KASPERSKY lab

Warsaw, 27 February 2019

Reference letter

Starting October 2019 Cloudity has been providing the solution of implementing Partner Community and CPQ for Kaspersky Lab dedicated to United Kingdom market. Cloudity was responsible for customization of Salesforce platform to correspond with Kaspersky Lab needs and that included:

- Development of dedicated components for Salesforce Partner Community - portal system for managing SMB resellers. This is the main interface between Kaspersky Lab & resellers.

  · It provides following main features:

  · Partner Registration Interface (fully custom)

  · Marketing and Technical materials (Library),

  · New Deal Registration

  · Marketing Development Funds

  · Request for Internal Use Only products,

  · Rebates Program,

  · Lead Assignment,

  · Solution Chooser,

  · Product Calculator.

- Configuration and development of Salesforce CPQ - Cloudity designed and implemented a mapping between KORM and CPQ data model. Configuration is automatically translated, so as changes in KORM update CPQ configuration.

- Learning Management System - solution analysis and recommendations

- Leading successful GoLive on 14th of January 2019

- Training and support for system administrators

I hereby confirm the proper quality of delivered services as well as the necessary knowledge and experience of consultants who lead the project.
I recommend Cloudity as a Salesforce consultancy services provider.

Best regards,
Maxim Gudkov, Director IT Service Management