

Customer Success Story

Modern Payments and Invoicing, Built to Order

Tuff Shed modernized payment capabilities to streamline cash flow and production

A true American original, Tuff Shed has built custom backyard sheds, garages, recreational buildings, and commercial structures since 1981—with more than a million buildings and happy customers.

Challenge:

- No integration between their CRM, ERP, and payment systems impacting eCommerce and in-person connection
- Significant amount of manual effort across the organization

Solution:

- Modernized and automated payment capabilities with Chargent
- Integrated online and in-person transactions directly with Salesforce CPQ and their ERP

Results:

- Payment collection is now built into the CPQ process, streamlining both revenue collection and production

Customer:



Industry:

Manufacturing

Salesforce Customer 360



90%
reduction in
bad debt

\$1M
in savings

6
figure savings in
processing fees

