



AFR Solutions

International Success Stories 2023

Salesforce Specialist

www.afr-solution.com



PR Role

Provides solution related to Salesforce

Consulting

Design

Maintenance

Construction

Operation

etc.

Solutions

Salesforce based solutions

Salesforce Platform

Sales Cloud

Service Cloud

Commerce Cloud

Experience Cloud

Industries

Covers diverse industries

Automobiles

Logistics

E-Commerce

Finance

etc.

Retail

Manufacturing

Certificates

84 - Salesforce / 11 - Others

SF Platform Admin

SF Experience Cloud

SF Consultant

SF Pardot

SF Developer

SF Marketing Cloud

AWS

Oracle

Google

Windows Server

ITIL

ITSM

CIA, CISA



GS E&C

Korea's No.1 General Construction Company

Business

Engineering

Construction

Brands

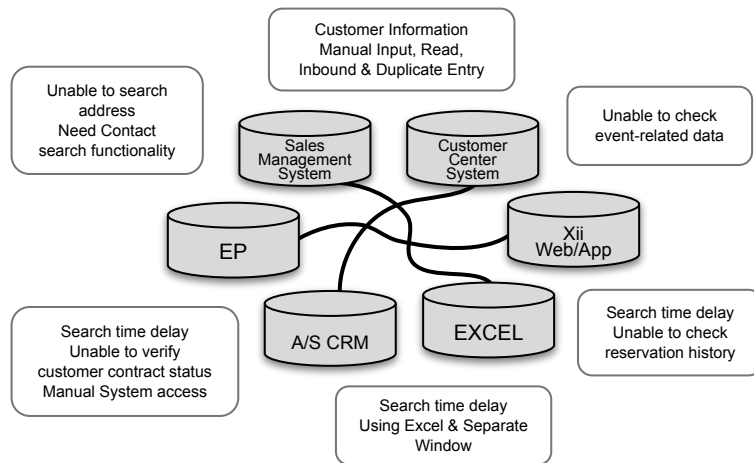
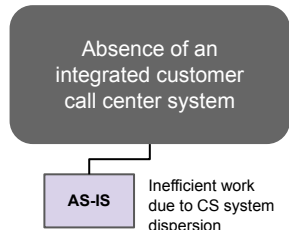
Xii

