



Let's Solve

Case Study

Lightning experience in
Sales Cloud implementation for
Leading Building Materials
Manufacturer



A Larsen & Toubro
Group Company

Client

The client is a leader in the building materials industry, company has the assets necessary to address the challenges of a new world.

Challenges

- Create Lightning pages for custom wizard that captures new company data
- Migrate Offer creation CPQ wizard to Lightning, which helps in configuring products as per customer need
- 360 degree view of data, available in system in the form of an analytical report.
- Data Transparency across applications

LTI Solution

- Transferring multiple CRM system model into Salesforce.com
 - i) Efficient Customer/Offer creation flow with data capturing and analytics
 - ii) Single CRM system maintenance
 - iii) Lightning experience enabled
- Integration with SAP system
 - i) Implementation of 12 different interfaces with SAP to get flexibility in customizing Business Processes.
 - ii) Efficient in storing Offer & its price data across all the system & get the contract information back to SFDC, which defines smooth business process flow.
- Localization
 - i) Configuring 20+ countries with different UI & configuration data.
 - ii) Setup of sharing rules, approval process, etc for all the countries.

Business Benefits Delivered

- Improved user productivity
- Enhanced user experience by leveraging new Lightning capabilities
- Uplift in adoption due to optimized processes and interfaces

LTI (NSE: LTI, BSE: 540005) is a global technology consulting and digital solutions Company helping more than 300 clients succeed in a converging world. With operations in 27 countries, we go the extra mile for our clients and accelerate their digital transformation with LTI's Mosaic platform enabling their mobile, social, analytics, IoT and cloud journeys. Founded in 1997 as a subsidiary of Larsen & Toubro Limited, our unique heritage gives us unrivaled real-world expertise to solve the most complex challenges of enterprises across all industries. Each day, our team of more than 24,000 LTIites enable our clients to improve the effectiveness of their business and technology operations, and deliver value to their customers, employees and shareholders. Find more at www.Ltinfotech.com or follow us at @LTI_Global