Manufacturing Case Study

Use Case 01

| Major Challenges	Scope of Project	Outcome
Not able to manage their leads from different source for e.g., (Facebook, twitter, India Mart etc.)	Integrated third party lead generation tools with salesforce	All leads are presented there on one platform with realistic data
There was no transparency between regional sales manager to sales representative.	Implemented sales target and attendance feature	Real-time sync of all the objects data is done
Not able to track and store their employee's attendance	Delivered high-quality solution to check the communication done with the customer and track their employee's performance	Effectively manage the tracking and tour plane of employees
Not able to track one's performance and targets	Effective management of Cases and on time resolution	Synced all the real time data from SAP and tally to salesforce.
Not able to view the inventory statistics in one platform from different sources (SAP and Tally)	Integrated SAP and Tally with salesforce to view the Product value in the system.	Transparency between RSM and SR.
Difficulty to track the sales and service representative's location.	Developed a highly efficient solution for storing tour plans for each employee.	With the help of Analytical dashboard and reports, managers will be able to take right decision at the right time.

Major Challenges	Scope of Project	Outcome
Not able to manage huge of amount of data of Customers and Products Manual approvals were taking up a lot of time and were delaying the complete process of the sales cycle. Tracking the work progress was difficult, were not able to set deadline and work reminders	Created Approval process (manual and automatic) according to the role of use	Approval processes ensure that process has more transparency.
	Reminder notification of set to remind the users of the deadlines	Automatic email notifications ensured no delay in notifying customers of the work progress.
	Custom pages were developed to reduce the manual work.	Quotes and technical documents was prepared with different formats in comparatively less time and with more efficiency.
We're using the excel to create Quotations and Technical Documents which were Pron to error and consuming time.	VF pages were used to create Quotation and Technical Documents which were taking dynamic values	With the help of high-tech dashboards and reports, managers will be able to take the right decision at the right time.

Cloud Certitude

Use Case 03
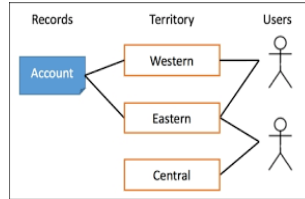
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Seamless connection between Salesforce Objects and SAP was a critical issue leading to data mismatch in Reports/Dashboards, products not visible for Opportunity Punching. Not able to track their employees' activities and tour planning.	Providing seamless integration with SAP through Talent, thereby confirming reliable data in the SF system for making proper business decisions.	Users are able to filter/search products and punch Opportunity on the go through mobile.
Sales Heads not able to assign and review Sales Targets to salespersons. Opportunity Punching through Mobile Phones/iPad is very time consuming especially when the number of products for an opportunity is High	Simplifying time consuming processes such as Opportunity Punching and Tour Plan Budget Line-Item punching, increasing resource efficiency. Preparing a dashboard for chairman	Products and other records getting reflected properly in the SF system making data reliable and smoothing the Opportunity Punching process User location is getting stamped correctly.
	Overcoming standard feature limitations through building custom solutions.	Users share reports with other users (internal + external) as CSV through mobile.