



ENCORE FOCUS

# ACCELERATING GROWTH IN AEROSPACE AND DEFENSE WITH SALESFORCE



A rapidly growing company delivering mission-critical solutions in aerospace and defense had been selected to participate in a \$1.4 billion contract vehicle for the US Air Force and other government agencies. Faced with the challenge of managing these high-value contracts, the company needed to overhaul its contract management process and systems to match its rapid growth while improving its compliance posture with the Department of Defense's (DoD) Cybersecurity Maturity Model Certification (CMMC).

They required a scalable platform to manage their complex day-to-day operations at scale, including responding to and fulfilling a high volume of bids, managing relationships with a large number of customers, prospects, suppliers, and vendors, and ensuring compliance with CMMC.

# Challenges

The growing company faced several significant challenges:

## Contract Risk Management:

Managing high-value defense contracts demanded zero-error execution. Manual processes and disparate systems increased the risk of costly mistakes and missed deadlines, jeopardizing mission-critical operations.



## CMMC Compliance:

Maintaining DoD contracts required achieving and sustaining CMMC compliance across all systems handling contract data.



## Document Standardization:

The lack of standardized templates and automated document generation created inconsistencies in bids, quotes, and purchase orders, eroding trust and increasing review cycles and revision time.



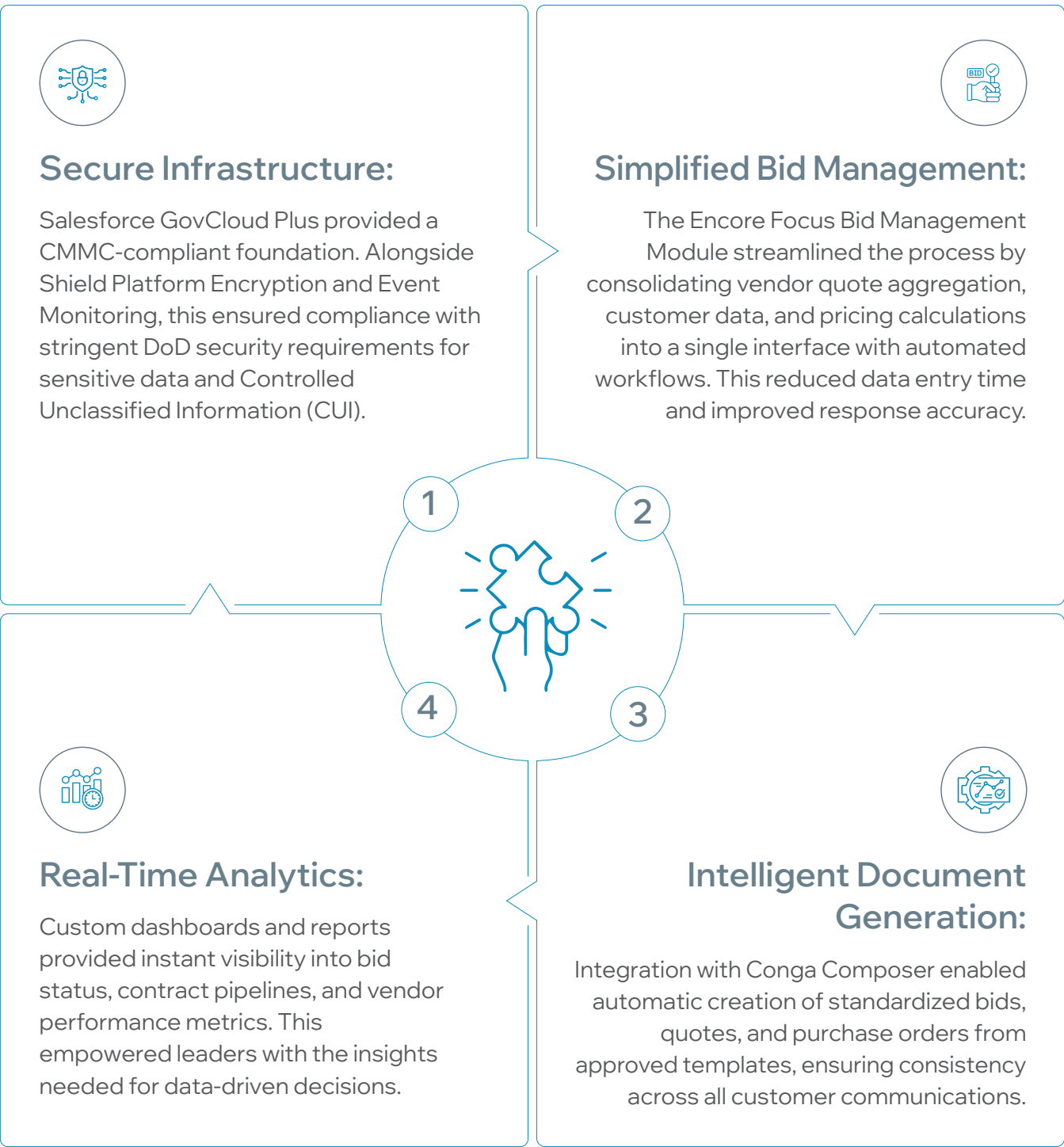
## Bid Response Bottlenecks:

Staff spent excessive time manually aggregating vendor quotes, switching between systems, and preparing bid responses, leading to delayed bids and missed opportunities in the competitive defense procurement process.



