



Rolls Royce & Partners Finance

Guiding a Digital Transformation to a Safe Landing



Company Overview

Established in 1989, Rolls Royce & Partners Finance helps airlines secure the powerful engines they need through flexible, long-term financing agreements.

To support the next stage of their digital transformation with Salesforce they asked The Architech Club to help them understand their existing Salesforce technology, landscape and governance challenges. The business was in the process of transitioning key processes into Salesforce and retiring dated systems.

Company Profile



LOCATION	London, UK
EMPLOYEES	22
INDUSTRY	Financial Services
SOLUTIONS	Sales, Service, Marketing, Heroku, Experience Cloud
PROJECT DATE	October 2020

Challenge

- Three Salesforce solutions were in place, all with custom functionality presenting a complex architectural challenge
- Rolls Royce needed expert advice around:
 - System architecture
 - DevOps process
 - Single sign-on & user provisioning
 - General ledger capability

Solution

- We reviewed the process of deployment of customisation
- Reviewed document integrations with patterns, LWC vs Aura, single sign-on.
- Reviewed API and code complexity
- Conducted a thorough review of invoice and Cash Allocation functionality.
- Advised on go to market strategy and technical requirements to do so
- Documented the entire solution architecture via diagrams

Results

- Over the course of a 4-week Orientation, we carried out an evaluation of their Salesforce solutions and produced a detailed report of findings.
- The report of findings provided comprehensive pros, cons and recommendations for each of the solutions
- We provided a roadmap with recommendations for their Salesforce:
 - Solution
 - Governance
 - Non-functional aspects