Gran Seoul

IFC

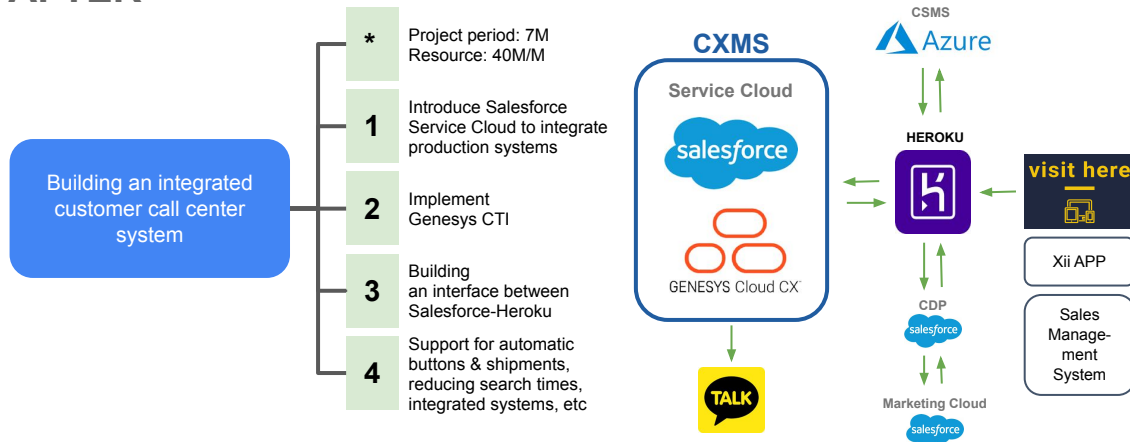
Project

Improvement of CS center system with Service Cloud



BEFORE

AFTER





Hyundai Doosan

Korea's No.1 Construction Equipment Manufacturer

Business

Engineering

Construction

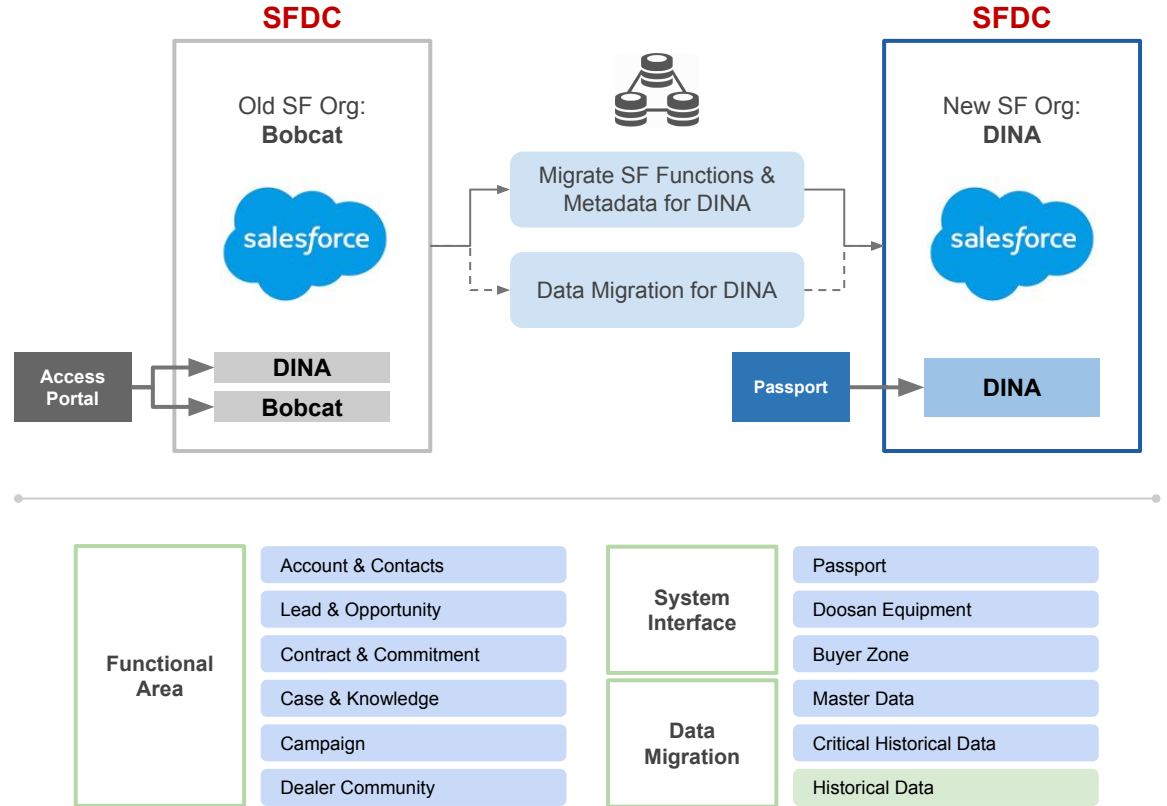
Brands

Excavator

Wheel Loader

Project

Sales Cloud/Service Cloud
Implementation and Data Migration





Leader of promoting DX in the Childcare Industry

Business

