

INDUSTRY | MANUFACTURING (PRODUCTION PARTS)



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.

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

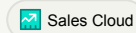
Solution

We 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 Endurance to implement Duet 360
- Integrated Method Machine Tools' ERP with Sales Cloud



PRODUCTS USED



Outcome

Post-project, Methods Machine Tools is able to:

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

