

Case Study

Our Client is a leading Manufacturer and Distributor of Electrical Products.

Problem Statement

Legacy system with lack of visibility between marketing and sales, data silos, sales processes not consistent across org, sales and process scalability. Sophisticated sales channel with multiple constituents.

Solution

Implemented Pardot, Sales Cloud and Salesforce CPQ with integration to custom ERP, to provide a flexible, scalable platform and standardized sales processes

Realize continued ROI through focus on continuous improvement and frequent, consistent future releases by Salesforce



Roadmap

Manufacturing Cloud with Rebate Management. Expanded Service Cloud functionality, Org-wide work queue management and reporting. Tableau CRM analytics and dashboards.

- Sales Cloud
- Marketing Cloud
- Integration
- Manufacturing cloud
- CPQ

AE: Matt Backel

Phase 1 Licenses:

- Sales Cloud EE
- Salesforce CPQ
- Pardot

Phase 1 Licenses:

- Manufacturing Cloud
- Rebate Management
- Pardot Advanced



50+

Clients

4.9/5



AppExchange

600+

Active Projects

Dextara
DATAMATICS

Contact us

✉ sales@dextara.com

☎ (+91) - 9392921606



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