Childcare

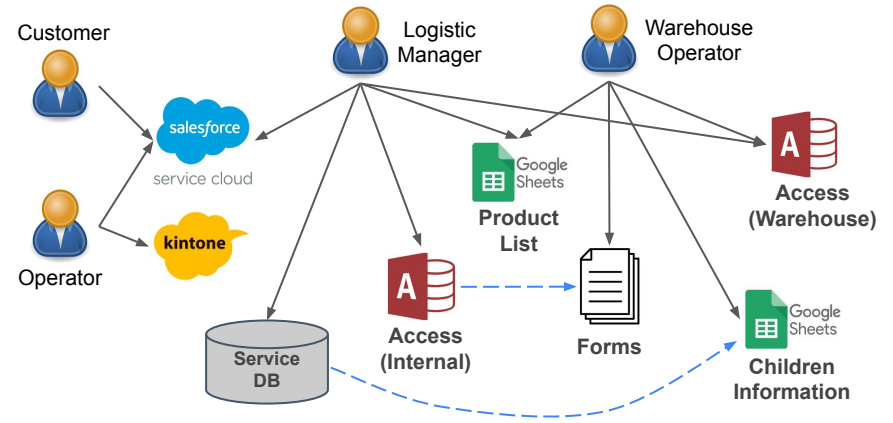
IT

Brands

Lookme

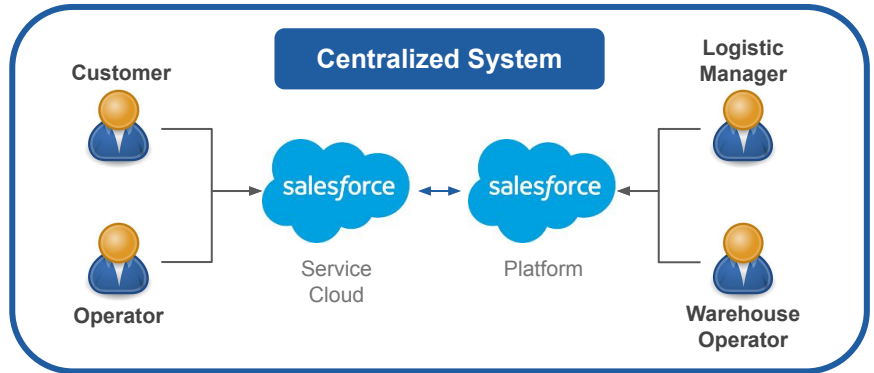
Project

Implement inventory management system for childcare devices



BEFORE

AFTER

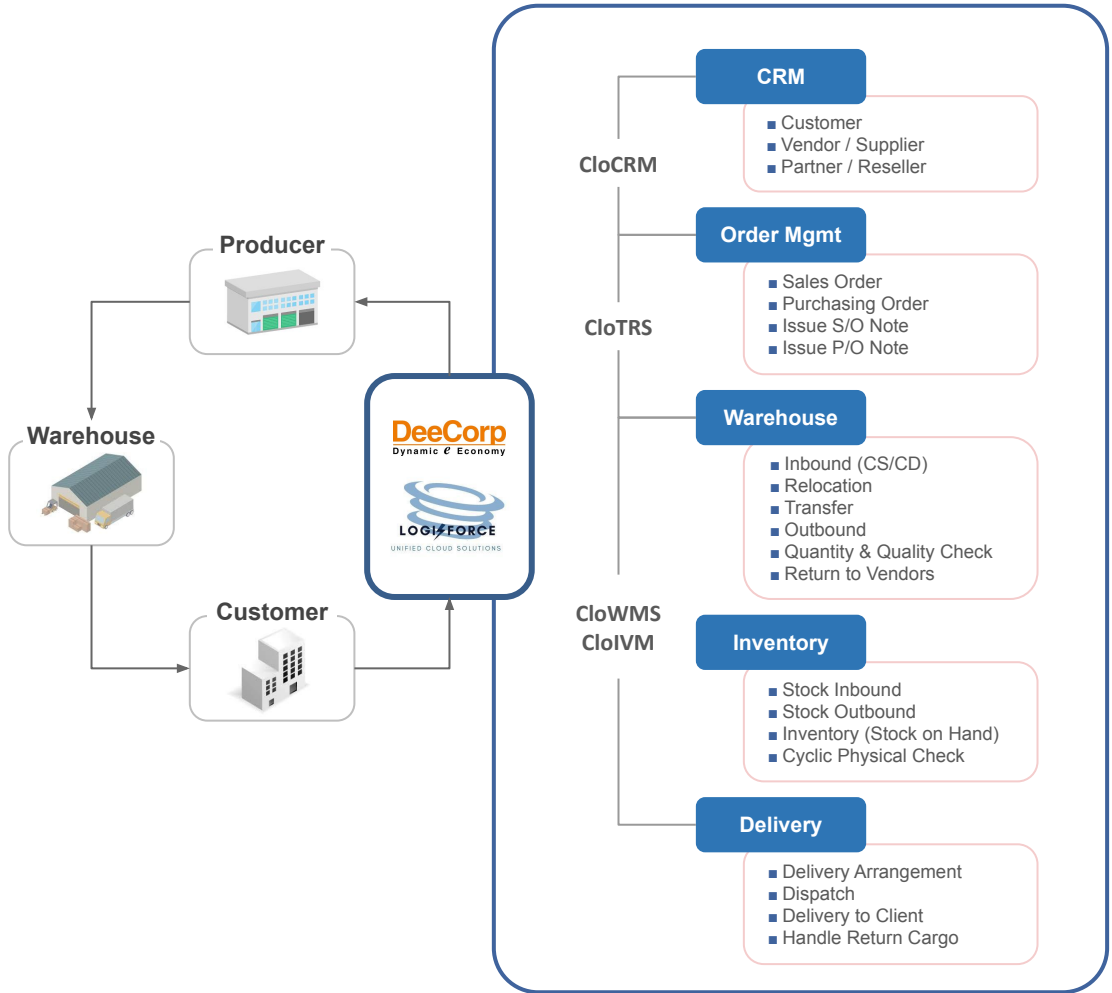




DeeCorp

Purchasing Optimization Business support Company

- Business**
 - Logistics
 - Purchasing
- Brands**
 - Whiz
- Project**
 - Implement cleaning robot rental management system (LogisForce)





