

IBS-Energy – Lightning Migration

COMPANY OVERVIEW

IBS-Energy is a strategic energy manager. This group of companies brings in their DNA a holistic view about energy and everything that is closer to it.

They have developed a portfolio of innovative and competitive solutions for their customers.

COMPANY PROFILE

LOCATION	São Paulo, Brazil
COMPANY SIZE	# 60
INDUSTRY	Energy
SOLUTION SOLD	
SFDC SOLUTION(S)	
FIRST ACTIVE:	August/2016



CHALLENGE SOLUTION VALUE/RESULTS

Customer used a Professional license and upgraded to meet automation demands, integration with internal systems and better use of the tool by the sales area.

Price update control held weekly.

Use of Sales Cloud features to control the sales process and integration with internal systems for 360 ° customer view.

Agility in the sales process.

Generation of more assertive metrics.

Use of standard features aligned with best practices.

More Detailed Info and Quantitative Results

Color Commentary and Notes About Details of Solution or Implementation

NOTES

Use of Enterprise license with task generation automation and change of opportunity status to control the sales process.

Integration with internal systems.

Use of automation for price catalog.

Reports to follow the metrics by the board.

QUANTITATIVE RESULTS IF AVAILABLE

Additional Information Required

MORE DETAILS

Overview of ISV Partner and Solutions/Apps Provided <i>(Who are you and what do you do?)</i>	
What is the solution/app provided to this customer?	
Competitors engaged in sales cycle:	
Previous technology replaced by solution:	<i>Excel</i>
Salesforce.com products deployed:	<i>Sales cloud / Lightning</i>
Core Salesforce.com product features:	
3 rd Party products in solution:	

Sharing Guidelines

These questions are required in order for your story submission to be accepted. Please answer these questions to the best of your ability.

We will not contact the customer without reaching out to you first.

SHARING USE CASE/SCENARIO:

Can salesforce.com AEs share this story and overview slide in sales settings?	
Can salesforce.com AEs mention the customer name in sales settings?	
Is this customer willing to act as a reference customer for prospects?	
Would the customer be willing to speak at Dreamforce or other events?	

PARTNER INFORMATION

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