

Case Study

TEKsystems Salesforce implementation for the largest provider of portable storage solutions

PROBLEM

The client was using four disconnected systems for orders, which was inefficient and contributed to a lower stream of steady revenue

SOLUTION

Implemented Salesforce to:

- Funnel leads
- Produce orders
- Moved to one streamlined system

RESULTS

- 20% increase in productivity
- Saved \$1 million in operational efficiencies
- Developed a continuous delivery model



Order submitted



Process in system



Sales team sees quantifiable results

