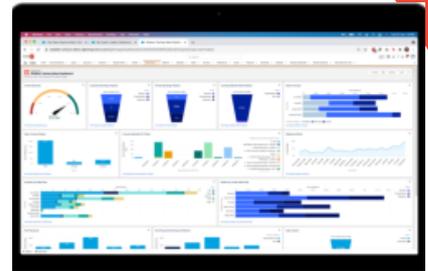


## Driving Manufacturing Success

We understand the frustrations you're facing in this current climate, inflation, labour shortages and supply chain disruptions to name a few. We want to help you future proof your business by moderising operations and boost your competitive advantage. Salesforce provides an accessible, mobile **CRM platform** providing a real-time, **360-degree** view into customers and suppliers, sales opportunities, projects and contacts. At **NimbusPoint**, we streamline sales processes, automate bid management, and provide insights into projects to aid forecasting and demand planning.



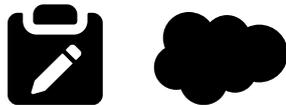
Manage your complete book of business from sales opportunity through to completed order. Drive greater supplier and partner visibility, engagement and performance. Enable faster and smarter service, optimised throughout the customer journey and enhance employee productivity, engagement and agility with Salesforce.

### Solution Features

- Manages multiple sales, quotations and bid processes.
- Customer service management and resolution.
- Customisable automation.
- Real-time visibility into approved projects.
- Forecasting and demand/ resource planning.
- Insight into customer and supplier metrics.
- Real-time management dashboards.
- Integration with 3<sup>rd</sup> party project database (Glenigan/ Barbour ABI).
- Integrations with external systems such as ERP



Standardised and Automated processes



Management of multiple quotations from suppliers



Revenue and Resource forecasting



Order management and fulfilment tracking

More information on our webpage [nimbuspoint.com/manufacturing](https://nimbuspoint.com/manufacturing)