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Testimonial
Available



Industry - Manufacturing (Production Parts)

Products Used - Sales Cloud
CPQ



Industry

Methods Machine Tools is a leading provider of precision machine tools and automated manufacturing solutions. With over 300 experts serving clients across numerous industry sectors, the company is a go-to partner for long-term fulfillment.

Products Used

 Sales Cloud CPQ

Challenge



Methods Machine Tools' inefficient pricing process hampered its ability to serve customers efficiently. The company needed a better pricing process that would ensure an improved transaction experience.

- Pre-project, sales representatives generated quotes through By Design, a complex tool that was difficult to navigate and limited quote customization.
- Methods Machine Tools could not generate multiple customized quotes on a short turnaround.
- The manufacturer struggled to consistently provide top-tier service & transaction experiences to partners and customers.

Value Delivered



Gerent implemented Sales Cloud and Salesforce CPQ to establish a better pricing process and design a transaction experience on par with service standards. Our team:

- Expanded internal visibility and opportunity management
- Established a streamlined pricing process
- Partnered with Endowance to implement Duet 360
- Integrated Method Machine Tools' ERP with Sales Cloud

Results



Post-project, Gerent has empowered Methods Machine Tools to:

- Facilitate top-tier experiences throughout the customer journey
- Provide high-caliber, just-in-time service with Sales Cloud & CPQ