Gulf Shipping

Logistics Solutions Provider in Vietnam

Business

Forwarding

Sea Freight / FCL

Brands

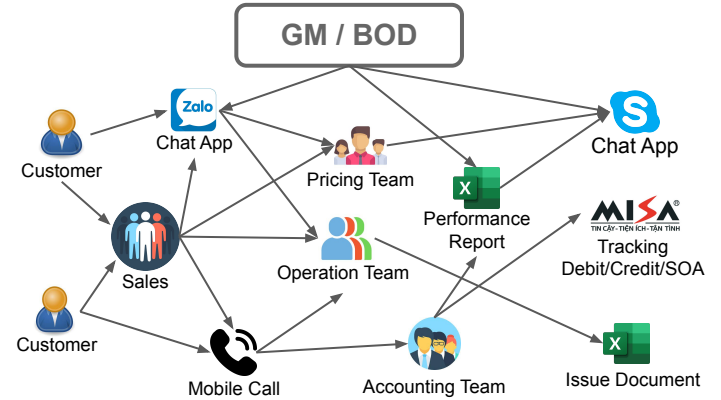
FMCG

Project

Transformation to digital system by implementing Salesforce

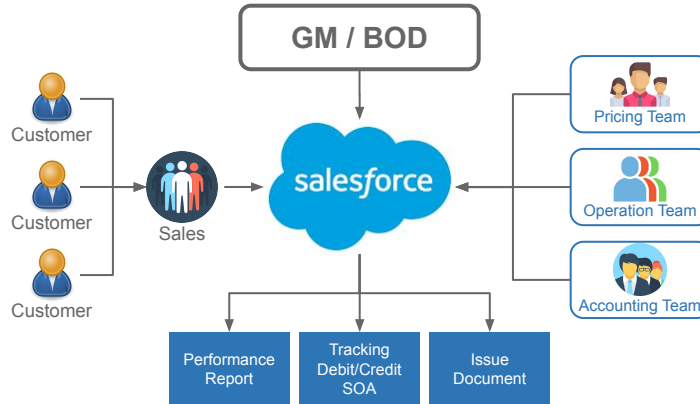


Date input time inefficiency
Inconsistent Info
Absence of real-time report



BEFORE

AFTER



- * Project period: 6M
Resource: 40M/M
- 1 Introduce Salesforce & LogisForce function
- 2 Transform paper work of Sales & Operation Department into Salesforce
- 3 Customize Accounting function in LogisForce to matching with requirements
- 4 Deploy automation, notification, quick action, improve UI & reporting Training & Maintenance



