Global Data Storage Company Case Study

The Situation

The Global Data Storage Company has an outdated sales forecasting system. As the company grew the legacy system was giving inaccurate results. The partner support system was handled on account levels only.

The Problem

Sales forecasting challenges:
- Data Migration From Tableau
- Inaccurate Sales forecasting was a big problem

Partner Support challenges:
- No single platform to handle all partner cases

The Solution

Successfully completed the project that impacted the sales forecasting for the Retail business at Global Data Storage Company. Customized Opportunity Product Scheduling to make it more user-friendly so that all the products can be scheduled on a page itself irrespective of the number of products based on quantity scheduling. This data was migrated to Tableau where the sales forecasting was generated. In addition, worked on setting up the RMA community portal for about a million partners, which would be an invitation only Community where the partners can log in for obtaining Support, MDF and RMA in addition to downloading documentations related to Global Data Storage Company.

The Outcome

The Global Data Storage Company had a much efficient Sales forecasting system. Apphienz continue to support them with our Sales cloud experts.