

Consolidating Applications

Portable Storage Leasing Company



Challenge

A world-leading portable storage leasing company wanted to grow market share and optimize operations. The leadership team focused on:

- Maximizing the efficiency of the sales organization.
- Driving revenue growth through innovation.

The client established a National Sales Center (NSC) as a single location for all sales and customer service activities.

The company wanted to develop a new application to align processes and build stronger customer relationships.



Solution

TEKsystems Global Services recommended streamlining and consolidating the client's six disparate sales applications into one efficient system. Our team:

- Designed a solution to facilitate sales quotation, order management, and shipping from a single interface.
- Integrated enterprise solutions from different vendors, including Salesforce and SAP.

Our solution provided a single application to manage the client's process from lead to order and enhanced the use of Salesforce.

Programming

VF Pages, REST, XML, Apex, JavaScript

Results

TEKsystems Global Services worked in close collaboration with the client and the target audience to design and develop the application. The solution:

- Improved the efficiency of the reps.
- Reduced customer confusion and enabled faster decision-making.
- Allowed reps to focus on their territory and drive sales to the local branch.
- Reinvigorated dormant and declining branch accounts.

The new application saved the client over \$1M USD and helped the company drive revenue growth.

The unified application
improved efficiency and
saved the client over \$1M.