



The trusted Salesforce developer and consultant for nonprofits who want to **get it right.**

Salesforce Sales Cloud

Helping clean energy company Arcadia
integrate with Salesforce Sales Cloud





Over the past few years, Arcadia made several acquisitions. Many of those businesses were using a wide range of software programs that they'd outgrown or were no longer meeting their needs for customer relationship management (CRM).

There were also numerous methods being used to gather, track, and analyze data, and employees were using that information in disparate ways to inform their decision making. There wasn't a single source of truth (SSOT), which made everything from sales to operations to management of the business more challenging.

Inovi Solutions created a single Salesforce org to support all of Arcadia's lines of business, which immediately brought better visibility and collaboration across teams and across the business divisions. We used our custom tool, Inovi Gmail Migration, to preserve the entire body as well as the subject line and customer information.

"Inovi Solutions helped us solve complex challenges that were holding Arcadia back. We have a single source of truth for data, and teams can work more effectively and provide even better service and products to customers. Inovi Solutions was a valuable advocate and business partner throughout the entire project."

–Fareha Ahmed, Solution Consultant for Arcadia

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