

OVERCOMING COMPLEX QUOTING & SAP INTEGRATION CHALLENGES WITH SALESFORCE CPQ

StanleyBlack&Decker

CribMaster™ is a Stanley Black & Decker brand headquartered in Marietta, GA and is a global industry leader in inventory and asset management solutions.

INDUSTRY: MANUFACTURING
SERVICES: ASSET & INVENTORY MGMT.
HQ: MARIETTA, GA
WEBSITE: cribmaster.com

BUSINESS CHALLENGE SUMMARY

Stanley Black & Decker needed a Salesforce + SAP integration solution with a focus on Salesforce CPQ. Business needs included a faster, more consistent quoting process, improved quote quality and contract accuracy, and a faster Quote to Cash cycle timeline.

ATG SOLUTIONS & TOOLS

IMPLEMENTATION SERVICES

- Product and Customer Syncs
- Pricing Simulation
- SAP Order Creation
- Real-time view of SAP Data in Salesforce

APPLICATION SUPPORT SERVICES

- "Teach to fish" concept
- Bundle Workshop
- 2 Demos per Sprint - Functional for business approval and Technical for support teams and admins

IMPACTS & RESULTS

- Reduce Manual data exports, manipulation, and loads
- Eliminated swivel chair data entry
- Leverage existing SAP functionality in Salesforce
- Supports Master Data Management best practices

CLIENT TESTIMONIAL

"ATG Code Zero has been instrumental in the design and implementation of our next level Salesforce.com solutions. Their deep knowledge of CPQ process combined with their technical expertise makes ATG Code Zero the logical choice for critical projects."

Stephen Driggs

Head of Global CRM at Stanley Black & Decker