

# SUCCESSFUL OUTLOOK INTEGRATION WITH SALESFORCE

*One of our customers from the healthcare sector approached us for Outlook integration with Sales cloud.*



## **BUSINESS CHALLENGES:**

Upon close review of our customer's Salesforce Org, we realized that business processes were not implemented correctly and User adoption was low.

## **SOLUTIONS:**

- We Implemented business processes for Opportunities and Contracts, including
- Data cleansing, Merging duplicate records.
- Built business-friendly Reports
- Supported migration to the Salesforce Org of Parent company.
- Prepared User manuals and conducted the training.
- Proactive delivery and quality management.

## **RESULT:**

As Business Reports were customized as per the executive level needs along with training and user manual user adoption increased by 40% on the Salesforce Platform from the Legacy platform

# Trusted Technology Partner

[www.areya.tech](http://www.areya.tech)



## About us

Our mission is to be your Trusted Real Estate Technology Partner. We are excited to simplify the technology for you and we are obsessively passionate about it.

We are a Salesforce Partner offering consulting projects & Manage services with our niche in the US Residential real estate domain.

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