



## Customer Success Story

# Famous **Manufacturing and Distribution** company on a road to **better technology adoption**

### About the Client

Client is a manufacturer and distributor of premium THC Free Hemp-derived CBD products. It offers multiple lines of CBD based products which are made from tincture drop.

### Solution

An ideal roadmap for technological enhancements were made after which discovery sessions were conducted. The discovery workshop helped us come up with As-Is and To-Be processes and finally the Buy-in and To-be processes.

### Benefits

- ✓ Seamless transition from the existing CRM to Salesforce
- ✓ Decreased processing time and increased user adoption.
- ✓ Improved data quality and reporting capabilities

**Salesforce:** Sales Cloud

**Technologies:** LA CRM, Salesforce transition, Data migration

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