



Customer Success Story

A leading nonprofit property developer **accelerates Customer Acquisition pace** by Digitizing key Business Processes and Automating workflows through strategic **Sales Cloud implementation**

About the Client

Client is a leading nonprofit property developer, who provides housing and services to help neighborhoods, communities and individuals. housing for persons at-risk of homelessness, and many others.

Solution

Sales Cloud implementation enabled client's digital transformation strategy, improved data management, and acquire more clients quickly. They had real-time access to high-quality data, which improved their decision making skills and productivity. They were able to better track the volunteer activities in real-time

Benefits

- ✓ Customer acquisition increased by 30%
- ✓ Sales team productivity increased by 45%
- ✓ Volunteer & program management improved drastically

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