

# Salesforce for Manufacturing

We understand the frustrations you're facing in this current climate, inflation, labour shortages and supply chain disruptions to name a few. We want to help you future proof your business by modernising operations and boost your competitive advantage. Salesforce provides an accessible, mobile CRM platform providing a real-time, 360-degree view into customers and suppliers, sales opportunities, projects and contacts. At NimbusPoint, we streamline sales processes, automate bid management, and provide insights into projects to aid forecasting and demand planning.

## Solution Features

Manages multiple sales, quotations and bid processes

Customer service management and resolution

Customisable automation

Real-time visibility into approved projects

Forecasting and demand/ resource planning

Insight into customer and supplier metrics

Real-time management dashboards

Integration with 3<sup>rd</sup> party project databases (Glenigan. Barbour ABI)

Integrations with external systems such as ERP



Manage you complete book of business from sales opportunity through to completed order. Drive greater supplier and partner visibility, engagement and performance.



Standardised and automated process



Management of multiple quotations from suppliers



Revenue and resource forecasting



Order management and fulfilment tracking

For more information  
contact us for a short  
demonstration

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**PARTNER**