








Optimize Account-based Sales with Salesforce Manufacturing Cloud

Modernize Sales and Operations Processes with a Holistic View into Customer Data

Misalignment between sales and operations is an acute challenge manufacturers must contend with on a daily basis. Burdened with organizational silos, fragmented data sources, and manual reporting capabilities, manufacturers often lack a comprehensive view into their entire book of business and struggle to forecast and meet dynamic customer and distributor demand.

Salesforce Manufacturing Cloud addresses these challenges by:

-  Providing complete visibility into run-rate business with Sales Agreements
-  Aligning sales and operations (S&OP) processes around a single source of truth
-  Generating accurate demand forecasts with Enterprise Account Forecasting
-  Driving sales productivity and account growth with Account Manager Targets
-  Reducing uncertainty and cost associated with inventory management

Business Benefits:

- Visibility into entire book of business
- Accurate, account-level sales forecasts
- Synchronized S&OP processes responsive to customer needs
- Improved account-based pricing, production schedules, and inventory management
- Reduction of cancelled orders and associated revenue leakage

"76% of manufacturers rate the effectiveness of their order-to-cash process as somewhat or very ineffective."

Source: "Order-to-Cash: Managing for Success in Disruptive Times." APOC and Digital Supply Chain Institute



Salesforce Manufacturing Cloud Quick Start

Reduce risk and demonstrate the transformational potential of Salesforce Manufacturing Cloud with an Argano Quick Start! Designed to produce results fast, this multi-phase offering is comprised of: requirements gathering and solution design, as well as a build and test phase.

Timeline Option 1

6 weeks (New Salesforce Implementation)

- Assumes client **does not** have Salesforce Manufacturing Cloud - Sales implemented

Outcomes:

- Functional prototype of Salesforce Sales Cloud with Accounts, Contacts, and Opportunity Pipeline (new business) Management
- Up to 5 reports and dashboards to show combined demand forecast across new and run-rate business
- Functional prototype of Salesforce Manufacturing Cloud for Sales consisting of:
 - Account Forecasting (3 dashboards – account health, account insights, and product performance)
 - Creation of 2 Sales Agreements for 2 Sales Representatives
 - Creation of Account Manager Targets

Option 1 Pricing: \$50,000

Timeline Option 2

4 weeks (Manufacturing Cloud - Sales only)

- Assumes client **already has** Manufacturing Cloud - Sales implemented

Outcomes:

- Manufacturing Cloud Install and Setup

- Functional prototype of Salesforce Manufacturing Cloud - Sales consisting of:
 - Account Forecasting (3 dashboards – account health, account insights, and product performance)
 - Creation of 2 Sales Agreements for 2 Sales Representatives
 - Creation of Account Manager Targets

Option 2 Pricing: \$30,000

Timeline Option 3

4 weeks (Manufacturing Cloud - Service only)

- Assumes client already has Salesforce Manufacturing Cloud - Service or Manufacturing Cloud - Sales and Service (Unlimited/Enterprise Licenses)

Outcomes:

- Functional prototype of Salesforce Manufacturing Cloud - Service, consisting of:
 - Automated Service Processes:** Creation of one Digital Process Automation, powered by OmniStudio, to resolve cases fast and power process automation with contextual information from a disparate source
 - Voice of the customer:** Creation of one Salesforce survey to capture feedback and leverage insights to refine customer experiences and product strategies

Option 3 Pricing: \$30,000

For additional investment, Argano and Salesforce can tailor this offering for your business's unique needs. Please reach out to us to schedule a complimentary scoping call. **Schedule your Quick Start today!**