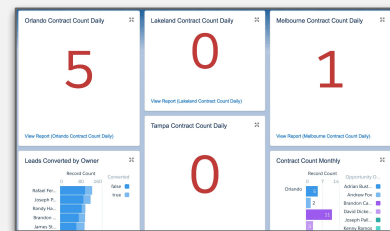
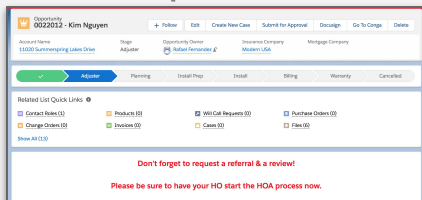


# RAISING THE ROOF BUSINESS WITH SALESFORCE



Challenge	Solution	Result
<ul style="list-style-type: none"> <li>Duplicate work from disconnected systems</li> <li>Using Excel, FileTrac™ and NetSuite</li> <li>Expensive NetSuite licenses required for all users to view balances &amp; transactions</li> <li>No workflow engine for task assignment</li> <li>Difficulty recording, sorting &amp; viewing notes</li> <li>Lack of security, high turn over, no way to control contact and lead list info</li> <li>No management visibility into lead cycles</li> <li>Not capturing or tracking leads</li> <li>Inefficient, manual contract process</li> <li>No in-field connectivity</li> </ul>	<ul style="list-style-type: none"> <li>Automated lead assignment, tracking &amp; approvals</li> <li>Integration with NetSuite Suite Cloud accounting system automates SOW, PO, will-call order, documentation and approval workflow</li> <li>Cases for warranty claims provides ability to mass void warranties based on region (i.e. recent storm)</li> <li>Tasks/automation/flows and reminders to assure on-time projects</li> <li>Mobile enablement for field account managers with Salesforce 1 via iPads</li> <li>DocuSign to streamline contract process</li> </ul>	<ul style="list-style-type: none"> <li>Enhanced security for leads and optys</li> <li>Full executive visibility into lead management, approvals and controls</li> <li>Reduction in cost of NetSuite licenses</li> <li>Real-time metrics and dashboards enable better business planning and decision making</li> <li>Sales teams have quicker access to key business metrics through advanced analytics and mobile capabilities</li> <li>On-the-go access to orders, invoices and journal entries</li> <li>Contract approval time reduced</li> <li>Increased efficiency for key activities like inspection status updates</li> </ul>



## Industry

Construction, Roofing

## Profile

Jasper Contractors, Inc. is a national roofing contracting company with offices located in Atlanta, Georgia, Evansville, Indiana, Jacksonville, Florida, Orlando, Florida, and Tampa, Florida.

## Licenses

70 Enterprise

## Products

