

How Utiliko Helped Vivant Scale from \$1M to \$8M

The Problem: Growing fast but drowning in chaos

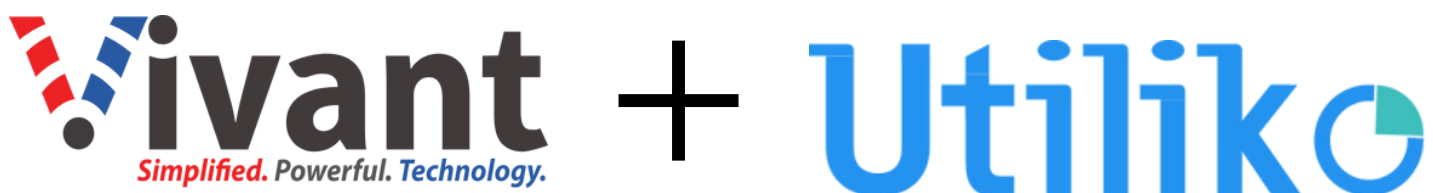
The Solution: Simplicity through an all-in-one business management platform

The Result: 8x revenue growth in 4 years

When Vivant hit the \$1M revenue milestone, the company's founder/CEO realized that they'd outgrown their disconnected systems and patchwork of spreadsheets. What started as an aspiring startup was now drowning in operational chaos.

Frustrated with existing chaotic, complicated, expensive, and siloed business apps such as CRM, accounting, payment processing, support ticketing systems, and project management tools, he started researching an all-in-one solution that was easy to use for the staff, quick to onboard, and cost effective. The search led to complicated, expensive, or confusing platforms, including NetSuite, Zoho, and Odoo.

He took matters into his own hands. The result was Utiliko — an all-in-one business management platform, which transformed Vivant's operations and became the foundation for scaling to **\$8M** in ARR.



The Challenge: Success Was Becoming Vivant's Biggest Problem

Sound familiar? Here's what Vivant was dealing with at \$1M in revenue:

Nobody Knew What Anyone Else Was Doing

- **Finance:** Stuck in QuickBooks with zero visibility into operations
- **HR:** Managing everything in spreadsheets
- **Sales:** Living in CRM or email threads that didn't talk to anyone else
- **Operations:** Tracking projects on paper

Vivant wasn't tracking billable hours or invoicing accurately, and the team wasted hours on duplicate entries.

Inefficiency Eating Profits

- 40% of team time wasted on manual data entry
- 3-week client onboarding due to handoff delays
- Endless email chains asking "what's our status on X?"
- Weekend work just to keep up with admin tasks

Reports Took Weeks, Not Hours

- 6 different systems with conflicting "truth"
- No real-time visibility into projects, tickets, payments, and paper agreements.



The wake up call was when I didn't terminate an employee who cost us \$10,000, only because training the replacement across 8 or 9 different apps would have been more painful.

Hamed Mazrouei (CEO, Vivant)

The Solution & The Results

When off-the-shelf solutions failed, Vivant took control. The internal project to solve the chaos grew into Utiliko, a purpose-built, all-in-one business management platform designed to address real-world scaling challenges.

Utiliko solved each of Vivant's challenges, fueled unprecedented growth and efficiency, proving the value of a solution built by operators, for operators.

Key Impact Area	Metric	Before Utiliko	After Utiliko	Outcome
Revenue Growth	Annual Revenue	\$1M	\$8M	+700% in 4 Years
Operational Efficiency	Invoices Paid from Project Completion	~10 Days	1 Days	90% Faster
Client Onboarding Time	Real-Time Project Tracking	3 Weeks	Real time	100% Reduction
Cost Savings	Redundant Software License Fees	\$100K/year	\$18K/year	82% Savings on License Fees
Employee Productivity	Duplicate Data Entry	40% of the time	None	100% Reduction
Client Approvals	Time to Sign Proposals, Estimates, & Contracts	Weeks	Real time	100% Time Saved on Client Approvals
Payment Integration	Cost & Reconciliation	\$50K/year more expensive & manual entries	Real time processing & reconciliation	+\$50,000 in Cost Savings

The Hidden Impact

- ✓ Revenue per employee jumped from \$125K to \$200K.
- ✓ Avoided hiring 2 full-time administrative staff, saving Vivant over \$120K annually.
- ✓ Leadership saved 20 hours per week on reporting alone.
- ✓ Simplified employee onboarding by training in a unified system.

Utiliko gave us back our weekends. We're no longer scrambling to piece together reports or chase down information. Our team can focus on what they do best, i.e. delivering exceptional results for our clients.



Jimmy Le
COO, Vivant

Vivant transformed from a chaotic business to a streamlined, process-oriented, growth organization.

Utiliko was built based on actual growing pains. Now, that battle-tested solution is available to help you scale without the operational chaos.

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