# Solution

To address these challenges, the company partnered with Encore Focus to implement Salesforce GovCloud Plus, a secure and compliant platform designed specifically for government entities and the companies that serve them. The four key components of the implementation included:



# Results

The implementation of Salesforce GovCloud Plus, along with custom features and integrations, has delivered substantial benefits:

## Contract Management Excellence

Improved Compliance Posture. The company fully meets CMMC requirements, ensuring continued eligibility to fulfil certain DoD contracts.

Eliminated document revision cycles through standardized templates.

Processed 30% more bids with existing staff.



## Operational Impact

Cut data entry time in half with a streamlined, unified system.

Decreased document generation time from hours to minutes.

Improved vendor quote aggregation speed by 75%.

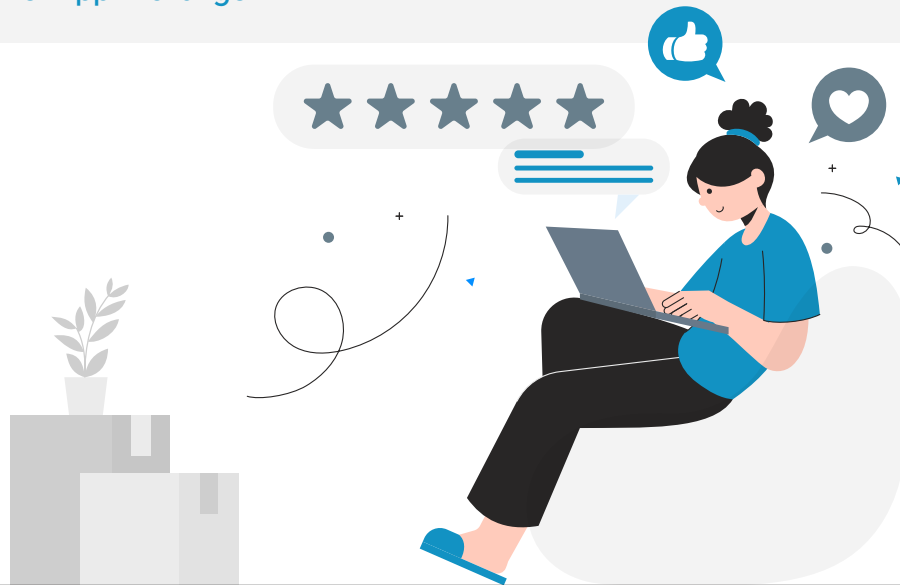
# Client Testimonial

The Director of Operations and Business Development at this aerospace and defense company shared:

*Encore Focus truly exceeded expectations! They not only met every deliverable but went above and beyond to ensure the project's success. The team was exceptionally organized, and their thoughtfulness in both design and approach made a significant difference. They were also incredibly responsive, addressing all questions and adjustments promptly. It was a seamless collaboration, and I would absolutely jump at the chance to work with this team again on future projects. Highly recommended!*

★★★★★ (5.0)

Salesforce Partner App Exchange



## Conclusion

Through its partnership with Encore Focus, this aerospace and defense company transformed its contract management operations into a streamlined, compliant, and scalable business process. By implementing Salesforce GovCloud Plus with Encore's proprietary Bid Management Module, they achieved both CMMC compliance and significant operational efficiencies. This case study underscores the transformative impact of tailored technology solutions in enabling aerospace and defense contractors to meet compliance demands, improve operational efficiency, and remain competitive in the high-stakes government contracting arena.

# Ready to Transform Your Contract Management Process?

If your organization manages complex government or private sector contracts and faces similar challenges, let's discuss how we can help. Our team specializes in:

CMMC-compliant  
Salesforce  
implementations.

Custom bid  
management  
solutions.

Automated  
document  
generation.

Real-time  
analytics and  
reporting.

A laptop screen with a white background. In the center, there is a blue rounded rectangular button with the text 'Book a Call' in white. Below the button, there is a paragraph of text in a dark gray font.

**Book a Call**

Book a call with us to schedule a consultation and discover how we can accelerate your growth, streamline your contract management process, and ensure CMMC compliance.