ANT

salesforce PARTNER

✦ Jitterbit

Salesforce Solutions: Grow B2B Sales performance and turn customers into brand advocates

ANT Experience

ANT

ANT is part of the team building a B2B Shop for a German association that works with car dealerships, fleet operators, garages, etc.

Business Challenges

- 1 country (Germany)
- 16 types of Customers each with its rules, prices, and logic
- Approx. 120 Products and Bundles
- Complex Product Configuration logic
- Pricing is based on Product Configuration and Customer type
- Request for Quote

Goals

- Empower Customers to configure their desired product, get quotations automatically or request quotations so that the sales team effort is reduced and customer experience is enhanced

Achievements

- Salesforce B2B Shop is nearly completed and about to be launched.
- Custom-made Product Configuration component
- Custom-made Request for Quote functionality over Account hierarchy
- Accessible on both desktop and mobile platforms (responsive design)

Solution and technology

- Salesforce B2B Commerce (Lightning)
- Salesforce Sales Cloud

Our take

- ANT Senior Developer part of a partner team, handling B2B Shop part.
- Development

ANT offered Salesforce Technical Consulting & Integration for a global provider of professional cybersecurity solutions headquartered in Germany

Business Challenges
- Adopting Salesforce Sales and Pardot to increase Sales and Marketing performance
- Salesforce integration with SAP Business One (multiple instances)

Goals
- Empower Sales teams by reducing manual processes and interactions in multiple isolated systems
- Increase lead qualification ratio using marketing automation tools

Achievements
- Coordinated the entire final part of the Transformation Program
- Project & Stakeholder Management
- Release Management
- Timeboxed proposal of 4 alternatives for SAP to Salesforce integration
- Interfacing Salesforce Sales with multiple SAP Business One instances

Solution and technology
- Sales and marketing solution
- Migration of sales data
- Integration with SAP Business One

Our take
- Technical Consulting
- Project Management Consulting
- Salesforce consulting, administration and integration

ANT

Integrate Salesforce Sales & Service Cloud for a USA-based tattoo removal services provider

Business Challenges

- Reconfiguring & adapting their business process
- Improvement of the operational efficiency, implementing new features, requested by various departments within the company
- Aggregating & connecting large amount of data

Goals

- Roll-out of the new Call Center in Australia
- Handover from previous solution provider/vendor
- Reducing manual processes and interactions
- Creation & implementation of an Error Handling Process

Achievements

- Integration with external systems
- API implementation
- Data validation & Duplicate Management
- Process Automations
- Continuous Delivery
- Successfully delivered the roll-out of the new Call Center in Australia

Solution and technology

- Salesforce Sales Cloud
- Salesforce Service Cloud
- CRM and Call Center solution
- Internal Support/Ticketing solution

Our take

- Salesforce Consultancy
- Implementation & Customization
- Business Analysis
- System Administration

ANT **solidaris**

Salesforce Sales Cloud Implementation for a Romanian NGO Charity Organization dedicated to providing shelter, food, and assistance to those in need

Business Challenges

- Adopting Salesforce Sales Cloud and improve Beneficiary Management
- Aggregating & connecting large amount of data
- Reconfiguring & adapting their business process

Goals

- Empower Solidaris teams by reducing manual processes and interactions in multiple isolated offline sources
- Improve beneficiary management by using automation tools
- Enhance their asset management

Achievements

- Coordinated the Solution Implementation & Adoption
- Project & Stakeholder Management
- Release Management
- Great feedback from customer side

Solution and technology

- CRM
- Salesforce Sales Cloud

Our take

- Project Management & Consulting
- Implementation
- User Adoption

Contact Us

📞 +49 6103 3989122

✉️ Juergen.Samuel@agilenetworks.tech

📍 Agile Networks
Technologies GmbH
Robert-Bosch-Straße 32
63303 Dreieich
No HRB 52183
Offenbach am Main