



# SALESFORCE MANUFACTURING CLOUD – THE TAVANT ADVANTAGE

Elevate your manufacturing operations with Tavant, where experience meets innovation. Set a new standard with our unrivalled domain expertise and cutting-edge Service Lifecycle Management solutions, all seamlessly integrated into Salesforce Manufacturing Cloud.

## FEATURES

### Enhance account transparency through **Sales Agreement Management**

- Supervise the entire lifecycle of sales agreements
- Collect key metrics from sales agreements
- Monitor account performance over time
- Utilize data to initiate actions and negotiate pricing

### Efficiently manage **Program-Based Business Operations**

- Ensure visibility into program lifecycle
- Effectively handle third-party data streams
- Analyze the impact of volume changes
- Drive increased program revenue

### Leverage stakeholder insights with **Enterprise Forecasting**

- Generate unified sales forecasts
- Harness account team insights for better decisions
- Refine forecast calculations for accuracy
- Integrate seamlessly with enterprise planning systems

### Facilitate collaboration through enhanced **Visit Management**

- Schedule and execute visits with ease
- Strategically plan and conduct effective visits
- Manage visits for distribution partners and customers
- Efficiently complete tasks and capture essential metrics

### Empower channel sales with intelligent **Rebate Management**

- Equip sales teams with incentive attainment insights
- Offer channel partners visibility into incentive programs
- Optimize and automate incentive programs using smart analytics

### Streamline **Ship & Debit Processes** with automation

- Automate incentive programs with advanced analytics
- Compensate partners for reacting to pricing changes
- Enhance efficiency with intelligent automation

### Boost efficiency with pre-built **Manufacturing Service Console**

- Effectively track customer interactions
- Receive contextual alerts for timely action
- Manage orders, cases, and assets seamlessly
- Take appropriate actions to ensure success

## Efficiently manage asset lifecycle with **Asset Service Console**

- Access activities related to assets easily
- Capture comprehensive details of assets
- Track processes associated with assets

## Elevate warranty programs with **AI + Data + CRM – Warranty Lifecycle Management**

- Optimize warranty lifecycle management
- Automate approval processes for claims
- Enhance visibility into payouts
- Drive return on investment and profitability

## Simplify field work with **Pre-Work Estimation**

- Generate accurate estimates for products and services
- Transform estimates into orders based on customer approvals
- Adapt baseline pre-work estimation flow to specific needs

## Accelerate smart decision making with integrated insights – **Manufacturing Cloud Intelligence**

- **Sales Agreement Analytics:** Monitor and protect volumes and pricing
- **Forecast Analytics:** Understand and monitor forecast views across levels and dimensions
- **Rebate Analytics:** Understand the impact of rebate programs on business
- **Partner Analytics:** Extend analytics visibility to distribution partners
- **IoT Analytics:** Leverage IoT sensor, and equipment data to identify early

## Craft ready-to-use self-service experiences for channel partners – **Experience Cloud for Manufacturing**

- Launch quickly using pre-built templates tailored for both customers and partners
- Enhance sales agreement collaboration by involving channel partners and customers, streamlining account management
- Uncover autonomous demand through sales agreement, offering valuable attainment insights
- Rapidly facilitate collaboration on agreements, leads, and opportunities with a readily available template solution



## Seamless connectivity with boundary systems – **MuleSoft for Manufacturing**

- Seamlessly connect systems and access live data from any location - on-premise, cloud, or hybrid environments
- Adjust outputs rapidly for cost reduction and waste elimination
- Streamline intricate workflows to enhance employee efficiency



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