

## Case Study: Transforming Sales Efficiency with Salesforce CPQ

### How S3LC Helped A Global renewable energy company Streamline Quoting and Boost Revenue

#### Client Overview

- **Company:** A Global Solar Company
- **Industry:** Energy
- **Employees:** 1300+
- **Salesforce Products Used:** CPQ, Revenue Cloud, Sales Cloud, Service

#### Challenges

Before partnering with **S3LC**, Array Technologies faced several key challenges in their sales and quoting process:

- ✗ **Manual Quoting Delays** – Sales reps used spreadsheets, causing errors and slow turnaround times.
- ✗ **Pricing Inconsistencies** – No standardized discounting rules led to revenue leakage.
- ✗ **Approval Bottlenecks** – Lengthy approval processes slowed deal closures.
- ✗ **Lack of Integration** – Disconnected systems led to inefficiencies between sales and finance.

#### S3LC's CPQ Solution

To address these challenges, **S3LC** implemented a tailored **Salesforce CPQ solution** with:

- ✅ **Automated Quoting & Guided Selling** – Pre-configured pricing rules and product bundling.
- ✅ **Dynamic Pricing & Discount Approvals** – AI-powered price recommendations for consistency.
- ✅ **Seamless Salesforce Integration** – Connecting CPQ with SAP, ERP, and finance for real-time data.
- ✅ **User Training & Change Management** – Ensuring a smooth transition for sales teams.

## Results & Impact

- 📈 **30% Faster Quote Generation** – Reduced time from days to minutes.
- 📈 **25% Increase in Sales Productivity** – Sales reps spent more time closing deals.
- 📈 **20% Revenue Growth** – Improved pricing accuracy and discount control.
- 📈 **Seamless Approval Workflows** – Automated approvals cut delays by 50%.

## Client Testimonial


*“S3LC transformed our sales process with Salesforce CPQ. We’ve eliminated manual quoting errors, reduced approval delays, and significantly improved our revenue operations.”*

— [Client Name], [Client Title]

## Why S3LC?

With **15+ years of Salesforce expertise** and **6+ years of CPQ implementation experience**, S3LC delivers **scalable, AI-driven solutions** that help businesses **streamline sales, optimize pricing, and maximize revenue**.

## Next Steps

 **Ready to optimize your quoting process?** Contact **S3LC** today for a **Salesforce CPQ** consultation.

 **Email:** [gary@s3lc.com](mailto:gary@s3lc.com)

 **Website:** [s3lc.com](https://s3lc.com)

Let me know if you'd like any refinements or additional sections! 