

Salesforce Integration

North America



Business Issue

Our client, a large pricing software as service company, needed a custom, event-driven integration to keep the customer data in sync with Salesforce CRM. The process was very complex as the customer needed to add the same data in both systems. The client wanted to ensure that the customizations, security settings, data models, custom code and other elements were configured to support its future growth on the Salesforce platform.

Solution

Experis analyzed the pricing application and required module which must require the integration with Salesforce CRM. After compiling the system analysis report, Experis provided a best-in-class solution, where RESTful APIs were built in both systems, in addition to creating synchronization from one application to the other across identified integration points. Experis used an out of the box configuration processes and flow in Salesforce to make the application usable and easy to customize.

Results

- Real-time application integration and orchestration with robust data integration competences
- Seamless path of data transformation
- Connector easy to configure for both applications

“The POCs enabled us to go to market with a combined solution that our customers continue to appreciate as they leverage the best of Salesforce CRM and our client’s CPQ solution. Our sales and solution strategy teams continue to use these assets successfully on several sales cycles to win customer’s confidence.”

