



Testimonial  
Available



**Industry** - Manufacturing (Polymers)

**Products Used** - Manufacturing Cloud 

## Industry

Manufacturing (Specialty Chemicals)

SACO AEI Polymers develops, manufactures and delivers a full range of polymers to various industries, including Building & Construction, Electrical & Electronics, Pipe & Fittings, Specialty Markets, and more. The company has locations in North America, Latin America, Europe and India.

## Products Used



Manufacturing Cloud

## Challenge



In pursuit of an ambitious growth goal, SACO AEI sought to use Salesforce to drive operational efficiency, improve resource planning, and enhance service. As a first step, SACO intended to replace its existing tool for budgeting and forecasting with Manufacturing Cloud.

- The manufacturer's existing budgeting and forecasting solution — built on Sales Cloud — was heavily customized and not a good candidate for continued enhancements or scaling.
- The current tool did not include a centralized solution for tracking SACO's yearly budgeting process or rolling monthly forecast; the business managed its budget using manual-entry, error-prone Excel sheets.
- This reliance on Excel led to inefficiencies and increased the risk of data inaccuracies.
- Regularly updating and maintaining forecasts was challenging for SACO's team.

After consulting with Salesforce and Gerent, SACO AEI Polymers decided that transitioning onto Manufacturing Cloud would be more cost-effective and value-adding than investing in further customizations to the existing tool.

## Value Delivered



Gerent collaborated closely with SACO to understand the manufacturer's technical requirements, then developed a Manufacturing Cloud-based system that would help SACO enhance its operational efficiency and strategic planning capabilities. We:

- **Implemented MFG Cloud Sales Agreements**, empowering BDMs and S&OP Process Owners to track all annual budgets at product category + SKU levels.
- **Established Advanced Account Forecasting**, enabling BDMs and S&OP Process Owners to track and edit their monthly forecasts on a rolling basis. This feature ensures that projections stay up-to-date with real-time market conditions.
- **Built an approval process within the monthly forecast editability period**, giving key stakeholders visibility into trends while providing an opportunity for necessary adjustments before forecast finalization.
- **Ensured that SACO's budgeting and forecasting processes were fully integrated**, increasing alignment between financial goals and operational performance while providing real-time insights for better decision-making.

## Results



Post-project, SACO AEI Polymers can leverage its centralized, best-in-class Manufacturing Cloud solution to:

- Facilitate a continuous and accurate rolling forecast
- Generate and track all annual budgets
- Monitor sales performance in real time
- Address comprehensive sales reporting requirements
- Improve visibility into financial performance and planning

*These capabilities will help SACO enhance operational efficiency, grow its strategic planning capabilities, and advance its plans to scale.*



**SF Slides**  
Alliances Use Only!

## Deal Win



### SALESFORCE CORE TEAM:

Account Executive:  
Lann Ellis

### SALESFORCE PARTNER TEAM:

Partner Sales Manager:  
Bobbiann Froemke  
Maged Talet

For Salesforce  
Internal Use Only

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# Gerent + SACO AEI Polymers Manufacturing Cloud Implementation Q1'25



## Customer Profile

SACO AEI Polymers is a global company that delivers a full range of polymers to customers across a wide variety of industries, from Building & Construction to Electrical & Electronics, Pipe & Fittings, Specialty Markets, etc.

## Challenge

- SACO was interested in replacing its existing tool for budgeting and forecasting with Manufacturing Cloud.
- SACO's existing budgeting and forecasting solution – built on Sales Cloud – was heavily customized and not a good candidate for continued enhancements or scaling.
- Transitioning onto Manufacturing Cloud would be more cost-effective and value-adding than investing in further customizations to the existing tool.

## Partner Value

- Our team built confidence with SACO by conducting deep dives into the company's current budgeting and forecasting process to identify potential areas of enhancement.
- We proved our ability to generate customer-based pricing and forecasts in a way that would serve operations and sales users; this functionality was critical for SACO.
- Our team is co-building the solution with SACO to ensure minimum cost and a seamless transition.
- Gerent intends to create a scalable tool that supports SACO's business processes, reduces forecasting lift for sales and operational teams, and drives overall efficiency.

