OBJECTIVE

To provide a single data insertion platform to synchronize several facilities and increase sales for the customer. Importing of old or incorrect data from spreadsheets and outputs without loss of revenue information was a must. Bringing several ticking systems together into a cohesive, single system.

CHALLENGES

- TTS, Ashley, and Sitepro systems are all being used to track several metrics
- Sales team using spreadsheets to track all operator and transporter info
- Manned and un-manned facilities are using different input systems for data
- Imports are time consuming and prone to human error

APPROACH

- Implementation of an efficient integration solution where data for two systems are synced in real time
- Give the sales team a 360-degree view of operations at many facilities in real time to improve resolution time
- Automate the scheduling and dispatch system for better deals
- Integrate Lightning for the sales process
- Create synchronous data migration from Vantage to Salesforce to monitor tickets generated by kiosks at un-manned facilities
- Integrate Outlook with Salesforce

BUSINESS BENEFITS

- Increased efficiency across the business
- Improved sales with real-time data
- Increased business revenue by 40% with a 100% ROI
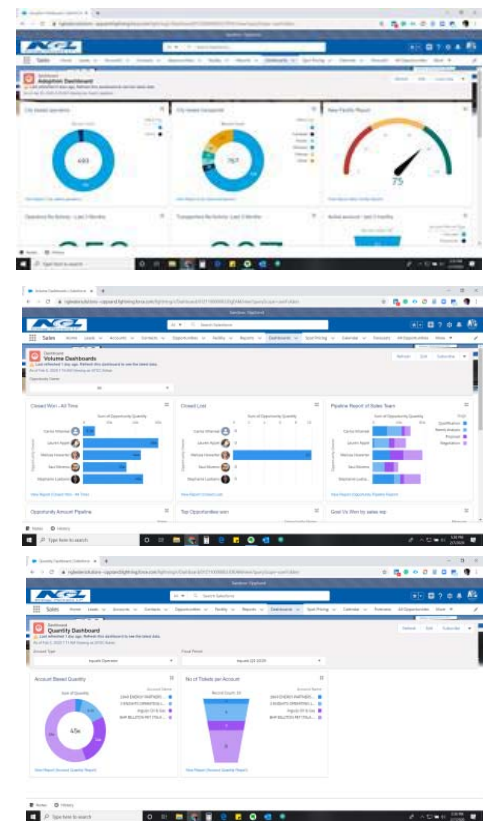- Saved money by finding the right dispatch faster

INDUSTRY

Oil and Gas

CUSTOMER PROFILE

US based oil and gas firm with 20+ years of experience in the oil, gas, and wastewater disposal industry.

TECHNOLOGY AND TOOLS

- Sales Cloud
- Einstein analytics
- Salesforce/Outlook integration
- Lightning platform

ABOUT CLOUDQ

CloudQ helps companies succeed by consulting, implementing solutions, and providing certified professionals. We're one of the INC 5000 fastest-growing private companies, and we're based in Alpharetta, GA. We specialize in cloud-based technology implementation and are a Silver Consulting partner with Salesforce and have a transparent, highly-efficient, customer-centric business model.

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