



TURNBERRY SOLUTIONS SALESFORCE PROJECT BRIEF

A Scalable, Sustainable Salesforce

Our client, a national car insurance provider, had an overgrown, difficult-to-manage Salesforce platform. Technical performance had significantly diminished – and adding to the platform was becoming too difficult.

CLIENT CHALLENGE

In addition to implementing the standard Sales, Service, and Marketing Clouds, the client had exhausted the effectiveness of the tool by adding too many managed product packages. This client needed a way to improve the technical connections for increased system efficiency and a more scalable architecture for planned future growth.

OUR SOLUTION

Turnberry led a code refactoring effort to streamline the client's Salesforce platform and introduce enterprise design patterns. Throughout this six-month effort, Turnberry provided program leadership, technical architecture, development, and quality assurance. We also provided supplementary development capacity to stabilize and optimize the client's Salesforce ecosystem.

RESULTS

A faster platform means the client no longer needs to wait for nights and weekends to batch process. Because the platform is healthier, innovation is back in the plans. The client will now be building out the platform more rapidly, and with the ability to scale.