

# Case Study

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



50+

Clients

4.9/5  
★★★★★

AppExchange

600+

Active Projects

