



Salesforce Optimization for Scram Systems INC, USA



TalentPace helped Scram Systems Inc customizing their Salesforce to provide visibility into the sales pipelines, and getting real time information from the field sales.

Customer Profile

Founded in 2003, SCRAM System is on the leader in creating SSAcohol Monitoring/CAM products to cater to the needs of criminal justice market.

Scram Systems focus today, led by the success of their flagship SCRAM CAM product, continues to be delivering technology solutions that are on the leading edge of what courts, agencies, and treatment providers need, and how technologies can truly Make a Difference in the lives of offenders, their families, and their communities.

Business Scenario

- Scram Systems is in need of customizing complete dashboard to have easy access with the real time data and to allow business to plan their management processes with comprehensive reports.
- Scram Systems was looking for new ways to manage their sales funnel as they are unable to handle business demands effectively.
- Company leaders wanted to bring more visibility into the sales pipelines, and getting real time information from the field sales.
- A single user interface that improve sales productivity and better access to critical information and opportunities and avoid delays in customer responsiveness.

Solution Delivered

- Keeping in view with the goals of efficient processes, TalentPace team developed an architecture with single custom object which leverages data from the opportunity header to pre-populate critical pieces of information and created dashlets with the extensive use of Visualforce.
- Studied the complete landscape of the application infrastructure and planned the integration of Salesforce with the facets of enterprise backend systems.
- Provided robust, scalable and secured architecture and developed the entire system in a quick turnaround time.
- Successfully countered the challenges with our well established delivery model, methodologies and end to end application development lifecycle as per the CMMI framework.
- Integrated with multiple third party technologies and applications and developed reliable solution.

Business Benefits

- Our solution had provided 360 degree view of the sales pipeline as desired by the business.
- Brought better visibility thru management reports and accurate information of sales pipeline helping business to accelerate sales cycle quite effectively.
- Our Solution helped our customer achieving the business goal of creating a single customer view and has ensured that the information used across business operations is consistent and up to date.
- Provide users with a flexible, easy-to-use interface Scram Systems enjoying high user adoption and the operational visibility that widespread adoption provided by us.

Technologies

- SalesForce.Com
- HTML5/CSS3
- Visualforce



A fantastic partner we found in TalentPace. They have customized our salesforce and automated complete reports and dashboards in great presentable way. We really liked their skill and attention to detail was spot-on. We continue engaging TalentPace in future.

Manish Somany

Chief Executive Officer
Fractal Solutions, USA

About TalentPace

TalentPace is a leading new generation information technology and global consulting services company delivering IT enabled solutions to the customers from across the geographies. Deep industry experience combined with customer centric approach makes TalentPace a remarkable partner in successful business outcomes. Our strong commitment and demonstrable capabilities TalentPace always delivered measurable and sustainable services to our customers. For more information, please visit www.talentpace.com or write to us at info@talentpace.com

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