

North America based manufacturing company



Introduction:

This company manufactures wires, cables and wire accessories in the USA. Client required to integrate Process builder, Workflow & Flow into the triggers on CPQ object. Migrate automation tools to triggers.



Team Size **8**



Timeline **8 months** of development followed by support.

The Salesforce resources were involved in-

CPQ customisation -

- Define rules for grouping products together and configure optional and required selections within bundles.
- Set up price books for various customer segments.
- Automate price calculations based on scenarios.
- Set up discounting rules based on quantity ordered, volume, partners, promotions.
- Created Quotes, Quote lines and Opportunities.
- Created quote and order document.
- Implemented multi-level approvals for large discounts or special pricing.
- Implemented automated renewal quotes and contract amendments.
- Implemented functionalities like Amendment - change frequency, Move units, Quantity change using Apex

Third party integration

- Stripe for payment

ZingWorks LLP

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Partners

Microsoft
Partner



databricks

Certifications

