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CAMIGO PREPARES TO ENTER THE MARKET BY IMPLEMENTING SALESFORCE
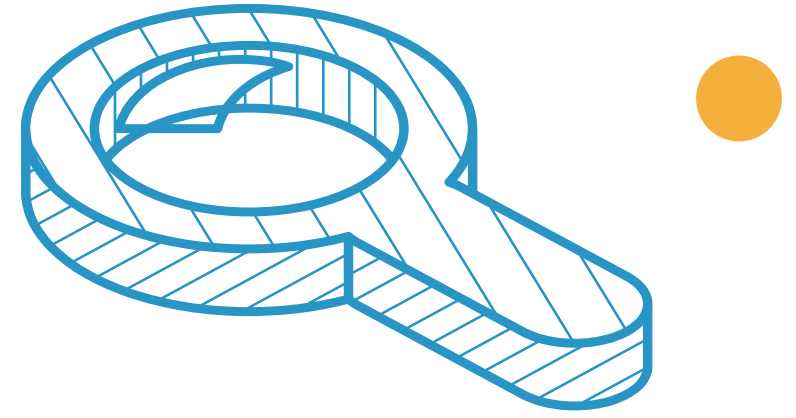
CAMIGO
### A CARING COMPANY

is a Swedish company that mediates between people looking for caregivers and caregiver candidates looking for work.

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The company is not yet well established in the market, so the goal of the project was to implement a stable IT infrastructure that would facilitate Camigo's entry into the market and meet the immediate needs and requirements of the startup.

CAMIGO'S NEEDS:

**Camigo's founders needed a system** to start the company in the first place;

**lack of proper tool** would mean keeping all records in spreadsheets;

**manual matching of the customers and caretakers** (camigos) – a lot of work and risk for human errors

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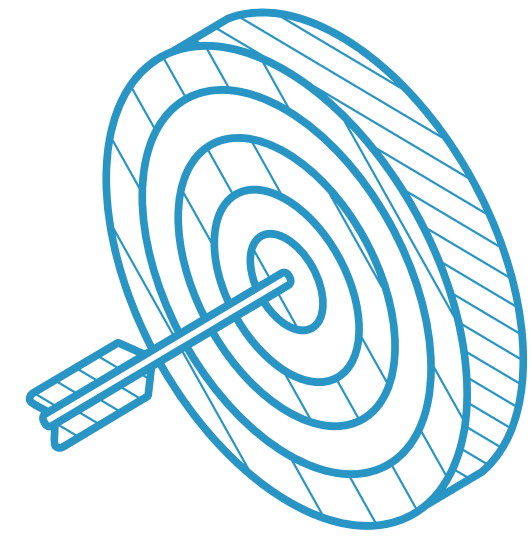
PROJECT SCOPE:

The first version of the Salesforce instance will focus on utilizing **Salesforce Sales Cloud** to be able to source, match and manage both candidates and customers. **External integrations will include**:
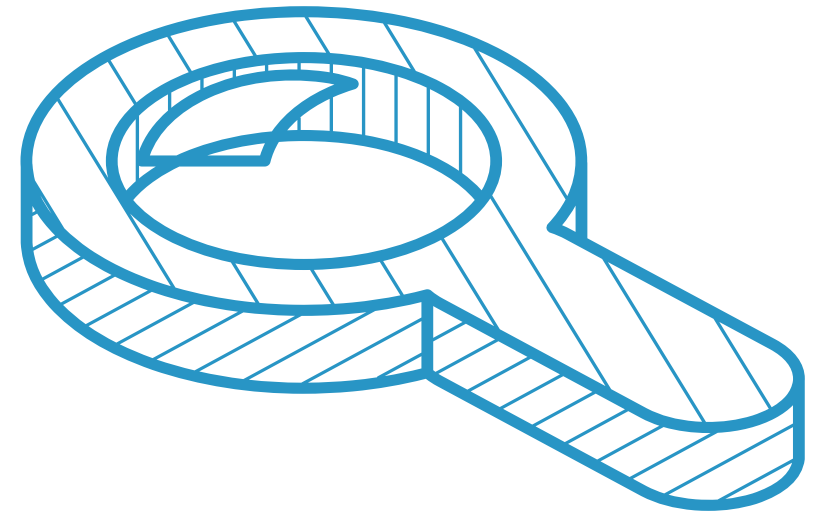
\#   Fortnox (ERP);

\#   DSTNY (CTI)

as well as:

\#   training for third-party developers responsible for the Community Portal integration with Salesforce.

The main goal is to have a stable IT infrastructure to go live with the business idea and establish a presence in the market.

KEY BENEFITS:

Salesforce offers a single place for the back office **to manage all business processes**;

having a platform built on Salesforce, **Camigo could enter the market** and start operations from day one;

**Salesforce was an incentive and enabler** in getting started with Camigo;

**automating invoice and salary generation** base on time reported by camigos;

**automation of potentially time-consuming processes**, such as distance calculations for matching process – with Salesforce, everything happens "in the background".

★★★★★

We decided to go with Cloudity.
What stood out was their commitment right from the first meeting and how much they prepared for it. It was clear that they had great and mixed skills and the ability to understand our business model and goals with the business system. The communication with us has worked flawlessly. **Cloudity has been very flexible, supportive, and responsive. We could not have chosen a better partner.**

Karolina Eng
CEO and Founder
at Camigo