AMX

Cologne, January 2021

Letter of reference

AMX Germany GmbH started the cooperation with Cloudity at the end of December 2020. We entrusted Cloudity with the implementation of Salesforce Revenue Cloud. The goal was to implement the solution at the earliest convenience. Therefore, the project was conducted in the agile methodology to provide more flexibility as well as efficiency to achieve optimal results. The project leveraged the out-of-the-box features of Revenue Cloud, and its scope included:

- **Salesforce CPQ advisory**
    - CPQ implementation review
    - Product Catalog
    - Advanced Approvals
    - DocuSign Gen for Quote PDF
    - Amendment / Renewal automations

- **Salesforce Billing implementation**
    - Product Configuration for Billing
    - Multiple Legal Entities
    - Taxation Rules for Europe
    - Revenue Recognition for recurring & one-off products
    - General Ledger Accounts
    - Billing Rules for licenses & Professional services
    - Manual payment allocations
    - Invoice Engine
    - Automations

The project lasted a month and the solution was released after a three-week implementation.

We are very pleased with the results of the project and recommend Cloudity as an experienced and trustworthy Salesforce consultancy services provider. Our cooperation has been very productive and we are looking forward to working with Cloudity in the future!

Sincerely,

Sebastian Paasch, Managing Director, AMX Germany GmbH