

## Letter of reference

Maritech Systems AS started the cooperation with Cludity in October 2021. Cludity was recommended to us directly by Salesforce. Our company needed a customized CRM tool to cover our business processes and work model, as well as provide us necessary reports and better visibility on our data.

The project scope included:

- Sales Cloud implementation:
  - Lead Management,
  - Account and Contact Management,
  - Opportunity Management,
  - System Automations,
  - Forecasting,
  - Reports & Dashboards,
  - Sales Productivity,
  - Data Migration.
  
- Salesforce integration:
  - with Hubspot,
  - with SalesScreen,
  - with Outlook.

Cludity provided us with a highly customized CRM solution that gives us a 360-degree view on our clients and processes, and is scalable for future expansion on other markets, since the processes are well-defined and automated. They also carried out necessary integration and supported us with Change Management. The Cludity Team was very efficient, structured and easy to communicate with.

Sincerely,  
Klas Vangen

  
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