

Método Engenharia – Lightning Implementation

COMPANY OVERVIEW

The Método provides integrated engineering, construction and maintenance solutions for high complexity projects. They began their activities in 1973 and built, over more than four decades, a differential of quality and innovation recognized by customers and important market organizations, from which they received numerous certifications and awards.

COMPANY PROFILE

LOCATION *São Paulo, Brazil*

COMPANY SIZE *# 700*

INDUSTRY *Imóveis e Construção Civil*

SOLUTION SOLD

SFDC SOLUTION(S)

FIRST ACTIVE: *Março/2017*



CHALLENGE

They needed a system to have a management with higher quality of their sales separated by each area (Industrial, Civil and Fast) and control of the activities of its executives. All sales control until then was controlled by an Excel spreadsheet, making it impossible for 360-degree view of its customers.

SOLUTION

Presentation of the complete sales process solution, ranging from prospecting a customer (lead), through the conversion into customers (account / contact) and up to the negotiation of the sale (opportunity), divided by each area of the company.

VALUE/RESULTS

Get control of all sales trends on each customer. Managerial view of the sales cycle separated by each area of the company.

More Detailed Info and Quantitative Results

Color Commentary and Notes About Details of Solution or Implementation

NOTES

All executives have access to all accounts as read-only, so executives can understand who is responsible for each account, while allowing all areas to generate opportunities for the same account. Opportunity registration types have been created for each Method business area, since each area has its own particularities of business, so the information and layouts of each become unique, and there are no unnecessary fields for each area.

QUANTITATIVE RESULTS IF AVAILABLE

Additional Information Required

MORE DETAILS

Overview of ISV Partner and Solutions/Apps Provided
(Who are you and what do you do?)

What is the solution/app provided to this customer?

Competitors engaged in sales cycle:

Previous technology replaced by solution:

Excel

Salesforce.com products deployed:

Sales cloud / Lightning

Core Salesforce.com product features:

3rd 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?	Yes
Can salesforce.com AEs mention the customer name in sales settings?	Yes
Is this customer willing to act as a reference customer for prospects?	Yes
Would the customer be willing to speak at Dreamforce or other events?	Yes

PARTNER INFORMATION

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