

# Salesforce Manufacturing Cloud: CGI Implementation Accelerator



Managing seemingly endless spreadsheets, tooling, and business relationships can often leave manufacturers without a clear view of sales opportunities and forecasts. CGI delivers Salesforce Manufacturing Cloud solutions to simplify and streamline sales and operations, giving visibility throughout the value chain.

## Manufacturing Cloud transforms your sales channel

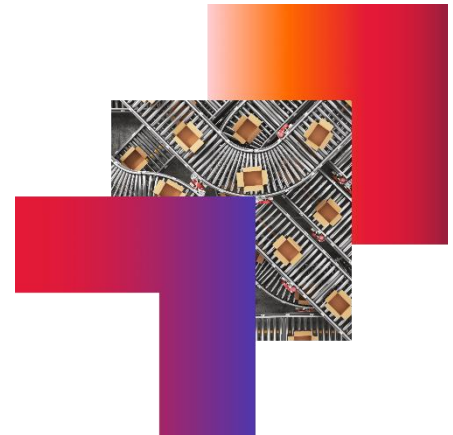
The new Salesforce Manufacturing Cloud solution empowers sales teams to view and provide feedback on planned versus actual account performance in a centralized location, saving time and reducing complexity. Integrated sales agreements provide visibility into both committed and actual order volumes, enabling sales to track the performance of an agreement against unit and revenue targets, as well as other time-phased custom metrics.

### Starting with the MVP

Our initial phase offering includes approximately 325 hours of effort fully staffed by CGI on-shore consultants. Resources are assigned based on client location, data need, and complexity of custom metrics.

### Salesforce Manufacturing Cloud – Sales agreement performance

Salesforce Manufacturing Cloud has delivered a data model, custom object and new capabilities that closes the gap in addressing "planned vs. actual" forecasting for run rate business. CGI has found that the out-of-the-box solution still needs customizations to address common use cases that our customers are asking for. For example, a common question from our manufacturing customers is, "At this moment, how are



### Salesforce Manufacturing Cloud pre-launch partner

CGI was selected by Salesforce as a Manufacturing Cloud pre-launch partner, so we have early-stage experience with this new solution that you can leverage. With CGI's extensive manufacturing sector and Salesforce delivery expertise, our clients can get the benefits of Salesforce innovation in a partner they can trust.

### Take advantage of our MVP Accelerator offering:

This "Phase 1" implementation includes:

- Core Manufacturing Cloud configuration
- Process automation

Contact us for an initial scope review and pricing.



we forecasting the sales agreement to perform through the end of the term of the agreement?". We can configure Manufacturing Cloud to answer this for you.

## We recommend a phased approach

Customer success depends upon the ability to create and nurture mutually beneficial relationships, engage customers in relevant conversations, and effectively collaborate within the organization around marketing and customer service. This requires multiple channels for interaction to ensure a positive customer experience with each touchpoint. These interactions are supported by CRM, but systems often fall short of achieving their business goals as organizations struggle with the challenges of implementation or miss opportunities to take advantage of additional functionality.

<p><b>MVP – Initial Phase</b></p>	<p><b>Core mfg cloud configuration</b></p> <ul style="list-style-type: none"> <li>• Sales agreements</li> <li>• Account forecasting</li> </ul> <p><b>Process automation</b></p> <ul style="list-style-type: none"> <li>• Sales agreement process builder</li> </ul> <p><b>Data migration</b></p> <ul style="list-style-type: none"> <li>• Order history</li> </ul>
<p><b>Phase 2</b></p>	<p><b>External collaboration</b></p> <ul style="list-style-type: none"> <li>• Partner community</li> </ul> <p><b>Einstein Analytics</b></p> <ul style="list-style-type: none"> <li>• Configure core Einstein Analytics for manufacturing dashboards</li> <li>• Internal forecasts</li> </ul> <p><b>Process automation</b></p> <ul style="list-style-type: none"> <li>• Sales agreement process builder enhancements for partner community</li> </ul> <p><b>ERP integration</b></p> <ul style="list-style-type: none"> <li>• Customers &amp; products</li> <li>• Orders &amp; prices</li> </ul>
<p><b>Future Phases</b></p>	<p><b>External collaboration</b></p> <ul style="list-style-type: none"> <li>• Customer community</li> </ul> <p><b>Einstein Analytics</b></p> <ul style="list-style-type: none"> <li>• Configure account rollup dashboards</li> </ul> <p><b>Process automation</b></p> <ul style="list-style-type: none"> <li>• Sales agreement process builder enhancements for customer community</li> </ul> <p><b>Planning &amp; 3<sup>rd</sup> party integration</b></p> <ul style="list-style-type: none"> <li>• Dodge / IHS</li> </ul>

### About CGI

#### Insights you can act on

Founded in 1976, CGI is among the largest IT and business consulting services firms in the world.

We are insights-driven and outcomes-based to help accelerate returns on your investments. Across hundreds of locations worldwide, we provide comprehensive, scalable and sustainable IT and business consulting services that are informed globally and delivered locally.

#### For more information

Visit [cgi.com](http://cgi.com)

Email us at [mfg@cgi.com](mailto:mfg@cgi.com)