

Reference Letter Re: Cloudity

July 1, 2019 – Miami, FL, USA

To Whom It May Concern:

In June, 2019 Cloudity provided consultancy services for Kasper Exchange in Warsaw, Poland. They were responsible for conducting a digitalization workshop on our Salesforce platform to discover our needs and processes and determine the best way to address them using Salesforce technologies.

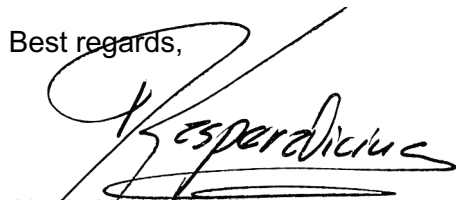
The key areas for improvement we discovered and defined were:

- Simplifying a complex product organization structure with three product types—with a custom component that will filter the product database on demand, based on Seller or Buyer criteria
- Functionality to send an email containing structured data (with Visualforce generated tables)
- Functionality that will allow updating our database by external stakeholders without the need for logging in
- Possibility to change/clone an Opportunity Product while keeping all entered data
- Providing price range, price mentions and Quote price tracking on individual products
- A new “statement” functionality to provide reports to customers
- Possibility to add and assign PDF certificate documents to particular Accounts and Products, and allowing for certificate management (i.e. Expiration notifications and requesting needed certificates)
- Organizing email chains into threads to avoid information noise
- Service Cloud configuration for service cases
- A data model that will allow for easier storing and comparison of “GC” (Gas Chromatograph) test results from particular Lots of product
- A Community Cloud configuration allowing customers to check their order status with all relevant data
- Defining custom home pages for each profile containing key statistics (revenue, open opportunities etc.) and important tasks and events.
- Dividing a currently existing Opportunity into an Opportunity and a new “Provision” object for easier managing and reporting on sales and shipment processes
- Adding a functionality to an Invoice Object that will allow downloading the invoice from a link
- Creating a set of reports that will allow more precise tracking of the company’s KPIs

I confirm their services were delivered as promised to an exceptional level of quality, and can vouch that the necessary knowledge and experience possessed by the consultants and staff who led the project went well beyond my expectation.

I wholeheartedly recommend Cloudity as a Salesforce consultancy services provider.

Best regards,



Alexis Kasperavičius
Co-Founder