



## The Stages

As this was a QuickStart project, BVT did not want or need a long discovery process. It was more important to get their foundation in place fast. Therefore, the discovery session was completed remotely. The project was completed in four weeks (though the project lasted five weeks as one week was a public holiday). The consulting and development work was completed ahead of schedule, therefore allowing additional functionality to be set up, at no additional cost and within the same timescale.

The discovery process involved a questionnaire and a follow-up call to identify BVT's core objectives and key requirements. Once confirmed the QuickStart team commenced the design and delivery phases, which lead to a demonstration to BVT, enabling feedback and QA testing.

Although BVT was satisfied that we had fulfilled the initial scope and everything was functional, they identified several additional functionalities that would benefit their work: an additional filter logic, additional formula fields to save time on manual calculations, and an updated picklist so users can pick more than one asset.

With both initial and expanded functionality developed and tested, we conducted remote user acceptance training where the staff did not identify any issues and were happy with the system.

## The Result

In a very short space of time BVT had their Salesforce foundation in place, making day to day work easier and the company overall more productive. Their opportunity capture process has been simplified and unified, which has increased their ability to analyse performance through automated report creation and distribution. The additional functionality beyond the QuickStart specification has helped save even more time in completing minor daily tasks. With this foundation in place, they are now ready to expand and add extra functionality to help continue developing their business process as they grow.

## Company Profile

Based in Säfte Sweden, BVT has experts with over 30 years' experience in turbine bypass, steam conditioning, temperature control, design and manufacturing processes. BVT design all sorts of control valve systems to fulfil its customer's requirements.

PLATFORM		LOCATION	INDUSTRY
Sales Cloud	Moving to a unified platform to deal with accelerated business growth	Sweden	Manufacturing

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