
CASE STUDY

Lead-to-Invoice Automation for Solar Bayern

Client: Solar Bayern

Challenge

Solar Bayern's sales process was running across disconnected tools and manual handoffs, from lead intake through deal closure to invoicing, with no single system tracking the full pipeline.

Solution

ALAZ Solutions designed and built a Salesforce Sales Cloud system covering the entire sales lifecycle: lead intake, opportunity tracking, deal closure, and invoicing, all in one connected workflow with no manual re-entry between stages.

Result

Solar Bayern's team now runs its full sales process inside a single system, with clear visibility from first contact to final invoice. The client noted the team was responsive throughout the project and delivered exactly what was needed.