



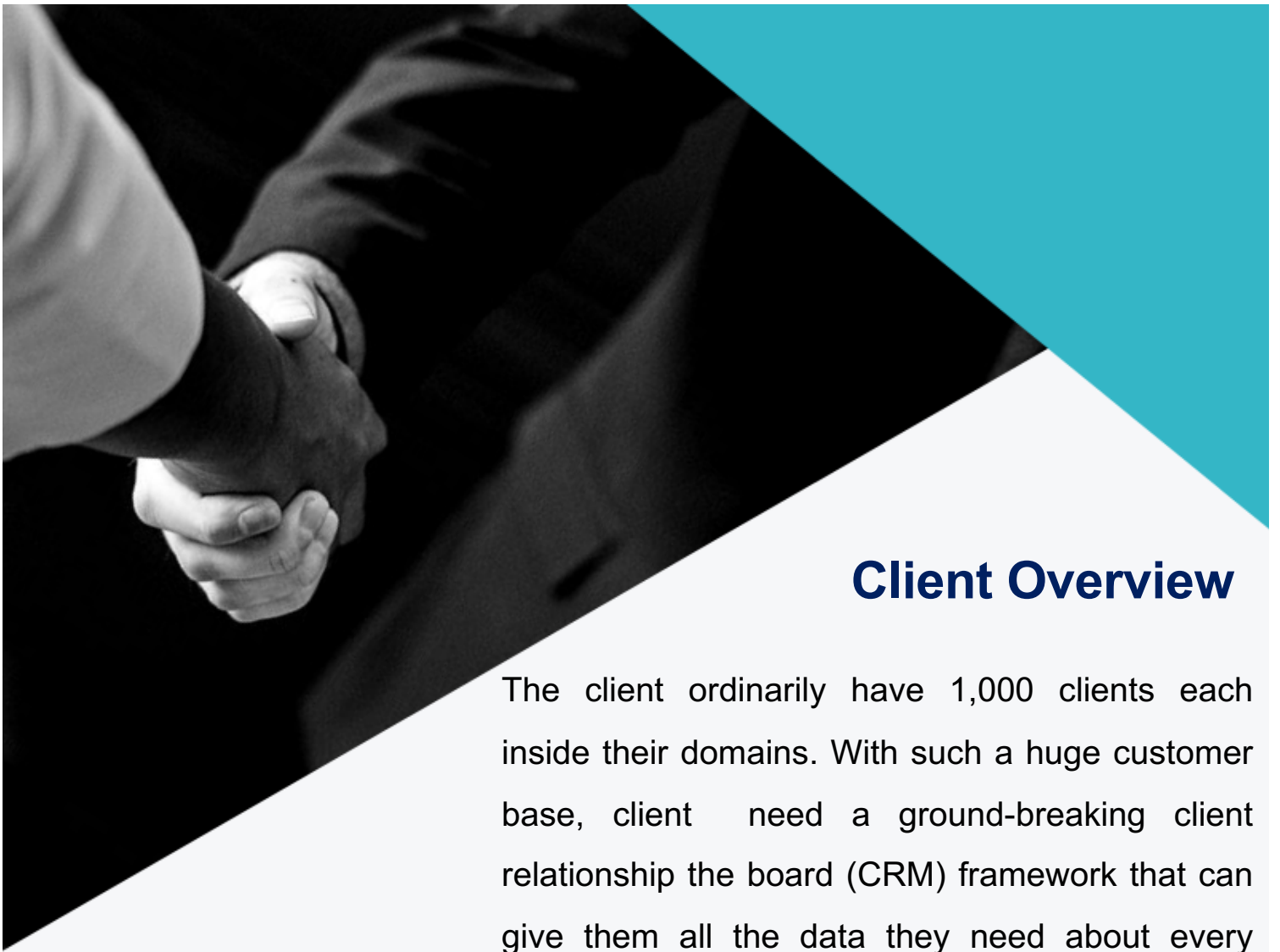
**Cloud Certitude**

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## **Case Study – Ready on Road with Salesforce Sales Cloud**

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## Client Overview

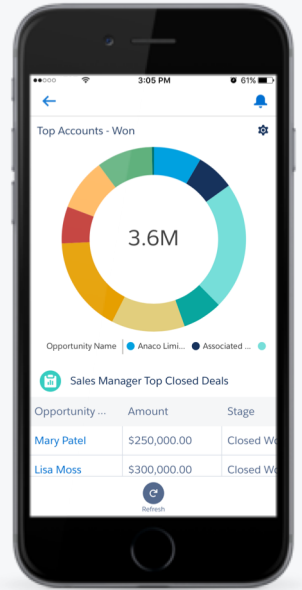
The client ordinarily have 1,000 clients each inside their domains. With such a huge customer base, client need a ground-breaking client relationship the board (CRM) framework that can give them all the data they need about every client while out and about.

## Problem Statement

- No lead routing or opportunity management.
- No business automation
- Data been managed in MS Excel.
- Hard to access information while travelling.
- No tracking of Sales Reps while meeting with prospects or clients.
- Analytics were done on MS Excel in the form of Pivot tables, etc.

# Scope Delivered

- Make and view a superior pipeline of quality leads.
- Guide reps through deals stages and educate best practices.
- Create and convey exactly sales cites easily.
- Enabled Einstein Forecasting.
- Spare leads, contacts, and every one of their information into the client's Salesforce framework.
- Determine at-risk opportunities with Opportunity Scoring.
- We incorporated the application with Google Maps for progressively advantageous and exact arranging by region.



## Business Outcomes

- Prevail upon more clients, increment benefits, and hit their business targets.
- Post our implementation, the business Spiked to 25% in Q3, from 18%, which further increased to 30% in Q4.



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