

Industry and Client Experience

Your Success. Delivered.

Industry	SaaS Provider in the Transportation and Logistics Industry
Revenue	\$250M +
Duration	Phase 1: 3 months Phase 2: 18 months
Background	Due to challenges in the current back-office systems, needed to perform an evaluation and implementation of a new quoting and billing engine along with a scalable e-commerce platform.
Engagement	Our leaders were asked to perform the following: <ul style="list-style-type: none"> Define and lead the implementation of the long-term strategy for enterprise applications focused on a new quoting/billing transformation Vendor Management Lead the enterprise applications team for KTLO and BAU request
Delivered Results	<ul style="list-style-type: none"> Performed a cost/benefit analysis (while reporting to C-level executives) for a digital transformation into a new billing system Created and implemented the overall strategy for enterprise applications focusing on leading a 1.5M transformation of CPQ, billing and e-comm solutions through the implementation of Salesforce Revenue and B2B Commerce Cloud offerings Provided leadership for a team of 20+ Developers, Administrators, Program Managers, Product Owners, and Analysts to deliver over 2000 enhancements for a Salesforce org with over 700+ users Delivered recommendations for overall enterprise application operating models and org structure Led the implementation of a backup/recovery strategy along with sandbox seeding for SFDC

