way of working for almost a year, the Accelerator teams and the Growth Board had fully adopted this way of working and a new, more structured approach to managing innovations had been embedded in the organisation. This has led to more focus on crucial innovations, better management decisions and more prudent funding and resource management in the innovation arena of Remeha.

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