**"We chose Gerent on the strength of their Manufacturing Cloud experience and extensive industry knowledge of budgeting and forecasting processes."**

## REGION

North America

## INDUSTRY

Manufacturing

## ROLE OF PARTNER IN CUSTOMER LIFECYCLE STAGE

Gerent aligned with the Salesforce Account team to ensure there was a unified sales motion and provided SACO the confidence they needed to move forward with Manufacturing Cloud.

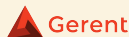
## Products sold



Manufacturing Cloud



Go-Live



# Gerent + Saco AEI Polymers use a Manufacturing Cloud budgeting & forecasting tool to accelerate budget creation and improve plant efficiency + resource planning.



## Customer Profile

SACO AEI Polymers is a global company that delivers a full range of polymers to customers across a wide variety of industries, from Building & Construction to Electrical & Electronics, Pipe & Fittings, Specialty Markets, etc.

## Challenge

Saco intended to replace its existing tool for budgeting and forecasting with Manufacturing Cloud.

- Saco's existing budgeting and forecasting solution – built on Sales Cloud – was heavily customized and not a good candidate for continued enhancements or scaling.
- The current tool did not include a centralized solution for tracking Saco's yearly budgeting process or rolling monthly forecast; the business managed its budget using manual-entry, error-prone Excel sheets..
- Regularly updating and maintaining forecasts was challenging for Saco's team.

## Partner Value

After consulting with Gerent, Saco AEI Polymers decided that transitioning onto Manufacturing Cloud would be more cost-effective and value-adding than investing in further customizations to the existing tool. We:

- Implemented MFG Cloud Sales Agreements, empowering BDMs and S&OP Process Owners to track all annual budgets at the product category and SKU levels.
- Established Advanced Account Forecasting, enabling BDMs and S&OP Process Owners to track and edit their monthly forecasts on a rolling basis. This feature ensures that projections stay up-to-date with real-time market conditions.
- Built an approval process within the monthly forecast editability period, giving key stakeholders visibility into trends while providing an opportunity for necessary adjustments before forecast finalization.
- Ensured that SACO's budgeting and forecasting processes were fully integrated, increasing alignment between financial goals and operational performance while providing real-time insights for better decision-making.

“We chose Gerent on the strength of their Manufacturing Cloud experience and extensive industry knowledge of budgeting and forecasting processes.”

## COUNTRY

USA

## INDUSTRY

Manufacturing

## # OF LICENSES:

TBD

## GO-LIVE DATE:

TBD

## Products sold



Manufacturing Cloud

### SALESFORCE CORE TEAM:

Account Executive:  
Lann Ellis

### SALESFORCE PARTNER TEAM:

Partner Account Manager:  
Bobbian Froemke, Maged Talet

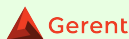
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## Success Story



# Gerent + Saco AEI Polymers use a Manufacturing Cloud budgeting & forecasting to accelerate budget creation and improve plant efficiency + resource planning.



In pursuit of an ambitious goal to grow into a company earning \$500M in revenue per year, Saco AEI sought to use Salesforce to drive operational efficiency, improve resource planning, and enhance service. As a first step, Saco intended to replace its existing tool for budgeting and forecasting with Manufacturing Cloud.

Gerent collaborated closely with Saco to understand the manufacturer's technical requirements, then developed a Manufacturing Cloud-based system that would help Saco enhance its operational efficiency and strategic planning capabilities on a global scale. We:

- Implemented MFG Cloud Sales Agreements, empowering BDMs and S&OP Process Owners to track all annual budgets at the product category and SKU levels.
- Established Advanced Account Forecasting, enabling BDMs and S&OP Process Owners to track and edit their monthly forecasts on a rolling basis. This feature ensures that projections stay up-to-date with real-time market conditions.
- Built an approval process within the monthly forecast editability period, giving key stakeholders visibility into trends while providing an opportunity for necessary adjustments before forecast finalization.
- Ensured that Saco's budgeting and forecasting processes were fully integrated, increasing alignment between financial goals and operational performance while providing real-time insights for better decision-making.

Post-project, Saco AEI Polymers can leverage its centralized, best-in-class Manufacturing Cloud solution to facilitate a continuous and accurate rolling forecast, generate and track all annual budgets, monitor sales performance in real time, address comprehensive sales reporting requirements, and improve visibility into financial performance and planning.

**Reduced time needed to create a monthly budget from several days to one day.**



Approved to share externally

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Products sold



Manufacturing Cloud

