HOW A SAAS COMPANY SAVED TIME AND MONEY WITH A SALESFORCE APP INTEGRATION
with Cloud Adoption Solutions

AT A GLANCE

Challenges

- Complicated commission structures
- Unclear targets and earning potential

Benefits

- Increased efficiencies
- Pipeline clarity
- Invoice clarity
- Process optimization

SALESFORCE APPEXCHANGE REVIEW

"Cloud Adoption Solutions has been a joy to work with. They took what was a quite complex problem to solve that was quoted previously to have needed long hours of developer work and completed it in a timely, steady and communicative manner. They were able to take a complex problem and simplify it so that I myself, as the Admin, was able to understand and maintain the build going forward. Along the way I was also taught valuable skills, and these skills have helped streamline our sales process. Grateful for my time to have worked with the company and will be reaching out to them should we need more solutions ahead!"

-Jessica Babe
Gecko Robotics

COMPANY INFORMATION

This SaaS company's combination of hardware and software solutions help the world's most important organizations ensure the availability, reliability, and sustainability of their critical infrastructure.

OVERVIEW

One of the challenges that many companies face is overly complicated commission structures, which create frustration for HR and Finance departments, and demotivate sales team members by making it harder for them to understand their targets and earning potential. Recognizing the opportunity for increased efficiencies and the benefit of pipeline and invoice clarity, this SaaS company decided to team up with Cloud Adoption Solutions to develop a process to optimize Salesforce to provide easy-to-use custom objects to manage invoicing and revenue.
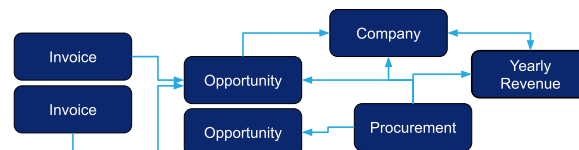
SOLUTION

Cloud Adoption Solutions created an elegant solution which included custom objects to meet the SaaS company's needs for invoicing and commission clarity and process simplification. This company has now reduced the need for double work and data entry; the workload and process improvements have now opened up more time for team members to be able to complete more critical work as they grow rapidly; business development team members are now able to view invoicing information, including monthly recurring revenue, and calculate expected commissions. Having a clear understanding of invoice and expected commissions, motivates sales professionals to push to reach their targets, which in turn results in more revenue and increased growth for the company.

CONTACT US TODAY

Contact us for your complimentary Gap Analysis today, provided by our SAAS team. info@cloudadoption.solutions