



# TURNBERRY SOLUTIONS SALESFORCE PROJECT BRIEF

## Process Transformation & Lasting Partnership

Our client, an international window and door manufacturing enterprise, needed additional resource capacity and expertise for Salesforce enhancements after transforming its order-to-fulfillment process.

### CLIENT CHALLENGE

After using an external pure play partner for the implementation, the client had established its own internal Salesforce team, but needed additional resource capacity and expertise for enhancements.

### OUR SOLUTION

Turnberry provided a flexible team to blend with this client's internal team, including a Scrum Master, business analysts, and developers. Additionally, Turnberry provided three junior business analysts to support training, rollouts, and ongoing dealer support.

### RESULTS

The client has seen positive business results and has continued to innovate on the platform with enhancements across the Sales, Service, Field Service Lightning, and Marketing Clouds.