Success story

Deploying the Salesforce Sales Cloud Extension

Interior and exterior design & decoration service company

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"Expedited and assured growth begins with a proficient and reliable Sales Team"

Automation of custom-build products Quotation Procedure.

kriskadecor®
linking ideas
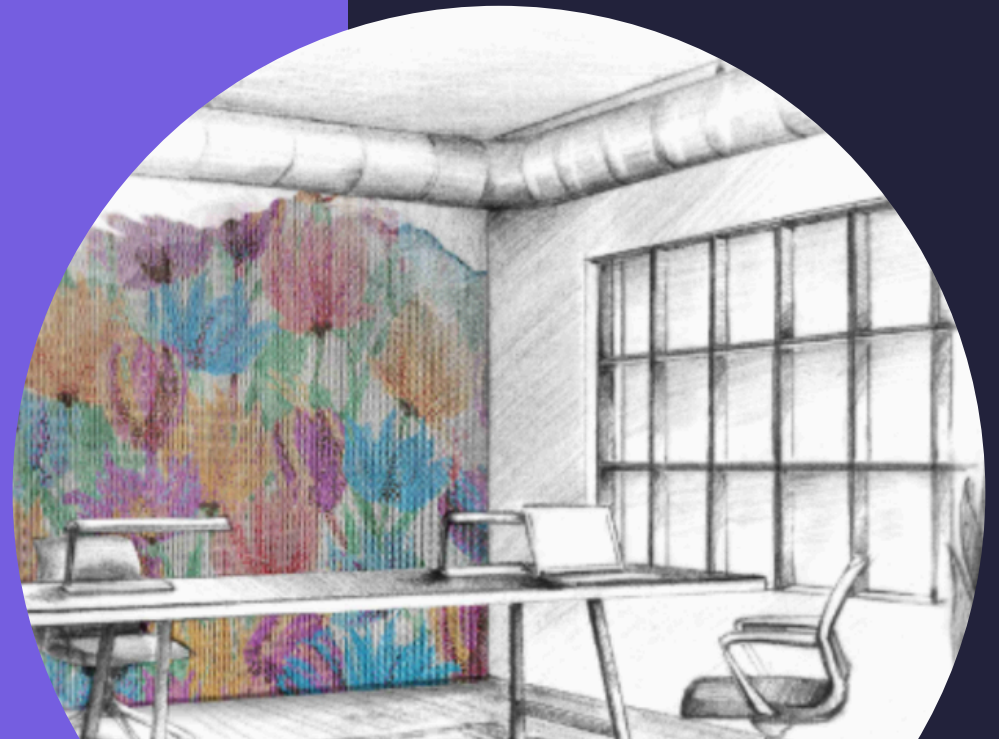
Corporate Challenge

A global corporation, Kriskadecor, is constantly expanding. Our primary tactic is to communicate with architects and interior designers from across the globe by listening, understanding, and offering creative solutions.
Since the globe is enormous, and so is your vision, our staff never stops working to build projects effectively, regardless of their scale.
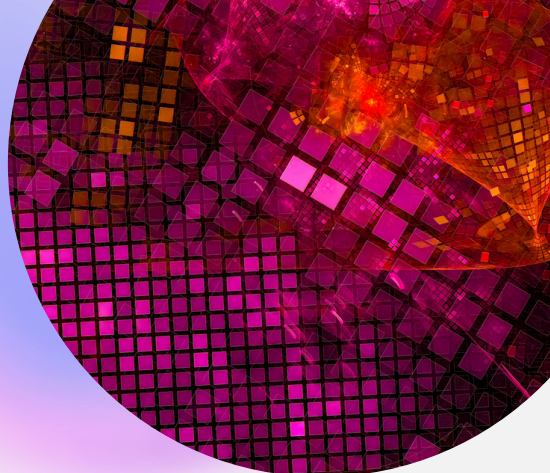
We take great pride in including every customer in the development process. Consequently, the number of initiatives and the quality of the concepts are increasing.
Our automation includes sophisticated cost, pricing, discount management, and the creation of product quotations. These are based on highly flexible product configurations and are accessible in six languages. This will promote the growth and development of your firm and increase sales management productivity.

What SMX Services & Consulting Inc. Did

We created and used a bespoke product generator that allows sales representatives to design various highly customizable items. The customizable goods maintain all of the regular Sales Cloud capabilities by being automatically included as items to the opportunity and the quotation.

Each customized product's pricing and discounts are determined using a sophisticated client, development, and configuration logic. A Visualforce page that can be created in 6 different languages to meet user desires and a PDF for the quotation also translates the products, their configurations, and the quotation format.

salesforce

Kriskadecor significantly increases the productivity of sales agents by automating its algorithm for generating highly customized quotes. In addition, we aim to expedite the customer quote process. Due to problems with altering items, price, expenses, and discount logic in the Excel files formerly used to set up and quote, this decreases the risk of error in the generation of quotes.

These factors result in happier and more productive account executives, increased usage of Salesforce and the sales process, and a reduced chance of financial loss due to product setup problems.
Customers of Kriskadecor can now get many bids and variants in a fraction of the time necessary, enhancing their purchasing experience.

We take pride in value addition to customer experience.