



## **CLIENT**

A large manufacturing company, headquartered in the USA.

## **SOLUTION**

Salesforce, Sales Cloud, CPQ: Contract Renewal, Billing, CPQ Integration with DocuSign.

## **INDUSTRY**

Manufacturing.

## **CHALLENGE**

The client asked for a special contract management solution allowing to replace manual contract building with automated creation, as well as to add a billing platform with an electronic signature feature. Based on the client's requirements, we offered Salesforce CPQ & Billing package implementation with DocuSign integration.

## **SOLUTION**

SALESFORCE CPQ was set up and implemented with a CONTRACT RENEWAL add-on to automate the process of new contract creation and accelerate contract approval processes.

The Vimera team delivered the BILLING function configuration to manage subscriptions and payments with ease. Before the client spent more time on manual data input, now with automation the client manages it 4 times less.

CPQ INTEGRATION with DocuSign was implemented to add an electronic signature function allowing to manage secure contract signing processes.

## **RESULTS**

### **Increased productivity**

Previously sales managers made a lot of manual work, now implemented automation empowered managers to focus on prioritized tasks.

### **Time & cost savings**

The client got the automated solution which brought budget optimization and increased sales teams' performance.