



CUSTOMER SUCCESS STORY

A network diagram consisting of six blue circular nodes connected by blue lines, overlaid on a faded cityscape background. The nodes are arranged in a roughly circular pattern with a central node, and the lines connect them in a complex, interconnected web.

mojo Networks

Mojo Networks

As a leader in the enterprise wireless space, Mojo Networks is redefining the modern WiFi platform. The carrier-class, multitenant cloud architecture offered by Mojo is incredibly simple and massively scalable. Since being founded in 2004, Mojo Networks has grown rapidly, now working with multiple Fortune 500 and Global 2000 companies around the world.

Headquarters Mountain View, CA, USA

Industry Wireless

Website www.mojonetworks.com

Services



Consulting



Implementation



Communities



Development

The Challenge

“For the last 10 years, we worked a lot of deals directly, we had never gone 100% channel based. That all changed with our rebrand. I knew that if we wanted a scalable channel, we needed to start with a partner portal. But just the standard Salesforce community wasn't going to be enough. We were building something that had never been done in our industry - with a very limited budget and time frame.

- **Brian Thomas** *Channel Account Manager, West*

Mojo Networks faced these three main challenges:

Partner Portal Mojo Networks wanted to launch a partner sales program, but needed a portal for partners to submit leads, track deals and communicate with the Mojo sales team. This partner portal needed to perfectly match the new Mojo Networks brand. There were also serious concerns with the time frame (four months) and budget.

Custom Development The specific functionality and design Mojo Networks needed was more than the standard Salesforce community offered. Mojo needed custom development.

Implementation After the partner portal was fully built, Mojo Networks needed a way to roll it out to all of the existing partners, add new ones, and resolve any post-rollout issues.

The Solution

“ We chose Simplus because they were the only ones who truly understood what we needed. They submitted a SOW that aligned with our business objectives. Even then, I didn’t actually expect Simplus to come through by the rebrand date, but they did. The work, the communication, it was all incredible.

- **Brian Thomas** *Channel Account Manager, West*

- Custom Functionality** Simplus developed Visualforce pages, apex triggers, fields, jQuery, and AJAX to achieve the custom functionality required by Mojo Networks. This included the ability to search for a rep and track deals through a custom dashboard.
- Custom Pages** Simplus used custom developed VisualForce pages and javascript to perfectly create the look and feel requested by Mojo Networks. This includes animating objects on the page and a custom header.
- Custom Registration/Login** Simplus developed a way for users to login with either an email or a username. The login page also allows users to reset passwords on the page directly.
- Custom Chatter App** Simplus created an app based off of Chatter. This customized app allows partners to communicate with Mojo sales reps quickly and easily.
- Responsive Design** Simplus created this entire partner portal using a responsive design, which allows partners to utilize it on all mobile devices.
- Document Repository** Simplus developed a custom document repository based off of Salesforce’s native documents object. This allows Mojo Networks to utilize a dynamic partner facing library which can be fully managed internally.
- Additional Support** Simplus has provided additional support during the implementation & post roll-out phases.

The Results

“ This is the most intuitive partner portal in our vertical, and I’ve seen them all. This is revolutionary, there is nothing like it in our industry. The work that’s been done by Simplus encapsulates exactly what we were trying to do.

- **Brian Thomas** *Channel Account Manager, West*

70-99%
Time Saved

\$100,000+
Saved/Year in Reduced Labor Costs

00:00:90
Avg. Time from Log In to Log Out

Mojo Networks has been invited by A’ Design Award & Competition to present the portal due to its innovation & design.