

# Sales Cloud and Service Cloud implementation

## The challenge

Haymarket were in the process of transitioning their business onto Salesforce from a legacy system. In order to ensure success, they needed to invest in a Configure-Price-Quote product.

The marketplace has numerous products and it is a significant investment to make, so **makepositive** were engaged to provide an impartial assessment of the two shortlisted products.

## The solution

Following the assessment, SteelBrick CPQ was selected. SteelBrick allowed Haymarket to manage their product sales by creating Opportunity Products and quotes. **makepositive** completed the process of Opportunity-Order by extending the existing flow.

“The idea was to provide solutions for Haymarket which would be robust, scalable and easy to maintain.” said Vikram Middha, Technical Consultant at **makepositive**.

## The results

**makepositive** successfully completed the complex set of tasks needed to deliver the entire solution and the project went live in February 2015.

Haymarket is now able to manage product sales more efficiently as a result of the complex set of triggers developed to streamline and manage multiple orders.

Due to the success of this implementation, Haymarket has an aggressive rollout plan for Salesforce and CPQ across its remaining 13 divisions throughout 2015.