



STUDY CASE



THE BUSINESS CHALLENGE

The original purpose for DAIKIN needing the services of Eruditeworks was to help with a Salesforce.com training seminar. With time this transformed into management providing insights into the challenges faced with professional services project management tracking and project accounting.

OUR APPROACH

Eruditeworks identified and implemented the AgilePMO salesforce.com based PSA solution which includes all aspects of project tracking like task tracking, project team member tracking, scheduling, time tracking and project accounting.

THE OUTCOME

The solution implementation resulted in a three-fold increase in adoption of Salesforce.com an overall increase in revenue tracking and project billing since a lot of the tasks that were previously accomplished via complex excel were automated within Salesforce.com.

TECH STACK

