

CASE STUDY

**Solar Company Shortens Solar
Systems Installation Time and
Reduced Costs on Managing
Partners with Salesforce Platform**

softserve

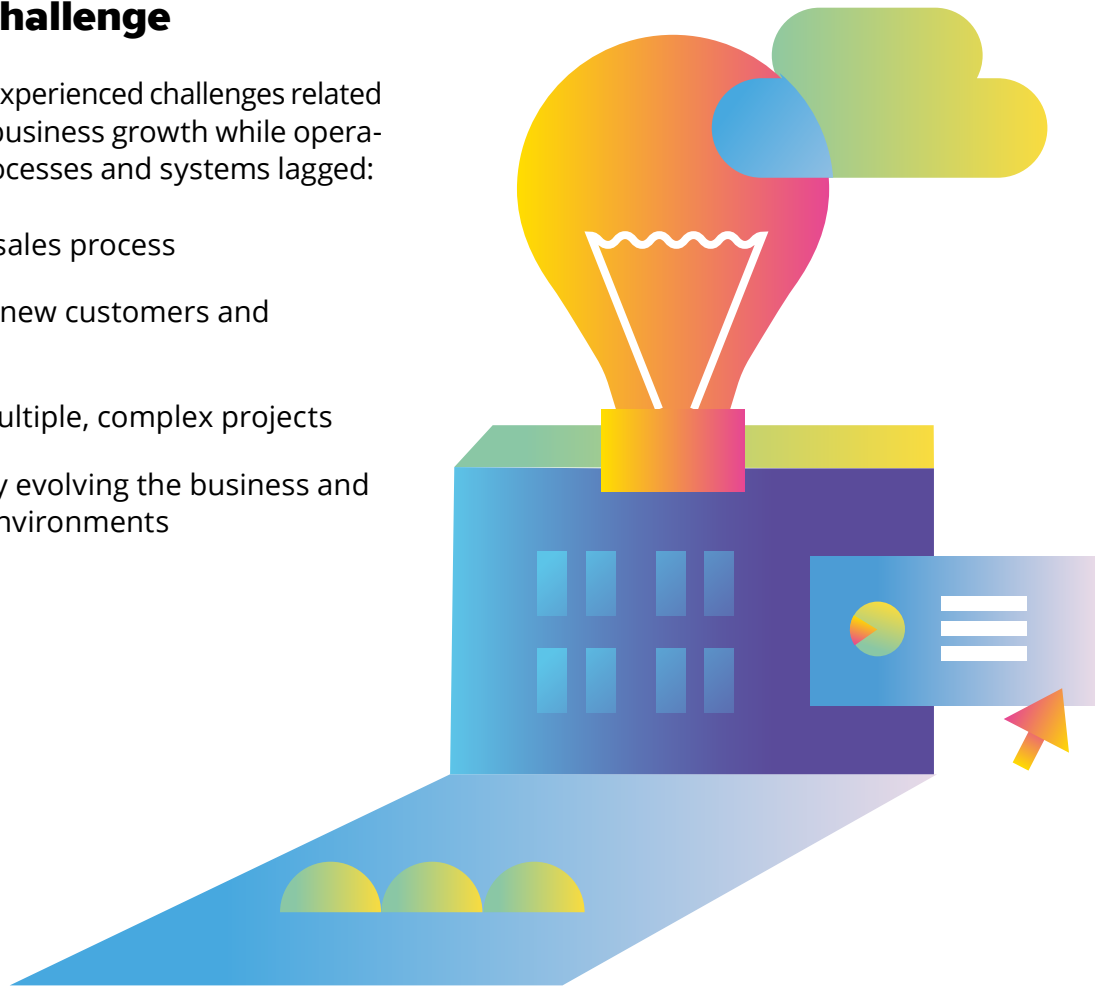
Client Background

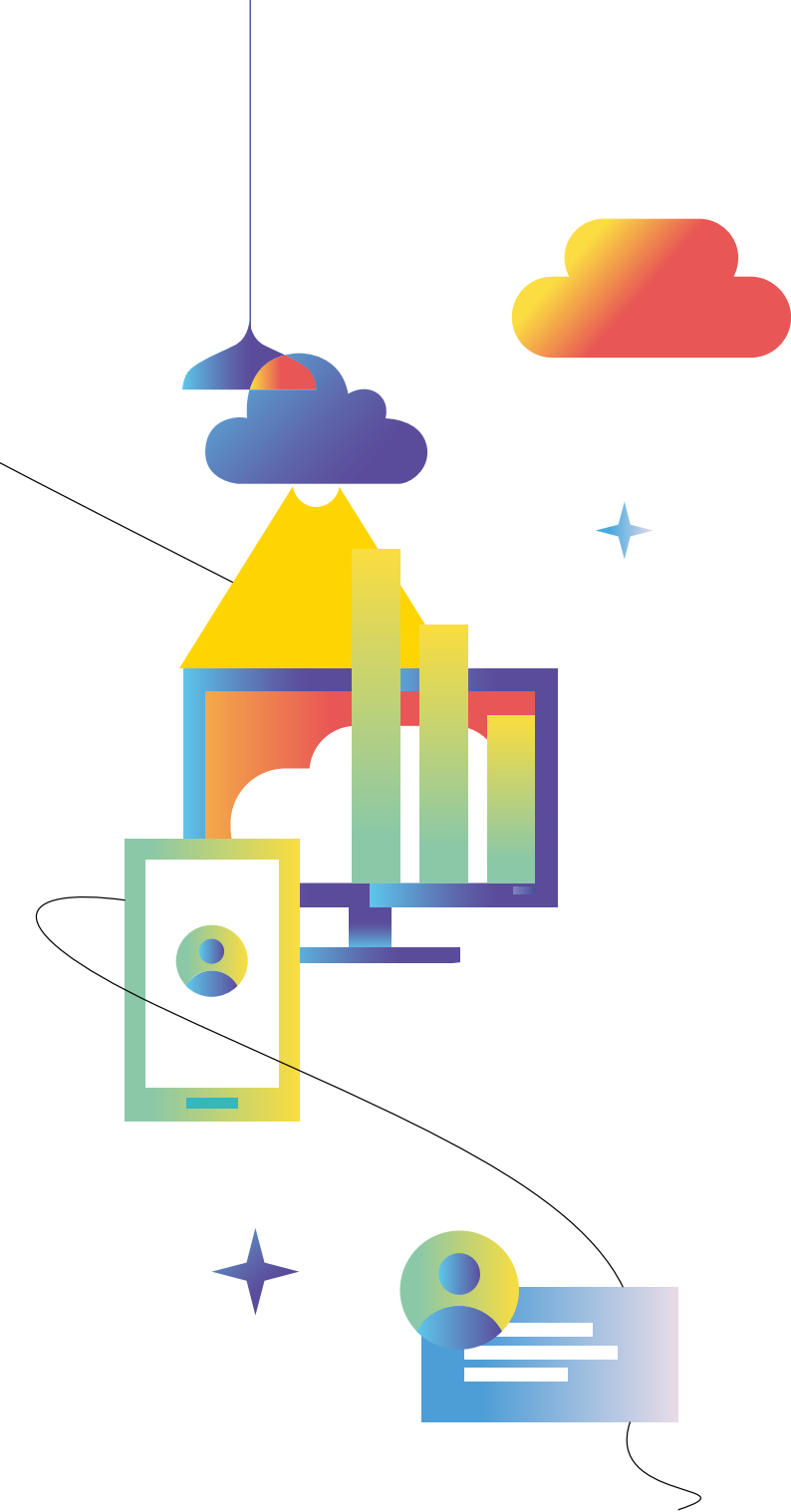
Our client is a solar company that offers homeowners elegant, roof-integrated solar options through a national network of certified roofers.

Business Challenge

Our client experienced challenges related to rapid business growth while operational processes and systems lagged:

- A satisfying sales process
- Onboarding new customers and partners
- Managing multiple, complex projects
- Continuously evolving the business and regulatory environments





Project Description

To sustain our client's rapid growth and expand its IT capabilities, SoftServe developed a custom build portal for partner management based on the best software development practices and integrated Salesforce Sales Cloud and Lightning Platforms.

With this Salesforce platform, our client can:

- Guide selling and order specific configuration
- Manage single source of truth orders
- Ensure easy access to operating and technical documentation
- Streamline the approval process

Value Delivered

New processes shorten the period of solar system installation, so consumers reduce energy bills faster

- Salesforce use improves sales process and project management while tracking power generated for clients
- Significantly reduced time and cost on managing partners
- The software supports business agility to respond to continual changes in operational requirements

ABOUT US

SoftServe is a digital authority that advises and provides at the cutting-edge of technology. We reveal, transform, accelerate, and optimize the way enterprises and software companies do business. With expertise across healthcare, retail, energy, financial services, and more, we implement end-to-end solutions to deliver the innovation, quality, and speed that our clients' users expect.

SoftServe delivers open innovation, from generating compelling new ideas, to developing and implementing transformational products and services.

Our work and client experience is built on a foundation of empathetic, human-focused experience design that ensures continuity from concept to release.

We empower enterprises and software companies to (re)identify differentiation, accelerate solution development, and vigorously compete in today's digital economy. No matter where you are in your journey.

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NORTH AMERICAN HQ

201 W 5th Street, Suite 1550
Austin, TX 75703
USA +1 866 687 3588 (USA)
+1 647 948 7638 (Canada)

EUROPEAN HQ

14 New Street
London EC2M 4HE
United Kingdom
Level 39, One Canada Square

Canary Wharf, London E14 5AB
United Kingdom
+44 (0) 800 302 9436

info@softserveinc.com
www.softserveinc.com

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