

Salesforce Manufacturing Cloud



Managing seemingly endless spreadsheets, tooling, and business relationships can often leave manufacturers without a clear view of sales opportunities and forecasts. With deep experience in the manufacturing industry and Salesforce implementation, 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

Manufacturing sales teams who leverage blanket orders to drive run rate business are often still managing sales and forecasting with spreadsheets. The new Salesforce Manufacturing Cloud solution empowers sales teams to view and provide feedback on accounts with regard to their previous/current/future run rate in a centralized location, saving time and reducing complexity.

AN ENABLER FOR BUSINESS TRANSFORMATION

With Manufacturing Cloud, manufacturing sales teams gain confidence in their sales forecasts with synthesized input from sales teams and visibility into sales agreement performance. Reducing the burden of data entry and management refocuses the sales team towards their primary goals – reacting quickly to the changing needs of customers and making positive impacts in revenue. CGI will work with you to define the roadmap for implementation that is right for you.

Core features¹

- **Sales agreements** allow manufacturers to unify their run-rate business with data housed in ERP and order management systems with the contract terms negotiated—including planned volumes and revenues—so both operations and account teams can have a 360-degree view of the customer. If any changes to the agreement are needed, they are immediately incorporated into the existing sales agreement, ensuring there is always a single source of truth. This allows account teams to manage the full sales agreement lifecycle by having visibility into committed and actual order volumes, the performance of the agreement against the forecast and other time-phased custom metrics. By



SALESFORCE MANUFACTURING CLOUD PRE-LAUNCH PARTNER

CGI is qualified by Salesforce to offer the new Manufacturing Cloud to our clients as a pre-launch partner. 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.

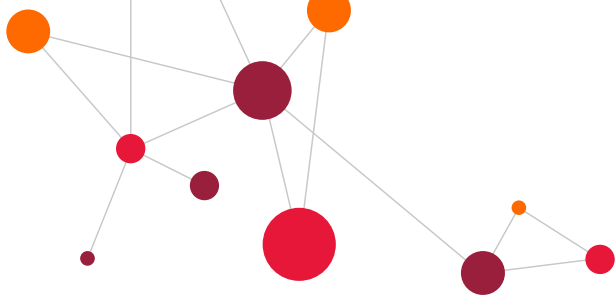
Take advantage of our pre-launch special MVP offering:

This "Phase 1" implementation includes:

- Core Manufacturing Cloud configuration
- Process automation
- ERP integration for customer and product details

Contact us for an initial scope review and pricing at mfg@cgi.com.

¹ Reference: <https://www.salesforce.com/company/news-press/press-releases/2019/09/191609-vr/>



simplifying the renewal process, you ensure account teams continue to bring in revenue while increasing margins.

- **Account-based forecasting** provides manufacturers with a complete view of their current business alongside future opportunities, and makes it easy to track planned versus actual forecasts by product SKU. This allows sales, finance and operations teams to develop more accurate forecasts while breaking down internal silos. Account teams can also add updates on changing customer needs or market demands, allowing the team to collaborate and adjust forecasts in real-time, helping to make business transactions, profits and revenue margins more predictable.

• A DIGITAL ORGANIZATION NEEDS THE RIGHT DIGITAL PARTNER

As an experienced Salesforce integration partner, CGI brings global expertise locally to clients in implementing and optimizing the platform. Our clients benefit from a fresh perspectives on business challenges and user needs. The outcome is innovative solutions that meet business goals and scale for the future.

CGI delivers end-to-end Salesforce implementation and services, including:

- **Strategy** – Our industry expertise and advisory services identify opportunities to transform the way you do business
- **Design** – Our human-centered approach to design aligns business requirements with engaging customer experiences
- **Implementation** – We use agile methods to develop new business and customer experiences that utilize best practice approaches for a clean Salesforce environment
- **Integration** – We migrate services, harness data and integrate with other applications and investments for seamless delivery of services
- **Change management** – Our methodology helps maximize Salesforce solutions with team culture, adoption and agile change management approaches that enable continuous improvement to customer experience
- **Managed services** – We can deliver service management, system administration and ongoing operational support of Salesforce solutions

ABOUT CGI

Founded in 1976, CGI is one of the largest IT and business consulting services firms in the world. Operating in hundreds of locations across the globe, CGI professionals help clients to achieve their goals, including becoming customer-centric digital organizations. We deliver an end-to-end portfolio of capabilities, from high-end IT and business consulting to systems integration, outsourcing services and intellectual property solutions that help accelerate clients' results. CGI works with clients around the world through a unique client proximity model complemented by a global delivery center of excellence network to help clients accelerate results, transform their organizations and drive competitive advantage.

Our Salesforce credentials include:

- 500+ completed Salesforce projects for 300+ clients
- 9.4 Salesforce customer satisfaction rating
- 2018 Salesforce 'Best Bolt in Manufacturing' Award
- 2015 Salesforce Innovator Award and 2017 Manufacturing Solution of the Year nominee
- 500+ certified team members
- Manufacturing vertical headline sponsor at Dreamforce 18 by invitation



For more information about CGI, visit cgi.com, or email us at info@cgi.com.

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