

# Rosetree Solutions develops custom vendor management application for global transportation company.

## THE CLIENT

Volga-Dnepr is a global transportation company and market leader in unique and oversized cargo shipments, delivering complimentary logistics services to their clients. With offices around the world, Volga-Dnepr flies some of the world's largest cargo to all seven continents.

## THE CHALLENGE

Volga-Dnepr solicits quotes from third party vendors for transportation service needs. With offices around the globe, Volga-Dnepr used multiple disparate systems without unified consistency. The company needed to increase the quality and visibility of their vendor management within the Salesforce environment in order to achieve departmental growth. The ultimate vision for the Engineering and Logistics department was a centralized platform to view vendor performance, history, and capabilities to efficiently perform their duties and keep up with a growing vendor network.

## THE SOLUTION

Rosetree quickly built a proof of concept to demonstrate a potential solution to Volga-Dnepr. Leveraging the cloud-based capabilities of Salesforce and user interface development toolkit with Skuid, this proof of concept quickly became the foundation for a new vendor management system. Volga-Dnepr and Rosetree's collaboration led to a streamlined process where agents from Volga-Dnepr offices around the world can solicit quotes from any number of vendors simultaneously for multiple services, with instant access to information about the vendor's past performance world-wide. Rosetree's work also facilitates future business growth and capability to coordinate vendor management across regional offices.



**"Rosetree as a solution provider allowed us to fully take on the advantages of Skuid as a user interface platform."**

Giorgi Gelovani  
Marketing and Systems Project  
Implementation Manager



## THE RESULTS

By leveraging Skuid, Rosetree was able to provide a seamless application built natively on the Salesforce platform. This contributed to Volga-Dnepr's business process and operational efficiency. Rosetree's work also supports future business growth with the capacity to coordinate an increased volume of vendor logistics.

## ABOUT ROSETREE SOLUTIONS

Rosetree Solutions is a Salesforce and Skuid consulting firm that works with clients looking for progressive cloud solutions that create positive organizational change.

As App Innovation Partners, Rosetree Solutions began creating industry-specific solutions on the Salesforce platform. Consulting services shortly followed, and Rosetree now offers end-to-end solutions for clients from initial implementation, to ongoing consulting, and custom development. Customer success is our primary focus, providing solutions you can count on.

**"A tool that is uniquely relevant to our needs... Other solutions would take twice as long and cost to two to three times as much"**

Giorgi Gelovani  
Marketing and Systems Project  
Implementation Manager

process efficiency increase

**160%**

implementation speed

**200%**

cost compared to other solutions

**50%**



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