



OLYMPUS



salesforce

Olympus uses ELTON to publish live availability of Evaluation Inventory

CHALLENGE

Sales Representatives needed a live view of available evaluation inventory to be able to promise and fulfill evaluations as required

A seamless way to link an evaluation to a validated Salesforce opportunity

SOLUTION

Implemented native Salesforce ISV ELTON(Equipment Location Tracking ONLINE) and embedded it into the sales process in just 30 days for over 200 users

Sales team and Asset management have complete visibility to the process and inventory. Automated reminders keep offer control of important dates for both customers and users.

99%

Reduction of
late evaluation
returns

100%

Validation that
evaluations are
going to legitimate
opportunities

Sales



Platform



Partners



Source