PROS Logistics

No.1 Logistics Provider in Southern Vietnam

Business

Forwarding

Sea/Air Freight

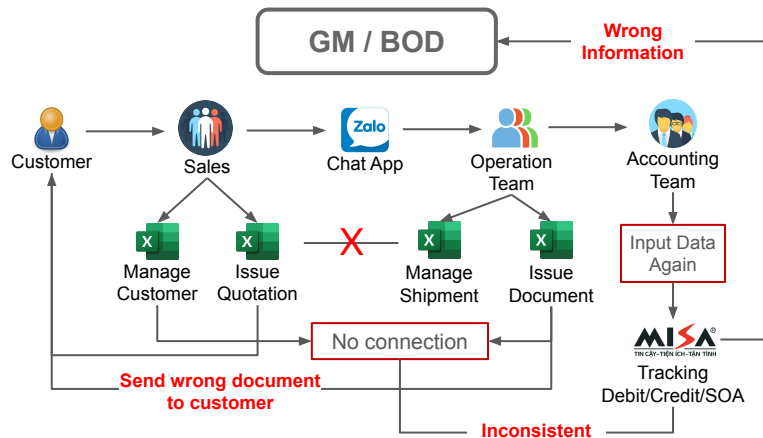
Brands

FMCG

Raw Materials

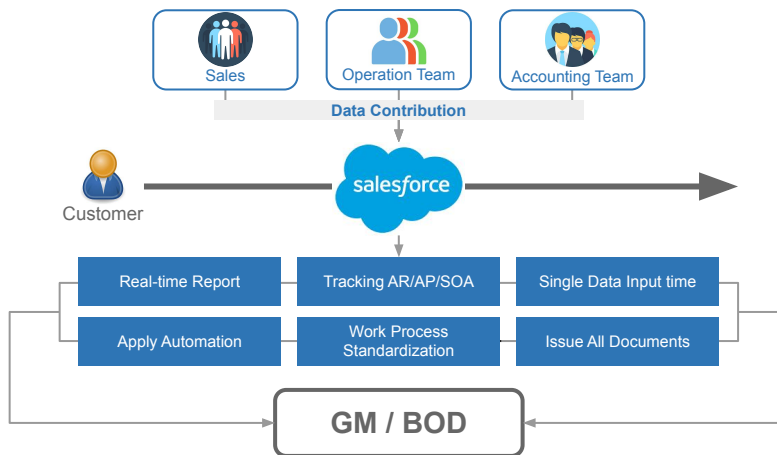
Project

Upgrading the process for forwarding management system.



BEFORE

AFTER





Master Freight

Leading Logistics Company in Cambodia

Business

Forwarding

Sea/Air Freight

Brands

FMCG

Project

Upgrading the process for forwarding management system.



Manage Shipment, billing information in different excel file, especially Container Deposit Amount



Take time to input information many times in many excel sheets



Hard to track the return date of Deposit amount. Sometimes missing money



Manually make different reports for BOD

BEFORE

AFTER



Use CloSCM system to input information (both Shipment and billing)



Input one time only
Save more times



Track the return date easily to avoid amount missing with the support of pre-alert setting



Run different types of report (paid/unpaid/ uncollected container deposit amount, etc.)



KMBL Logistics

No.1 Trucking Service in Phnom Penh

Business

Logistics

Trucking

Brands

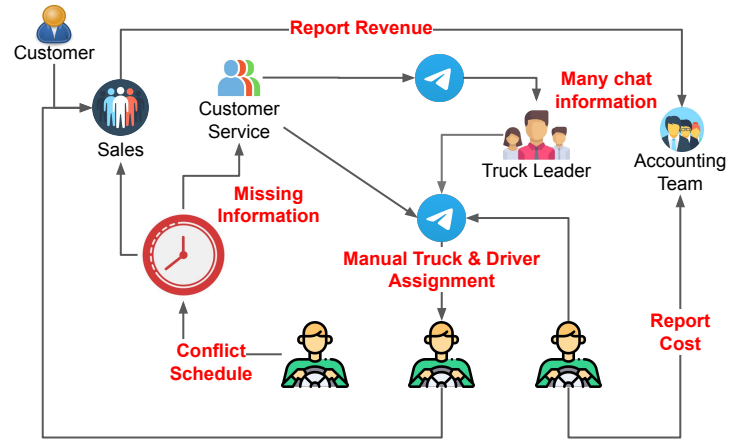
FMCG

Project

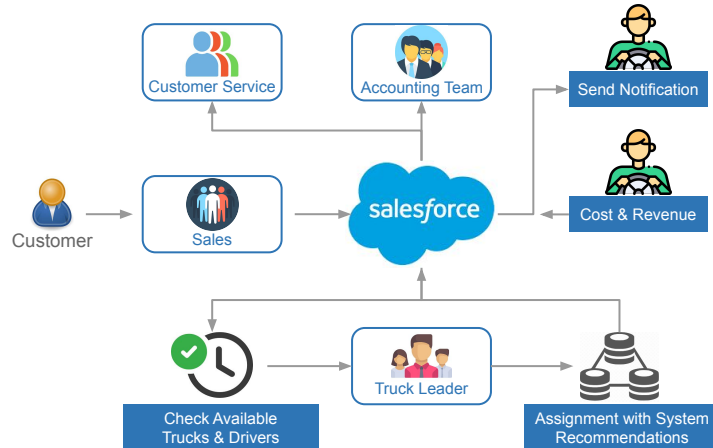
Improvement of transportation management system



BEFORE



AFTER





Hope for Logistics
