



# & ITequality

**Location** - Boston, Massachusetts

Employees - 24,000

**Industry** - Information Management

**Solution** - CPQ Managed Services

# 01

## Revenue Cloud Managed Services



“The partnership of Iron Mountain and ITequality has been fantastic. Our leadership team was new to CPQ Billing in Salesforces. Ashley’s team has done an incredible job getting our team up to speed and has provided expertise in many of the CPQ areas. They were able to provide guidance in a number of areas and help us understand where we could better leverage out of the box features.”

**- Jarrett Garcia,**  
**Director of Enterprise Platform Architecture at**  
**Iron Mountain**



## 02

# The Challenge

As is common with very large companies, responsibilities shifted so Jarrett now managed Salesforce in addition to other responsibilities. He needed a partner with deep expertise in Revenue Cloud, who could help him with researching highly technical questions and providing an expert opinion on ways to improve the platform.

## Key Players:

- ◇ **Jarrett Garcia**, SR DIRECTOR, ENTERPRISE PLATFORM ARCHITECTURE
- ◇ **Nicole Cisz**, QUOTE TO BILL TECHNOLOGY DELIVERY DIRECTOR

# 03

## The Solution:

We answer the questions you have today:

### Q: How does this work?

A custom Action, Links to a visualforce page, which connects to a set of custom fields.

### Q: Can we leverage MDQ Products?

Since Consumption Schedules are being leveraged, and there is already a custom solution in place, here are your options.

And Document how you got here:

- High level Overview
- Advanced Approvals
- Bundles
- Amendments

# 04

## The Results

### Time Saved

We answered the tricky questions so the in house team had more time to tackle other things.

### Faster Onboarding

With easy to follow documentation, the onboarding process was streamlined.

### Less Code!

Multi-Language Native Templates, with clicks not code.

## ITequality

- Founded in 2017
- 140+ Projects Completed
- Registered Consulting Partner

## Diverse Supplier

- Certified LGBT-BE
- Woman Owned Business
- Economically Disadvantaged Business
- Small Business

## We Specialize in: Revenue, Sales & Experience Cloud:

- Implementations
- Managed Services
- Enhancements

## We are your trusted partner for:

- Flexible terms
- Year over year managed services
- Turning Around Red Accounts



# Thank you!



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