



Our Client is a leading Manufacturer and Distributor of Electrical Products.

## **Problem Statement**

Legacy system with lack of visibility between marketing and sales, data silos, sales processes not consistent across org, sales and process scalability. Sophisticated sales channel with multiple constituents.

#### Solution

- > Implemented Pardot, Sales Cloud and Salesforce CPQ with integration to custom ERP, to provide a flexible, scalable platform and standardized sales processes
- Realize continued ROI through focus on continuous improvement and frequent, consistent future releases by Salesforce



## Roadmap

Manufacturing Cloud with Rebate Management. Expanded Service Cloud functionality, Org-wide work queue management and reporting. Tableau CRM analytics and dashboards.

- Sales Cloud
- Marketing Cloud
- Integration
- Manufacturing cloud
- CPQ

#### AE: Matt Backel

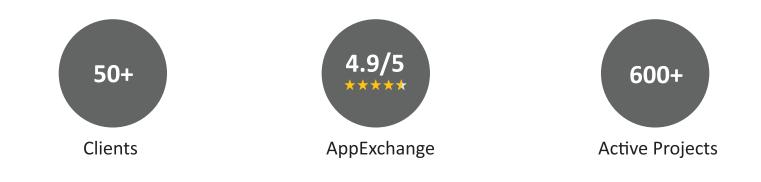
Phase 1 Licenses:

- Sales Cloud EE
- Salesforce CPQ
- Pardot

Phase 1 Licenses:

- Manufacturing Cloud
- Rebate Management
- Pardot Advanced







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