

Leading Manufacturer Enhanced Visibility and Simplified Sales Process by Migrating to Lightning Experience

Industry

Industrial Manufacturing

Products & Services

Lightning Experience Migration

Implementation Partner



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The customer manufactures and develops 3D printers. Their manufacturing platform enables repeatable production of end-use parts with industrial-grade materials and advanced molecular science, hardware and software technology.

Challenges

The client wanted to shift to the Lightning interface to improve usability and access the enhanced functionality of Salesforce. However, migrating to Lightning presents challenges to existing Salesforce modifications and processes -

- Redundant Visualforce pages and custom links affecting the system performance
- Ability to add /remove certain widgets, apps, tools, and layouts
- Easily create animated, interactive dashboards & reports
- Improve user adoption with lightning ready apps

Solution

- Access existing process, usage by roles, customizations and existing use of 3rd party apps with necessary lightning readiness check as per the prescribed guidelines from Salesforce
- Migrate 38+ Visualforce pages, custom links, Appexchange connectors to Salesforce Lightning Experience
- Redesign component architecture to define the data model
- Pilot rollouts with support on Customer UAT cycle
- Provide adequate end-user training and walkthrough of the entire Salesforce instance after migrating to lightning

Benefits

- 360 Degree sales process overview with the amalgamation of customer data and the key activities, logged within Salesforce
- Improved collaboration across sales, business development, and senior management
- 33% increment in the user adoption
- Modern design and enhanced functionality with renewed reports, charts and dashboards